



December 15, 2017 Issue

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Winter Holidays Office Closures

Please note that the SFAR Offices will be closed on the following dates for the Winter Holidays as follows:

December 25th and 26th, 2017

AND

January 1st and 2nd, 2018

We will return to regular office hours on the Wednesday following these office closures.



[Click here](https://2018sfargala.eventbrite.com) or on the invitation above to RSVP.

What You Need to Know

Addressing issues raised by membership, SFAR's Standard Forms Committee introduces the following revised and updated forms now available in the San Francisco zipForm library.

SIX REVISED OR UPDATED FORMS

SAN FRANCISCO PURCHASE AGREEMENT

- *Paragraph 12B* - "Waiver of Property Inspections"

Makes clear that a buyer waiving the Property Inspection Contingency also forfeits the right to perform any Inspections.

- References to CalBRE have changed to DRE.

TENANTS-IN-COMMON (TIC) PURCHASE ADDENDUM

- Emphasizes that the first sale of a newly formed five unit or larger TIC requires a contract and specific language approved by the DRE.
- Clarifies that the TIC "property address" must be for the entire building not an individual unit.
- *Paragraph 3A*

Adds check boxes so a buyer can indicate they have already received the TIC Agreement or to indicate that the buyer will retain their own attorney to create one.

- *Paragraph 4* - "Financing"

Financing options have been re-sequenced.

- *Paragraph 5A* - "Simultaneous Sale of Other TICs"

Changes the contingency to be 90 days for both buyer and seller to terminate if seller has not removed the contingency of the sale of other units.

COUNTER OFFER (*all copies revised*)

- Adds Check Boxes to the Acceptance section to indicate there is another counter-offer either by way of a document so entitled or a "modification" to this counter-offer. Adds an expiration date for acceptance of the "modification".

SQUARE FOOTAGE AND LOT SIZE DISCLOSURE

- Adds a signature line for the seller and a declaration that the seller knows no information different from that shown in the body of the form.

GENERAL INFORMATION FOR BUYERS AND SELLERS

- *Paragraph 30* - "Owner and Relative Evictions"

Adds references to and clarifies new legislative reporting requirements and describes fines associated with non-compliant evictions.

- Links to relevant City Offices, Departments and information documents have been added or updated throughout.

TEMPLATE CREATION

- Completely restructured with Listing, Condo, TIC, Income Property Disclosures and Probate and Trust sections added.

SAN FRANCISCO ADDENDUM TO C.A.R. RESIDENTIAL LEASE OR MONTH-TO-MONTH RENTAL AGREEMENT

Note: The San Francisco addendum to the CAR residential lease has been updated for consistency purposes. Our addendum now conforms with the CAR lease.

Practitioners in San Francisco are advised to use the local San Francisco Apartment Association Residential Tenancy Agreement available at www.sfrealtors.com

RENT INCREASE AND SECURITY DEPOSIT CALCULATION FORMS

Note: Only one of the applicable San Francisco 2018 percentages is known as yet, but both are expected to be available and incorporated in these forms by the end of December.

The Association thanks the Standard Forms Committee and its Chairs, Britton Jackson and David Parry who, along with SFAR's Marivic Cuevas, ensure the forms library is always accurate and up to date.

Member comments regarding Standard Forms are always welcome and encouraged. Please contact forms@sfrealtors.com. Thank you!

San Francisco's Own Disclosure Chart

In an effort to keep our members informed, and inspired by C.A.R.'s renown disclosure charts, SFAR is proud to present our very own **SF Disclosure Chart** as a handy-dandy reference for agents and TCs alike.

The chart, compiled by Daniel Hershkowitz, Esq. (Vanguard Properties - sales manager) and reviewed and approved by SFAR's Standard Forms Committee, provides a brief description of each of our local disclosure forms, and explains when they are used, and by whom.

Not only should this chart provide a better understanding of the SF specific Forms Library and when to use our local forms (as opposed to the C.A.R. forms), but it should also help eliminate agent uncertainty and the resultant misunderstandings (bickering), which is all too common. We now have an answer to the rhetorical question "Why do I need that form?".

[Click here for Disclosure Chart](#)



Zillow Syndication is now Opt Out

SFAR is now sending all data to the Zillow Group (Zillow and Trulia), unless you opt out.

Previously, all brokerages needed to opt in to syndication for Zillow. After receiving feedback regarding confusion and inconvenience with this setting, SFARMLS has decided to default all brokerages to automatically be opted in.

If your brokerage prefers to not send data to Zillow, opting out is easy.

Brokers and office managers can opt out by clicking Admin -> Office Menu -> Manage Office Listing Syndication. Any

brokers or managers who need assistance with this or who have any questions can contact SFARMLS by emailing mls@sfirealtors.com or calling us at 415-431-8500, option 3.

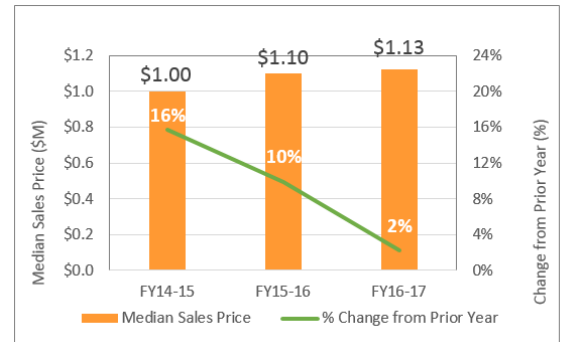
Median Sales Price for Single Family Residence

By San Francisco Assessor Carmen Chu

As we come into the holiday season, it is important to reflect on the work we have done and share the successes we have achieved. This year, my office has continued to invest in data. Our actions to establish a strong analytics team resulted in better market data to support decision making. One of the areas we focused on is transfer tax data.

As you know, the Assessor-Recorder's Office is responsible for collecting transfer tax when land or real property is transferred to new ownership. Through analyzing our transfer tax data, we are able to keep track of buy-sell transactions and their sales price.

According to our office's data for the past three fiscal years, the median sale price of single family residences (including single family homes and condominiums) continues to increase. However, it appears to be growing slower, only 2% increase compared to the year before.



Save Money by Deferring Your Dues

We know the holiday season can be a stressful time, especially where finances are concerned. That is why the Association offers a deferred payment plan for those members who request it.

To take advantage of the plan, the Association must receive the completed request form no later than Saturday, December 31, 2017.

HOW IT WORKS

Under the deferral plan, members agree to pay \$439 to SFAR by Sunday, January 31, 2018, covering their dues obligation for CAR and NAR. The remaining balance of \$336 or \$426 must be paid by Wednesday, February 28, 2018.

PLEASE NOTE: The Deferral Plan only applies to membership dues! First quarter MLS fees must be paid in full on or by Sunday, Dec. 31, 2017.

[Click here](#) to complete and send the Dues Deferral Request Form.

For additional information, please contact our Accounting Department at: ar@sfirealtors.com

Would you like to set up Automatic Billing for your quarterly MLS and KEY fees?

Members can arrange to have a Visa® or MasterCard® billed automatically for all San Francisco Association of REALTORS® and SFARMLS services other than annual REALTOR® membership dues. Please [click here](#) to arrange for this service.

Not getting your bill fast enough?

Email our Accounting Department at ar@sfirealtors.com to opt-in to email billing. This authorization will allow us to

Email our Accounting Department at ar@sfrealtors.com to opt in to email billing. This authorization will allow us to change your billing preference so you will begin receiving billing statements to your preferred email address rather than via US Postal Mail. The email should include your name, member or license number, and your preferred email address. Once set-up you will receive a confirmation email of the change. Please allow 1 business day for processing.

How May We Help You?

Please refer to this list of helpful links below to assist with common year-end tasks. If you have any questions please email ar@sfrealtors.com so we may assist you.

Helpful Links:

[I want to view the Billing Inserts that came with my bill](#)

[I want to change my address or office information](#)

[I want to resign from the Association and/or MLS \(termination\)](#)

[When Are My Bills Due?](#)

[I want to take a class or attend an event](#) (must be signed in to see the full calendar)

C.A.R. PORTABILITY INITIATIVE UPDATE

California Association of REALTORS® (C.A.R.) | November 1, 2017

In October, the Board of Directors of the California Association of REALTORS® voted to move forward with a ballot initiative to allow those aged 55 and over to sell their home and buy another, and retain some or all their Proposition 13 property tax savings. To fund the initiative, a required additional \$100 for the Issues Fund will be collected with members' dues for 2018.

Why is this Needed?

Under Proposition 13, homeowners are protected from rapidly increasing property taxes. However, seniors, who are often on a fixed income, fear they will not be able to afford a big property tax increase if they sell their existing home and buy another one, discouraging them from ever moving. As a result of this "moving penalty," almost three-quarters of homeowners 55 and older haven't moved since 2000. The initiative will allow them to sell their home while keeping some property tax protections, and therefore create homeownership opportunities for young families.

How do property tax assessments work now?

The amount any homeowner pays in property taxes is based on the assessed value of their home at the time of purchase. Generally, Proposition 13 limits property taxes to 1 percent of the assessed value at the time of purchase even if the value of the property subsequently increases.

Unfortunately, homeowners lose their Proposition 13 property tax savings when they move to another home. Under another law, Proposition 60, senior homeowners-defined as 55 years of age or older-are allowed to transfer their property tax base to another home in the same county so long as the purchase price of the replacement home is equal to, or less than, the sale price of the original residence.

Under Proposition 60, a senior homeowner is limited to making only one such transfer over the course of his or her lifetime. And, if the spouse of a senior homeowner has already transferred a property tax base, that senior homeowner is disqualified from making another transfer of the tax base.

Proposition 90 is an extension of the original Proposition 60 program. Proposition 90 allows senior homeowners to transfer their property tax base to a home in a different county so long as that county accepts such transfers. (At last count, only 11 counties are accepting transfers from other counties.)

Propositions 60 and 90 are relatively limited. That's where C.A.R.'s property tax base portability initiative comes in.

How will the initiative work?

C.A.R.'s Portability Initiative would allow homeowners 55 years of age or older to transfer some of their Proposition 13 property tax base to a home of any price, located anywhere in the state, any number of times.

What's next?

C.A.R. is in the process of hiring a campaign firm to qualify the initiative for the November 2018 general election ballot. In the meantime, C.A.R. will be asking members to help collect signatures on petitions to qualify the initiative. You will receive more information about this effort in the coming week.

Who do I contact with additional questions?

Please contact C.A.R. at portability@car.org or at (916) 492-5200

[Click here](#) for the [C.A.R. Portability Initiative Update](#)

MISSED THE MANDATORY SUPRA ACTIVEKEY UPGRADE?

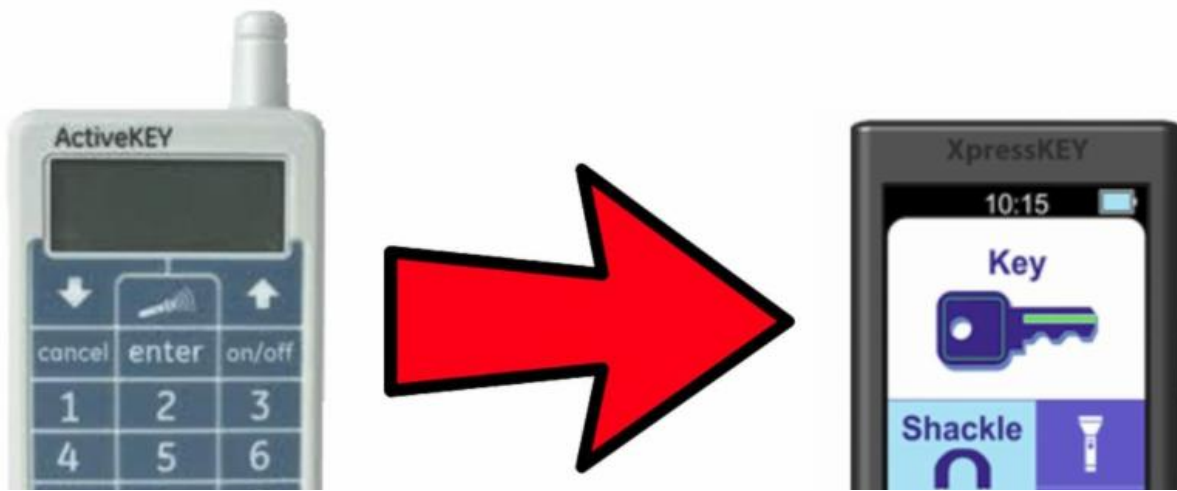
Don't worry! You still have time!

Earlier this year AT&T started disabling their 2G network hardware that is used by Supra ActiveKEY. Soon Verizon and T-Mobile will follow, and when that happens, the ActiveKEY will no longer be viable technology.

Due to these changes SFAR planned a mandatory key exchange for all members who have the Supra ActiveKEY to get us ahead of the system outages.

If you have an ActiveKEY (the small grey handheld key) **you will be required to return it** and select either the smartphone app (Supra eKEY for Android and iPhone) or the XpressKEY, which is replacing the ActiveKEY.

We have completed the 3-day exchange event, but individual appointments at the SFAR office are available through the month of November. Please email mls@sfirealtors.com to set up your appointment.





eKEY (app for smartphone)

If you choose to use the Supra eKEY app for your smartphone (which we recommend) your existing ActiveKEY deposit will be credited against your upcoming dues billing period for MLS and/or Association fees.

XpressKEY

If you choose the XpressKEY (released last year) there will be a deposit increase of \$100 over and above the existing deposit amount of \$216 (the new total deposit is \$316). This amount will show up on your next periodic MLS or Association billing statement.

How to schedule your appointment

Please simply email the MLS department at mls@sfirealtors.com. Appointments fill up quickly, so please schedule at your earliest convenience.

NOTE: We are NOT exchanging or changing the Supra Lock Boxes, and have no plan or reason to do so. The current Supra iBox BT LE is the most current, and most widely compatible, lockbox.

Apply for "REALTOR® CAR Honorary Member for Life"

If you are a REALTOR® in good standing, 75 years of age or older and have been a REALTOR® for 25 years or more, you meet the criteria for CAR Honorary Member-For-Life.

The CAR 2018 Winter Honorary Member for Life Deadline is fast approaching - December 29th to the SFAR Office. (If you miss this deadline, there is still time to submit applications for the Spring and Fall Deadline)

[Click here](#) to download the application, once completed please email to membership@sfirealtors.com no later than December 29, 2017.

Did you know?

Long-standing Realtors members have several options available to apply for exemptions to help with the cost of doing business as a real estate agent.

	CAR Honorary Member for Life	NAR Emeritus	BRE Exemption
	QUALIFICATION REQUIREMENTS		
Age Requirement	75	-	70
Minimum Years of Service	25	40	30
Active in Business	X		
Service as officer, director, committee member, fed. Political coordinator, Liaison with local, state, or national assoc. level		X	
	APPROVAL PROCESS		

Approval Process	Approval at CAR Board Meeting	Approval at Annual Oct. NAR Convention Board Meeting	By Application with BRE
EXEMPTION GRANTED ** Exemptions would be applied the Calendar Year After the Application Process.	EXEMPTION GRANTED IF APPROVED		
	CAR DUES	NAR DUES/Code of Ethics	Continuing Education Requirements for license renewal

For more information, please contact [Esther](#) in the SFAR Membership Department.