



SAN FRANCISCO
ASSOCIATION of REALTORS®

The Member's Edge

The Newsletter of the San Francisco Association of REALTORS®

February 23, 2018 Issue

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The San Francisco Building Boom

Thursday, June 21

Session: 2:30 to 4:30 p.m.

Reception: 4:30 to 6:30 p.m.

San Francisco Real Estate EXPO

Thursday, October 4, 2018

9:00 a.m. to 5:00 pm

**Real Estate Buzz with Special Guest:
2018 SFAR President Kevin Birmingham**





Order of the Rising Sun, Gold and Silver Rays Congratulations to Allen Okamoto

Congratulations to Allen Okamoto for his induction into Japan's "Order of the Rising Sun, Gold and Silver Rays". Allen's significance and influence in promoting understanding between Japan and the United States is well documented. Allen brings the same grace and humility in connecting persons of all backgrounds one on one.



2017 Annual Report on the San Francisco County Housing Market

Just in, we have the **2017 Annual Report on the San Francisco County Housing Market**. [Click here to view report.](#)

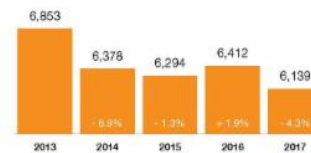
Also available, is the **January 2018 Market Focus Report**, and you can find this document, as well as the Annual Report, on my.sfrealtors.com.

To view the Market reports, SFAR Member need to log-in to my.sfrealtors.com, click on the "Documents" tab and then click on "Market Statistics".

2017 Annual Report on the San Francisco County Housing Market Quick Facts



New Listings



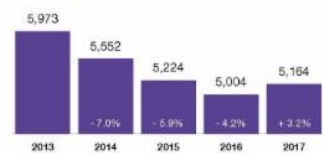
Top 5 Areas: Change in New Listings from 2016

SF District 10	+14.9%
SF District 9	-0.4%
SF District 4	-3.9%
SF District 7	-3.9%
SF District 8	-4.0%

Bottom 5 Areas: Change in New Listings from 2016

SF District 2	-4.3%
SF District 6	-7.3%
SF District 6	-13.3%
SF District 1	-20.1%
SF District 3	-21.8%

Pending Sales



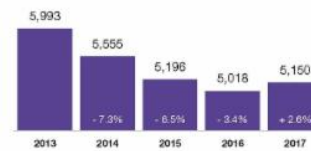
Top 5 Areas: Change in Pending Sales from 2016

SF District 10	+21.5%
SF District 9	+8.5%
SF District 8	+5.8%
SF District 5	+4.8%
SF District 7	+3.3%

Bottom 5 Areas: Change in Pending Sales from 2016

SF District 4	-0.6%
SF District 2	-1.1%
SF District 6	-5.0%
SF District 1	-14.9%
SF District 3	-20.1%

Sold Listings



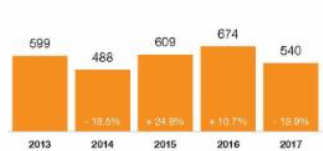
Top 5 Areas: Change in Sold Listings from 2016

SF District 10	+16.9%
SF District 9	+7.6%
SF District 6	+7.1%
SF District 8	+4.2%
SF District 7	+3.2%

Bottom 5 Areas: Change in Sold Listings from 2016

SF District 4	+1.8%
SF District 2	-4.0%
SF District 6	+3.3%
SF District 1	-14.4%
SF District 3	-17.3%

Active Listings



Top 5 Areas: Change in Active Listings from 2016

SF District 6	+1.7%
SF District 10	-9.2%
SF District 1	-9.7%
SF District 8	-14.1%
SF District 4	-18.8%

Bottom 5 Areas: Change in Active Listings from 2016

SF District 9	-19.0%
SF District 5	-29.9%
SF District 7	-38.4%
SF District 2	-39.7%
SF District 3	-39.1%



Box

As You May Have Heard, MPO is Now BOX!

Here are the important details they want you to know:

#1 - MyPropertyOffice (MPO) is now BoxMLS

We have shortened our name and will continue developing more powerful enhancements to solve industry pain points. We are working closely with your SFARMLS and local brokerages to deliver exciting new features for you and your clients in 2018. Stay tuned.

#2 - Invite unlimited clients for FREE to your BoxMLS account website

BoxMLS is now a member benefit with your MLS.

You will no longer be charged for the number of clients you have on your website. Invite as many clients as you want for FREE.

#3 - Spread the word about your BoxMLS agent website

Starting February 12, 2018, your website now lives at **boxmls.com**, instead of **mypropertyoffice.com**.

Spread the word to your client base. Explain that you provide unlimited access to 100% accurate MLS data -- better than the public search portals.

If you haven't already set your site up, it's easy: go to <https://boxmls.com/register> so you can create their account with your Member Number. You can also click login to get into your account on that page.

#4 - Search SFAR, BAREIS, bridgeMLS, CCAR and BayEast property data on one interface

Your BoxMLS website gives you and your clients access to Bay Area wide data. Save a search in multiple MLSs to get real time property updates.

#5 - In office Brokerage training sessions

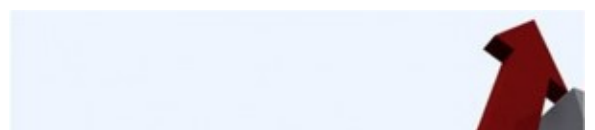
Contact the BoxMLS team to schedule office training sessions so you and your fellow agents are up to speed with the new BoxMLS features. Add feature requests to the developer feedback list so we can continually improve on the software for you and your clients.

We look forward to working with you and SFARMLS in 2018 so we can continue enhancing your online MLS experience.

The entire BoxMLS team.

Watch our video: [BoxMLS | Agent Intro](#)

**ALLOWABLE ANNUAL RENT
INCREASES**



A landlord may increase the tenant's base rent once every 12 months by the amount of the allowable annual rent increase without filing a petition at the Rent Board.



Effective March 1, 2018 through February 28, 2019, the allowable annual increase amount is 1.6%.

This amount is based on 60% of the increase in the Consumer Price Index for All Urban Consumers in the Bay Area, which was 2.7% as posted in November 2017 by the Bureau of Labor Statistics.

To calculate the dollar amount of the 1.6% annual rent increase, multiply the tenant's base rent by .016. For example, if the tenant's base rent is \$1,500.00, the annual increase would be calculated as follows: $\$1,500.00 \times .016 = \24.00 . The tenant's new base rent would be \$1,524.00 ($\$1,500.00 + \24.00).

[Click here for more information.](#)

SECURITY DEPOSIT INTEREST RATES

Security deposit interest must be paid every year on the tenant's "**annual due date.**" For tenancies beginning after September 1, 1983, the annual due date is the same day and month the landlord received the deposit from the tenant. If the tenant moved in and paid a deposit before September 1, 1983, interest was due on September 1, 1984 and every September 1st thereafter.

[Click here for more information.](#)



TechHelplineSM

your tech support team _____

The Tech Helpline is a member benefit offering support for hardware, software, networking and digital devices. The best part is you have the choice of contacting their friendly and knowledgeable analysts via phone, e-mail, and online chat. They troubleshoot problems and offer solutions, often by connecting remotely to your computer and fixing it while you relax. They can advise you on hardware and software purchasing, and most importantly, they understand your needs as a REALTOR®.

- Instruction for installing and configuring new hardware and software.
- Diagnosis and repair of computer hardware and software issues.
- Advice for purchasing hardware, software and services.
- Basic instruction with major software applications.
- Recommendations for upgrades and updates.
- Advice for performance optimization.
- Troubleshooting network issues.
- No limits on the number of calls or on the length of time per call.
- Experienced, reliable, professional and courteous assistance.
- Assistance in English or Spanish.
- U.S. based analysts located in Orlando, Florida.

Support is available Monday through Friday 6:00 am to 5:00 pm and Sat. 6:00 am to 2:00 pm Pacific Time.

- For chat support, click here: <http://chat.techhelpline.com>
- Email us: support@techhelpline.com
- For a complete list of computer support, please visit: <http://www.techhelpline.com/computer-support>

Family Wealth Forum

In March, Assessor Carmen Chu is bringing back by popular demand her Office's community event to help San Francisco families build their financial futures, the Family Wealth Forum. Often when speaking with community members, Assessor Chu receives questions about estate planning and passing on a family's most valuable asset, their home. In response, she created the Family Wealth Forum as a one-stop shop to answer those questions, offering multilingual workshops, one-on-one counseling with experts, and a variety of informative vendors. We invite you to join us for this free community event on **Saturday, March 24th, 2018, from 10:00 am - 1:00 pm at Lincoln High School, 2162 24th Avenue.**



For more information and to register, please visit: www.sfassessor.org/familywealthforum

FORMS UPDATE



In an ongoing effort to improve and simplify the transaction process...

1) SFCA has retired our local Approval Parking and Storage form. The statewide Parking and Storage (PSD) form available on the CAR library in zipForm® was updated and improved in December. We no longer need to maintain a separate local form.



2) SFCA has updated the rent-control annual rent increase calculation table. The form is now current for 2018. See form RENT-SF.

3) SFCA has updated the security deposit calculation table. The form is now current for 2018. See form SDC-SF.

4) SFCA recommends the use of the local San Francisco Apartment Association (SFAA) lease forms, available to all SFAR members via our secure login website. An advisory Form has been added to our local library reminding members of their access to the SFAA forms.

Education and Training



SFARMLS Searching & Organizing

Monday, February 26 at 9:00 am to 10:15 am

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



The SFARMLS Searching & Organizing class will show you how to use the MLS as a search tool and take advantage of the features such as hotsheets, interactive map searches, and folders. Search types, saved searches, and working with results are all covered. Come learn how to get started searching the MLS and organizing your results. It is highly recommended that you take this course before taking the following Prospecting class.

NOTE: This class contains a mixture of information from the MLS Essentials class and the Stats & Data class offered between 2013 and 2015.

SFARMLS Searching & Organizing

Monday, February 26 at 10:30 am to 11:45 am

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



Learn the ins and outs of prospect management with this critical 1 hour class. You will learn how to use auto-prospecting and client portal in Rapattoni systems (SFARMLS, BAREIS, Metrolist, and Quattro). Before setting up your clients for automatic emails, it's important to know exactly how this service works to maximize impact and usefulness.

SFARMLS Listing Management

Thursday, March 1 at 9:00 am to 10:15 am



San Francisco Association of REALTORS®

301 Grove Street, San Francisco

The SFARMLS Listing Management class will give you all of the information you need to enter your listing property and accurately, and manage that listing through the lifecycle from Coming Soon to Active, Active to Pending, and Pending to Sold. We will cover photo upload, compliance questions, property type concerns, and ways to avoid data entry errors.

NOTE: If you have already taken the MLS Essentials class between 2013 and 2015 you will recognize most information in this course, but we have added a section on LISTING LIFECYCLE MANAGEMENT you may find very helpful.

SFARMLS Listing Management

Thursday, March 1 at 10:30 am to 11:45 am

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



Our all-new Reciprocal Access class will give you the details on accessing the other Bay Area MLSs, inputting data into those systems, and also where to do broad area searches (Quattro). We will help you understand where your listing data goes once entered and help you understand the differences between those systems and how best to both get help and help yourself when SFARMLS staff is not available. If you work outside of the City, you'll want to check this out.

Passport to the World: Changing Landscape for International Buyers

Wednesday, March 7 | 5:30 to 7:30 p.m.

United Irish Cultural Center

2700 45th Avenue | San Francisco, CA 94116

We have a new tax code, changes in immigration, rising interest rates, are we still competitive? Where's our global demand coming from? Any new changes in Lending practises? How can we better serve our global clients?



The SFAR Global Business Council's first Passport event for 2018 will address all this and more. Come to a productive evening and let our panel of industry's experts advise you on Immigration, Accounting, Lending and Sales practises. Be ready for your 2018 Global clientele!



New Member Orientation

Friday, March 9 | 9:00 am to 12:00 pm



SFAR monthly in-person Member Orientations for SFAR REALTOR® members.

New REALTOR® members are strongly encouraged to attend these Orientations.

Current REALTORS® are also invited for a refresher of new services or to satisfy the REALTOR® Code of Ethics.

Orientations will cover:

- Intro to the REALTORS® and from SFAR Leadership (including overview of benefits from SFAR/CAR/NAR)
- Intro to SFAR MLS from SFAR MLS Staff
- Overview of Professional Standards and REALTOR® Ethics Training Requirements
- Intro to SFAR Professional and Social Networks
- MLS Fundamentals Class offered by SFAR MLS Staff

This Orientation also covers the REALTOR® Ethics Training Requirements for the 2017-2018 Biennial Cycle.

Distinguish yourself as an International Real Estate Professional with the C.I.P.S. Designation May 21-25, 2018



Attend the 5-Day 2018 C.I.P.S. Institute at the San Francisco Association of REALTORS®

This course will help teach you all you need to know to pass the C.I.P.S. Designation EXAM and start your international real estate business. When you become a C.I.P.S. designee, you gain immediate access to business-enhancing products and services that are offered exclusively to C.I.P.S. designees.



Set yourself apart as a Global real estate professional, get more listings & referrals, expand your business and your wallet with the ONLY International Designation recognized by NAR.

[Click here](#) for more information on the benefits of becoming a C.I.P.S.

[Click here to Register for C.I.P.S. now.](#)

DATES & COURSES

- May 21 - Global Real Estate: Local Markets
- May 22 - Global Real Estate: Transaction Tools
- May 23 - Europe and International Real Estate
- May 24 - Asia/Pacific and International Real Estate
- May 25 - The Americas and International Real Estate

TIME

8:30 a.m. - 5:00 p.m.

Continental Breakfast and Lunch included daily

WHERE

San Francisco Association of REALTORS®
301 Grove St., San Francisco, CA, USA

FEES

- \$169/day (includes an electronic version and a photo copy of the manual)
- \$599/week* (includes electronic copy of manual only)
- \$649/week (includes an electronic version and a photo copy of the manual)

**Only an electronic version of the manual will be provided for this rate. A link will be given to download and print your own C.I.P.S. Manual.*