



## ANNOUNCEMENTS

### **NEW Tenant Buyout Legislation and Seller's Supplemental Disclosure RE: Buyouts**

San Francisco adopted a new ordinance regulating "Buyout Agreements" (when a landlord pays a tenant to vacate a unit). The Association's new "Buyout Legislation Advisory and Seller's Supplemental Disclosure" form are available [here](#).



### **New Elected and Appointed Officers and Members Installed to the SFAR Board of Directors**

Please join us in welcoming the following recently installed officers and directors:

- Patrick Barber, Pacific Union International (PUI), San Francisco Region, President

- Eugene Pak, Climb Real Estate, President-Elect
- Matt Fuller, Zephyr Real Estate, Chief Financial Officer
- Walt Baczkowski, Chief Executive Officer
- Fanny Y. Chu, BHG J.F. Finnegan REALTORS®
- Don Diltz, Coldwell Banker Residential Brokerage
- Tara C. Donohue, Zephyr Real Estate
- Paula R. Gold-Nocella, Vanguard Properties
- Jay J. Lampus, Brown & Co. Real Estate
- Gabriel Rojas, Climb Real Estate
- Cathlyne M. Scharetg, Vanguard Properties
- Jeffery P. Woo

Continuing Directors:

- John O. Asdourian, McGuire Real Estate
- Kevin Birmingham, Park North Real Estate
- Carol M. Lukenbach, Alain Pinel REALTORS®
- Betty Taisch, Coldwell Banker Res. Services, Immediate Past-President

## **Annual Rent Increases Allowable Under Rent Control**

Under rent control, landlords get an annual rent increase which can be imposed on tenants without the landlord having to petition the Rent Board. The landlord must give 30 days written notice (or 60 days if this increase as well as any other increases in the past 12 months result in a rent increase of more than 10%). Effective March 1, 2014 through February 28, 2015, the annual allowable increase amount is 1.0%. Effective March 1, 2015 through February 29, 2016, the annual allowable increase is 1.9%. For more information, [click here](#).

## **Interest on Security Deposits - A Reminder**

According to San Francisco Administrative Code, a landlord must pay interest on each tenant's security deposit 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](#) to download the current form from the Residential Rent Stabilization Board.

## **Market Focus Reports**

Curious how many condos sold in District 4 last month? Free to download for SFAR

members, Market Focus reports provide you with key metrics like new listings, pending sales, % of properties sold over list price, and more. Download the newest Market Focus report (and all past Market Focus reports) by logging into SFAR's Member Website and clicking on Documents --> Market Statistics.

## **(VIDEO) Thursday Think Tank**

In case you missed last month's Thursday Think Tank with Dr. Larry Souza, you can see his predictions for the real estate market and the economy in San Francisco by [clicking here](#).

## **Join an SFAR Committee**

The 2015 committee participation form is live. SFAR committee participation is an excellent way to use your real estate experience to shape the future of SFAR and the real estate industry in San Francisco. [Click here](#) to access the 2015 Committee Sign-Up Form.

## **New Forum**

The FORUM enables you to get info about the new Mobile MLS products (Goomzee and Theo) and provides an easy way to buy and sell used lockboxes. Log in [here](#) to see and contribute to the conversations.

## **Do You Work Expired Listings?**

Make sure you understand the ins-and-outs of the Do Not Call rule. Check out [this article](#) with links to helpful resources.

# **UPCOMING CLASSES & EVENTS**

## **Upcoming Ethics Video Classes**

**Every Friday at 1:15pm**

**SFAR Member Office, 301 Grove Street, San Francisco, CA 94102**

New members of the San Francisco Association of REALTORS® are required to complete an orientation course on the Code of Ethics within 25 days of their acceptance as a REALTOR® member in accordance with the Association's bylaws. The National Association of REALTORS® also requires continuing members to complete the NAR Code of Ethics course once every 4-year Quadrennial period. The deadline for continuing members to complete this course is 24 months.

The three-hour course is presented at the Association's headquarter offices every Friday

afternoon at 1:15 p.m. The cost is free of charge for new members and \$15 dollars for continuing members. [Click here](#) for dates and more information.

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## **Plan to Spend Thursday, Jan. 22 at the SFAR Office -- 3 Great Classes and Events in 1 Day!**

### **SFARMLS Essentials Class with Goomzee**

**Thursday, January 22 / 11:00am to 1:00pm**

**SFAR Member Office, 301 Grove Street, San Francisco, CA 94102**

This class will provide you the basics for navigating in SFARMLS, including topics like property searching, listing data entry, and profile management, plus you'll find out how to make the most of SFAR's new Mobile Tools, Theo and Goomzee, with a special guest from Goomzee.

[Register here](#)

### **No on G - Post-Election Analysis**

**Thursday, January 22 / 1:30 to 2:30pm**

**SFAR Member Office, 301 Grove Street, San Francisco, CA 94102**

Join SFAR's Government Relations team and an expert pollster for an insightful look at the 2014 election results and what it means for the association going forward. Free for members, but you must register.

[Register here](#)

### **Thursday Think Tank - Business Planning for 2015**

**Thursday, January 22 / 3:00 to 4:30pm**

**SFAR Member Office, 301 Grove Street, San Francisco, CA 94102**

During our next Thursday Think Tank, trainer and business coach Kitty Cole will help you write a vision statement, set financial goals, and plan your marketing, prospecting, and business development for 2015. Make this year your best and register now.

[Register here](#)

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## **MLS Town Hall Meeting: Incorporating Mobile Into Your Business**

**Thursday, February 5 / 12:00 to 2:00pm**

**SFAR Member Office, 301 Grove Street, San Francisco, CA 94102**

Join us for this MLS Town Hall Meeting focused on SFAR's mobile MLS tools, Theo and Goomzee. During this town hall, you'll learn how to integrate these tools into your business. You'll also have the opportunity to share the features you would like to see incorporated and tell about the educational programs you need to take your business mobile. Space is limited to 50 people. [Register here](#).

**2015 AREAA Global & Luxury Summit**

**April 19 - 21, 2015**

**Trump International Towers, Chicago, IL**

AREAA's 2015 Global & Luxury Summit in Chicago, IL, focuses on teaching you the necessary skills to position yourself as the cross-border transaction leader in your market. Take part in powerful workshops to hone your skills as a luxury professional, listen to international investment experts to gain the insight and knowledge necessary for dealing in these complex transactions, and connect your business to a network of thousands of like-minded professionals at this event. For more details on the event [click here](#).

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