

2525 Main Street
Soquel, CA 95073
831-464-2000
831-464-2881 Fax
www.scaor.org



The SCAOR e-Scoop

OFFICE HOURS

8:00am to 5:00pm Monday-Friday
Every Thursday the office is closed from
9:00-10:30am for a staff meeting



If you are unable to open any of the links visit our website at www.scaor.org
or call Karen Kirwan at 831-464-2000 or kkirwan@scaor.org

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You are Invited
to the Santa Cruz
Association of REALTORS®
Holiday Open House
Thursday, December 11
4:00-6:00 p.m.

2525 Main Street Soquel, CA
Pre-registration is a must!
RSVP to Karen Kirwan
at kkirwan@scaor.org
or call 831-464-2000

Bring a canned
good item for the
Second Harvest
Food Bank Barrel
and a beverage of
your choice to share
at the Open House



Click on
ornament
for details



The SCAOR Office will be closed on
November 27th & 28th for Thanksgiving
Normal business hours will resume on
Monday, December 1st. Please note: There will be
no tour on Thursday, November 27th.

Renew your 2009 Association membership by
12/31/08 and be entered into a drawing to
WIN all of your dues back!

**C.A.R. Medical Open Enrollment has been
extended to December 15, 2008!**
For more information call 1800-939-8088
x202 or log onto www.realcare.biz.

Coming up at SCAOR!

- Dec. 1st **MLS Training: Listing Management**
- Dec. 8th **Pricing Properties to Sell in a Default Market**
- Dec. 9th **Distressed Properties—Back by popular demand!**
- Dec. 10th **Effective Client Communication**
- Dec. 12th **License Renewal Review/Testing**
- Dec. 15th **Understanding Tenancy-in-Common**

To register call SCAOR 831-464-2000. For a complete list of classes
click [here](#) or go to www.scaor.org and look under Member Resources



Christmas Families

Once again, SCAOR REALTOR® and Affiliate members have the opportunity to make the holidays more joyful for two local families: A single mother with an infant, and a father with a 4 year old daughter. Neither has ever had a "Christmas". Both are near homeless, and in dire need of life's' basic essentials like blankets, and coats. Please join us as we do our part to make this year a special one for both these disadvantaged families.

The SCAOR Affiliate Committee will be collecting money and gift cards to purchase these gifts for both families. Your donation of like-new gift items will also be gladly received.. Your generous donations can be brought to the SCAOR office at 2525 Main Street in Soquel until the afternoon of December 18th. For more information please contact Joe Ganeff at 408-921-9388 or Norma Milete at (831) 464-2000.

SCAOR Education Highlight:
**Pricing Properties to Sell in a
Default Market**



Instructor: Bob McManus

Monday, December 8th 1:00-4:00pm
Cost: \$10 SCAOR Member/\$20 at the door
\$25 Non-member anytime

This seminar will cover Where to find the Buyers in Today's Market; How to get your Property SOLD in 10 days; How to have your Property receive MULTIPLE OFFERS; How to have the seller want work with you at the price YOU determine; Why only 6% of the properties sell each month & how to have your listings in the 6%; What the sellers REALLY WANT in a REALTOR®; How to THRIVE and Not Just Survive in a Default market; How to talk to people in default and how to get them to talk to YOU.