



# REALTOR<sup>®</sup> UPDATE

## Table of Contents

Brown - Bag Luncheon Oct. 7, 2009	1
Berkeley Symphony Discount for B.A.R. Members	2
CAR EXPO in San Jose	2
WINForms Flyer	3
<b>FREE</b> Paragon/Computer Training Classes	4
Previously Used iBoxes @ the B.A.R.	4
Community Funds Donations	4
<b>SAVE THE DATE</b> 2010 Installation	5
Economic Update	5
B.A.R. Cookbook	6
B.A.R. Information	7
Advertise in the B.A.R. Newsletter!	7
REALTOR Safety Tips	7
B.A.R. Calendar	8

## Brown-Bag Luncheon

### IMPORTANT CHANGE OF DATE!

### The Real Estate Marriage: Unraveling Issues of Co-Ownership in A Changing Society

#### Guest Speaker: Frederick Hertz

The range of co-owners in San Francisco Bay Area real estate transactions is widening almost daily. Beyond straight married couples, buyers now include registered domestic partners (both same-sex and opposite-sex), married couples (both gay and straight), friend co-owners, business partners, and extended family groups. The transactions raise difficult questions about who should be on title, who is an appropriate borrower on the loan, and how title should be vested. In addition, deeper questions about who is making the investment and who is the real owner frequently arise.

Frederick Hertz is an Oakland attorney, mediator and author who specializes in resolving the legal issues of co-ownership formation and dissolution. He is the author of four books for unmarried couples, both gay and straight, and is the author of the newly-published Making It Legal: A Guide to Same-Sex Marriage, Domestic Partnerships & Civil Unions. More information on his new book can be found at [www.MakingitLegal.net](http://www.MakingitLegal.net)

**WHEN: Wednesday, October 7, 2009\***

**TIME: Networking - 12:00PM, Presentation - 12:15 to 1:30PM**

**WHERE: 1553 MLK Jr. Way, Berkeley**

***Snacks for this event will be provided by  
Peg Adams with Fidelity Home Warranty***

Attendees are encouraged to bring a brown-bag lunch; coffee and water will be available. To reserve your space please contact the B.A.R. office at 510.848.4288

\*Event was originally scheduled for September 30, 2009

## CALIFORNIA REALTOR® EXPO opens next week in San Jose

Register today to attend **CALIFORNIA REALTOR® EXPO 2009**, the state's largest real estate trade show, Oct. 6-8 at the San Jose Convention Center. Entrance to the exhibit hall and more than 50 [educational seminars](#) is free to all C.A.R. members, but you must [register](#) to receive an entrance badge. CALIFORNIA REALTOR® EXPO 2009 will feature more than 150 exhibit booths, and is expected to attract more than 7,000 attendees.

You also won't want to miss [Tech Tuesday](#) on Oct. 6. Tech Tuesday provides a full day of comprehensive technology training for REALTORS®. Fees apply to ticketed events, including Tech Tuesday and [special luncheon events](#). You can register by visiting [www.realtorexpo.org](http://www.realtorexpo.org) or calling toll-free (800) 242-2732.

This year's exciting program also includes the following special ticketed events (fees may apply): [Tech Tuesday Luncheon](#) on Oct. 6, "Technology Tips and Techniques: Keep Clients and Deliver Results," presented by Bodine Balasco; [2010 Housing Market Forecast Luncheon](#) on Oct. 7, presented by C.A.R. Vice President and Chief Economist Leslie Appleton-Young; [Commercial Day on Oct. 7](#), offering sessions covering all aspects of a commercial transaction; [REALTOR® Night Out on Oct. 7](#), featuring "Bach to Rock Show" and a [delicious buffet-style dinner](#); [EXPO Closing Luncheon on Oct. 8](#), "Life Would Be Easy if it Weren't for Other People," presented by Connie Podesta; [Seniors Real Estate Specialist® \(SRES®\) Designation class](#) Oct. 8 and Oct. 9; and ["Your Guide to C.A.R. Residential Purchase Agreement" class](#) on Oct. 8.

## BERKELEY SYMPHONY HALF-PRICE TICKET OFFER FOR BERKELEY REALTORS

**"Welcome Joana: A Berkeley Opener"**  
**Thursday, October 15, 7 PM**  
 UC Berkeley Zellerbach Hall

Berkeley Symphony welcomes 33-year-old Lisbon native Joana Carneiro in her inaugural performance as Music Director, featuring works by two well-known Berkeley composers: John Adams and Gabriela Lena Frank. Concluding this gala evening will be Bartók's Concerto for Orchestra, followed by a complimentary toast with Portuguese sparkling wine to celebrate our new conductor!

**Half-price tickets are available all season to Berkeley Association of Realtors members and their clients by using the coupon code BAOR.**

**MUSIC IN THE SCHOOLS LUNCHEON**  
**Tuesday, October 6, 12:30 PM**  
 Hotel Shattuck Plaza, 2086 Allston Way

Please help us share the joy of music and come learn how Berkeley Unified School District, Berkeley Public Education Fund and Berkeley Symphony keep music education at the forefront even in difficult economic times. Support Berkeley Symphony's award-winning Music in the Schools program serving all eleven Berkeley public elementary schools, and help us recognize a music education leader who is making a difference.

**Tickets: \$50 / Host: \$100**

**For information and tickets, call 510-841-2800 ext. 1, or visit:**

**COMPUTER & PARAGON  
TRAINING AT THE B.A.R.**

**FREE for MLS Members!!**

For reservations, contact EBRD at  
925.906.5200 or visit them online at

**[www.ebrdi.com](http://www.ebrdi.com)**

**Thursday, October 8, 2009**

**Paragon Essentials**

9am - 1pm

**PC for Real Estate Professionals**

1pm-4pm

**Thursday, October 22, 2009**

**Paragon Essentials**

9am - 1pm

**CMA**

1pm-4pm

**Now  
Available!**

Gently Used  
Supra iBoxes at  
the B.A.R.

Limited Supply!



**SALE**

**\$59 + tax**

**\$54 + tax for 5 or more**

Call the BAR Office for details  
**510.848.4288**

**The Work Force Housing and Homeless Fund &  
The Youth Arts and Education Fund Donations**

We would like to thank the following Brokers and Agents, who have generously  
donated to The Workforce Housing and Homeless Fund and  
The Youth Arts and Education Fund .

**Leslie Easterday  
Diane Verducci  
Ira & Carol Serkes  
Carla Buffington  
Amy Robeson  
Cheryl Cahn  
Nacio Brown**

**THANK YOU FOR YOUR SUPPORT!!!**

## SAVE THE DATE!

The Berkeley Association of REALTORS® will celebrate its annual Fundraising Event and Installation of Officers & Directors and the Inauguration of Helen Walker as 2010 President.

The gala event will take place on the evening of **Friday, December 4, 2009** at The Faculty Club UC Berkeley and will include hors d'oeuvres, a gourmet buffet, awards presentation, and silent auction.

This year's entertainment will feature **LIVE** music by the California Honeydrops. You won't want to miss out on this year's event.

Invitations will be sent out in November so be sure to mark your calendars for this special evening.

## ◆ NEW MEMBERS ◆

We would like welcome the following new members to The B.A.R.

**Piccola Evans** - Prudential California Realty  
**Carlos Gutierrez** - Prudential California Realty  
**Robert Hickey** - PBG Real Estate  
**Mayra Lucero** - Red Oak Realty  
**Diane Mateus** - Green Key - East Bay  
**Uma Moldenhawer** - Coldwell Banker  
**Dana Thompson** - Dana Thompson Tanks & Soil  
**Lynn Wilder-Sisson** - RE/MAX Accord

## ECONOMIC UPDATE

An Economic Update  
 By Robert Kleinhenz,  
 CAR's Deputy Chief Economist

Back by popular demand!  
 Space is very limited so register early!

**When: Wednesday, October 28, 2007**

Lecture/discussion: 2PM - 4PM

Location: The B.A.R. Auditorium

Cost: \$10 for pre-paid tickets/  
 \$15 at the door

To reserve your seat, please contact the B.A.R. office at 510.848.4288.

**REALTOR® UPDATE**  
**Berkeley Association of REALTORS®**  
 1553 Martin Luther King, Jr. Way  
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 FAX (510) 848-2439

**2009 EXECUTIVE BOARD**

**Tim Cassidy**  
 2009 President  
**Helen Walker**  
 President - Elect  
**Mary Canavan**  
 Secretary/Treasurer  
**Gene Della Maggiora**  
 Immediate Past President  
**Heidi Abramson**  
 MLS/Technology Committee Chair

**2009 BOARD OF DIRECTORS**

Anita Thede	Kathie Longinotti
Diane Verducci	Lois Kadosh
Elizabeth Stevens	Jennifer Fickenschner
Lori Lombardo	Melissa Milton
Nancy Taussig	Arlene Baxter
Norm Williams	Tracy Sichterman
	Judy Boe

The REALTOR® UPDATE is published by the Berkeley Association of REALTORS®. The REALTOR® Update is designed to serve as a resource for important industry news and information, a forum for member recognition, and to promote programs and services that enhance the professional effort of the Berkeley Association of REALTORS® and its members. Members are encouraged to write to the REALTOR® Update and participate in active, thoughtful dialogue. Defamatory and derogatory commentary will not be published. BAR reserves the right to edit or refuse any article or letter (letters to the Editor should not exceed 150 words). The opinions expressed are those of the authors alone and do not necessarily reflect the opinions of Association officers, members or staff. Address your articles and letters to: Editor, REALTOR® Update, 1553 Martin Luther King, Jr. Way, Berkeley, CA 94709-2023.

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The Berkeley Association of REALTORS® is dedicated to serving its members by providing programs and services to enhance their ability to conduct business with integrity and competence, assuring a high level of professional conduct which benefits the community, and encouraging the preservation of real property rights.

# BE SEEN!

**By 600+ REALTORS® & Affiliates**

**Place your ads in the weekly At a Glance and/or the B.A.R. Newsletter**

**At a Glance - \$30**  
**Full page newsletter - \$50**

**Your ad here!**



**For more information contact Lea Mathewson with the B.A.R. office at 510.848.4288.**

## REALTOR Safety Tips

### Tip #15

#### **Be prepared for road dangers.**

Keep roadside breakdown essentials in the trunk, including flares, a tire-inflation canister, basic hand tools, spare belts and hoses, water, a flashlight and a first-aid kit. Have your vehicle inspected regularly, keep it well maintained and learn how to change a flat tire.

### Tip #16

#### **No vacancy.**

When describing a listing, never say that a property is "vacant." This may be an invitation to criminals.



# OCTOBER CALENDAR



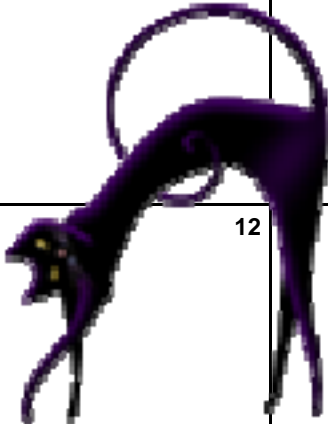
MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

			01 Tour Day	02
05	06 MLS Committee Meeting 3:00PM	07 September's Brown-Bag Luncheon <b>RESCHEDULED for October 7, 2009</b> Community Funds Committee Meeting 11:00PM	08 Tour Day Paragon Training	09
12 	13	14 Education & Professional Dev. Committee Meeting 1:00PM Green Council Meeting 3:00PM	15 Tour Day	16
19 WINForms Online® & Clarus MarketMetrics® Training 10AM - 1PM	20	21 Board of Directors Meeting 12:00PM	22 Tour Day Paragon Training	23
26	27	28 Economic Update 2PM REALTORS Resource for Seniors Council Meeting 3:00PM	29	30 