

# The Clipboard



OFFICIAL PUBLICATION OF THE SOLANO ASSOCIATION OF REALTORS®  
Serving Benicia, American Canyon, Vallejo, Cordelia, Green Valley



MAY-JUNE 2006

## Vallejo Naval & Historical Museum and Cave School are the Big Winners at Viva Las Vegas

On Friday April 21, our annual president's fundraiser, Viva Las Vegas was held at USA Classic Museum. The event raised over \$7500.00 to be shared by the Naval Museum and Elmer Cave School. The Museum which will use the fund as seed money to start a children's after school art program and Elmer Cave School will use their fund for the



Barbara Chavez, Special Events chair, and committee members Bonnie Dougherty, Lupe Alonzo and Angie Merritt

school library.

Over 200 people attended this fun filled event and spent time in the Blue Lizard Lounge where the band Chromosone performed. The "Casino" was in the main room where people could play 21, poker and Craps. The winnings allowed them to try for some great raffle prizes. The Grand Raffle Prize which was Las Vegas gift certificate from Mad About Travel was won by Jessie Horak.

The great volunteers under the leadership of Barbara Chavez put this event together and decorated the facility. The Straits of Mare Island Rowing Club handled the bar and the Leo Lions did the clean up and the Suburban Kiwanis donated the tables. Our thanks to all of the table sponsors, and to those who donated prizes or to the grand prize, music



Ted Vollmer deals Realtors a great hand

or printing, your contributions make such a difference.



Kathy York and Luis Romero look like big winners

## Association Staff Changes

Michele Phillips is now handling Membership for the Solano Association of Realtors. Michele went through extensive training with a certified MMSI trainer to better serve our members. Michele has been with the Association for six years and as usual is really stepping up to the plate in this new position. Michele has reviewed the data base and is making sure the changes have been made correctly She is updating that information to NAR. Please congratulate Michele when you come in, she is doing great job for the Association.

Diana Rivera has taken over the front desk and store. She will handling all incoming calls and make sure that you are speaking to the right person. She will also be in charge of our store, as well as updating your keys and selling you products. Diana will be handling your applications for New Agent, New Affiliate, New Bareis members as well as changes

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CAR Sponsored Legislation

**Measure H will decide the fate of the New Traffic Relief and Safety Plan for Solano County. It would mean improvements on I-80, I-680, I-780 & Hwy 12. Vote on June 6, 2006! Your Vote Can Make A Difference**

## Leadership

### 2006 Officers and Directors

**Sandy Vollmer** - President  
**Jeff Dennis** - President Elect  
**Barbara Chavez** - Treasurer  
**Corrine Oakes** - Past President

**Linda Blanchard** - Director  
**Derrick Brown** - Director  
**Jeannie Cavagnaro** - Director  
**Peggy Cohen-Thompson** - Director  
**Lupe Morgan** - Director  
**Liz Tognoli** - Director  
**Paul Winders** - Director

### 2006 Committee Chairpersons

#### Common Interest

**Development** . . . . . Eileen Stern  
**Community Relations** . . . . . Jeff Holder  
**Education** . . . . . Betty Kennon  
**Equal Opportunity/**  
**Cultural Diversity** . . . . . Peggy Thompson  
**Governmental Affairs**

. . . . . John Cummings/Sam Parwiz  
**Infrastructure** . . . . . Lori Collins  
**Grievance** . . . . . Betty Kennon  
**Housing Opportunities**

. . . . . Beth Brittenbach  
**Make A Difference** . . . . . Kathy York  
**Membership** . . . . . Toni Mallory

**Next Generation** . . . . . Sean Murphy  
**Co-Chair** . . . . . Cera Hinton  
**Program** . . . . . Jeff Dennis

**Property Management** . . . . . Diane Winship  
**Real Estate Finance** . . . . . Cris Rodgers  
**Co-Chair** . . . . . John Murphy

**Special Events** . . . . . Barbara Chavez  
**Strategic Planning** . . . . . Corrine Oakes  
**Technology** . . . . . Brad Andersohn

#### Task Force:

**Disaster** . . . . . Karen Arnold  
**Pet** . . . . . Liz Tognoli  
**Recycle** . . . . . Allison Denofrio

### Association Staff

**Anita Hawkes** - Executive Officer  
**Michele Phillips** - Membership  
**Diana Rivera** - Front office/Store



## President's Comments

There have been lots of comments and statistics bounced around about the real estate market so I thought I'd share with you the latest from the CAR economists. The following is a table showing median prices and number of sales.

The numbers below refer to single family existing homes in Solano County.

### Median Price 2005:

#### Month Percentage Median Price

- November (2005 peak)  
\$483,177.6%
  - December (dropped .6%) \$480,081\*
- \*increase from December 2004 of 20.8%

### Median Price 2006:

#### Month Percentage Median Price

- January (dropped .3%) \$478,408\*\*
- February (dropped 1.2%)  
\$478,471\*\*\*

\*\*increase from January 2005 of 16.6%

\*\*\*increase from February 2005 of 12.3%

### Number of single family existing home sales in Solano County:

- December 2005 compared to November 2005 sales increased 3.5%.
- January 2006 compared to December 2005 sales decreased 28.9%\*
- February 2006 compared to January 2006 sales decreased 2.1%\*\*

\*January 2005 compared to December 2004 sales decreased 37.6%

\*\*February 2005 compared to January 2005 sales decreased 25.1%

The statewide forecast for 2006 single family existing homes sales remains optimistic, with the overall sales forecast showing only a slight decline. CAR reported 2005 as a banner year with a total of 625,000 sales and a projection of 612,500 for 2006, an overall drop of approximately 2%.

CAR has announced the statewide forecasted increase for the 2006 median home price is approximately 10%. That's 10% compared to the 16.5% increase during the banner year 2005.

Since our county is more affordable than most of our neighbors we should continued to experience a strong market this year. Appreciation will be slower this year and interest rates will continue to creep up.

The CAR economist I talked to also mentioned that March statistics are in the process of being compiled and so far the stats are looking good.

Overall 2006 is shaping up better than anticipated. I hope this information gives you all some encouragement. Of course, some consistent sunshine would work wonders as well.

Take care,

*Sandy Vollmer*

Sandy Vollmer, GRI, SRES, Realtor  
Hamann Real Estate  
707-567-3563  
sandyvollmer.com

## Election of Officers and Directors

It's that time of year again when the Association is seeking qualified individuals who are interested in serving either on the Board of Directors or running for office of President Elect (who later becomes President) and Treasurer.

Enclosed in today's Clipboard are applications that you can fill out if you are interested in running. Also included are the qualifications for the positions available.

This year there are four (4) positions open on the Board of Directors. Each position is for a two (2) year term. You must be a member of the Association for 2 years at the time you take office to qualify. To run for the office of President Elect or Treasurer, you must be a member at least three (3) years at the start of term and either served on the Board of Directors or have served as a Chairperson. Treasurer's position is a two (2) year term and the office of President Elect will ascend to President

and then as Immediate Past President.

The Board of Directors meets once a month, and the Executive Board (President, President Elect, Treasurer, and President) also meets once a month. The rewards for serving are endless and this experience will serve you well for all of your future endeavors. Fill out the application and return it to the Association office no later than May 31, 2006. But don't be surprised if you are called upon anyway by the Nominating Committee to serve.

If you would like to know what the responsibilities are for any of the above positions call Anita at the Association office 644-5525 x 13 and she will provide you with whatever the information you are seeking. This is a great opportunity to get involved in your Association and have a voice.

### Important Notice for all Realtors

The National Association of REALTORS® has mandated a requirement that REALTORS® must successfully completed a three-hour Ethics course every four years and provide a copy to the Association. Do not confuse this with the 3 hour requirement by DRE to renew your license. This is strictly a requirement of REALTOR® membership. However, we have made it simple for you. Simply provide to the Association with a copy of your certificate of Ethics you used to renew your license and that will satisfy the requirement set by NAR. This is mandatory and may affect your membership if you do not provide the proof. Any questions please give the Association a call at 644-5525 x 14.

## Do You Know This Man?

*Most of you know him as Kevin Rahill - extraordinary Loan Officer...But did you know he is with a new mortgage company? Probably not!*

*Look at the clue below to guess the name of the new company. If you think you have figured it out, give Kevin a ring to confirm your guess. Kevin looks forward to hearing from you...*



**For Quick Loan Decisions Call:**

**(707) 246-1010**

\*LOANS ARE THROUGH FIRST PRIORITY FINANCIAL  
California Department of Real Estate License # 00654852

**APPLICATION FOR NOMINATION  
AS OFFICER CANDIDATE FOR  
OFFICE OF TREASURER**

**QUALIFICATIONS:**

1. Must be a REALTOR® member in good standing at least three (3) consecutive years immediately prior to taking office and shall include at least one (1) year service as a Director or as a Chairperson of a Standing Committee.
2. Must be able to serve a two year term.

**POWERS AND DUTIES OF OFFICERS:** The Treasurer shall also be the Chairperson of the Budget and Finance as well as the Bylaws Committee. The Treasurer shall also serve on the Executive Committee. The Treasurer shall, through the Executive Vice President, render a full and complete monthly statement of all accounts and financial affairs of the Association to the Board of Directors as well as preparation of annual budget. Reviews Bylaws for any possible changes to keep in compliance with the National Association requirements. Attends all meetings of the Board, general membership meetings and any special meeting as called upon from time to time by the President. Familiarize themselves with Bylaws, Policies and Procedures, Professional Standards, Code of Ethics and other documents outlining the goals and objectives of the Association.

NAME: \_\_\_\_\_

OFFICE: \_\_\_\_\_ PH # \_\_\_\_\_

EMAIL: \_\_\_\_\_

I would like to serve as Treasurer because:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I feel I am qualified because:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What I like best about my association:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

***Must be returned to the Association office no later than June 1, 2006***

**APPLICATION FOR NOMINATION  
AS OFFICER CANDIDATE FOR  
OFFICE OF THE PRESIDENT ELECT**

**QUALIFICATIONS:**

1. Must be a REALTOR® member in good standing at least three (3) consecutive years immediately prior to taking office and shall include at least one (1) year as a Director or as a Chairperson of a Standing Committee.
2. Must be able to serve a 3 year term.

**POWERS AND DUTIES OF THE PRESIDENT ELECT:** The President Elect shall automatically ascent to the Presidency at the end of his/her term as President Elect and then as Immediate Past President after the Presidency term. The President Elect shall also serve on the Executive Committee and serve as a C.A.R. Director, attending 3 meetings a year. The term of each office shall be one year from January through December. In the event of the inability of the President to act, for any cause, the President Elect shall serve in the same capacity as the President and in place of the President, and shall be granted the same powers and duties so granted to the President. Attends all meetings of the Board, general membership meetings and any special meetings as called upon from time to time by the President. Familiarize themselves with Bylaws, Policies and Procedures, Professional Standards, Code of Ethics and other documents outlining the goals and objectives of the Association.

NAME: \_\_\_\_\_

OFFICE: \_\_\_\_\_ PH # \_\_\_\_\_

EMAIL: \_\_\_\_\_

I would like to serve as President Elect because:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I feel I am qualified because:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What I like best about my association:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*Must be returned to the Association office no later than June 1, 2006*

**APPLICATION FOR NOMINATION  
AS CANDIDATE FOR  
*BOARD OF DIRECTORS***

**QUALIFICATIONS:**

1. Must be a REALTOR® member in good standing at lease two (2) consecutive years prior to taking office.
2. Must have actively served on a committee or task force.
3. Be able to serve a two year term.
4. Attend monthly meetings and other meetings as time to time called upon by the President.

**POWERS AND DUTIES OF BOARD OF DIRECTORS:** They include but are not limited to: familiarize themselves with Bylaws, Policies and Procedures, Professional Standards, Code of Ethics and other documents outlining the goals and objectives of the Association. Approving the annual budgets and other financial plans. Ensure the full range of member views and values are incorporated into organizational decision making. Use every possible effort for both maintaining and increasing the caliber and integrity of the Association and its members

NAME: \_\_\_\_\_

OFFICE: \_\_\_\_\_ PH # \_\_\_\_\_

EMAIL: \_\_\_\_\_

I would like to serve as a Director because:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I feel I am qualified because:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What I like best about my association:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

***Must be returned to the Association office no later than June 1, 2006***

# Who's New & Who's News

## NEW APPLICATIONS APPROVED BY BOARD OF DIRECTORS From March & April 2006

### AGENTS:

**Norman Ballesteros**

Better Homes Realty

**Stephanie Battiste**

Exit Realty, Tognoli & Scott

**Meagan Chandler**

Prudential California

**James Christianson**

Coldwell Banker Solano Pacific

**Maricela Estrada**

Coldwell Banker

**Thomas Evans**

Help-U-Sell Real Estate Professionals

**Enjello Garcia**

Realty World Redwood Properties

**Geoff Godfrey**

Exit Realty Carson

**Melissa Gomez**

Valliwide Realty & Mortgage

**Mariquita Grcich**

ATHome Realty

**Gordon Barrington Hansen**

Home 4 All Realty & Mortgage

**Arthur Harvey Jr**

Around Town Realty

**Bijan Mizani**

Fidelity Capital Funding

**Rowena Catungos Palma**

Obee Realty

**Jill Annette Phelps**

ZipRealty, Inc.

**Michael Deleon Runas**

Cabrera Realty

**Diltar Sidhu**

Prudential California

**Mary Tran**

Hiddenbrooke Mortgage

**Joy Valentini**

Coldwell Banker

**Glenn Valle**

Cornerstone Real Estate.

**Crystal Barb**

Hiddenbrooke Mortgage

**Christine Bautista**

Cabrera Realty

**Fritzie Cube**

Realty World Redwood Properties

Welcome all new REALTORS®  
and Affiliate members

**Rosalinda De Leon**

Exit Realty Carson

**Pippin Ann Dew**

Prudential California

**LaLaine Durand**

Exit Realty Tognoli & Scott

**William Esberto**

Meridian Capital Realty

**Carmen Hizon**

Prudential California

**Thand Nguyen**

Lennar Sales Corp

**Jennifer Saele**

Prudential California

**Aaron Scott**

Exit Realty Tognoli & Scott

**Mieyesha Steward**

Global Real Estate

**Maxine Thomas**

Coldwell Banker.

### BROKERS:

**Gemma Norona**

Premier Realty & Financial Service

**Ophelia Pagulayan**

Ophelia Pagulayan, Broker

**Rafael Soriano**

California Investment Solution

**Dennis Steinbach**

Meridian Creek Properties

**Sherrie Blossom Sarasua**

Lennar Sales Corp

### REALTORS ON THE MOVE

**Maricela Estrada** is now with

Realty World A&A Properties

**Robert Devine** is now with

Success Realty

**Bonnie Bowen** is now with

Jordan Real Estate

**Angela Wilson** is now with

Marina Realty

**Betty Kennon** is now at

Kennon Real Estate at the Boatyard

**Connie Kennon Mackey** is now with

Kennon Real Estate at the Boatyard

**Catherine Vezo** has joined

Kennon Real Estate at the Boatyard

**Guillermina Diaz** is now with

Remax Gold

**Ron Banasik** is now with

Eagle Vines Realty

**Henry Gho** has moved to

Eagle Vines Realty

**Reineya Reuilla** is also now with

Eagle Vines Realty

**Leila Marquez** is now with Eagle

Vines Realty

### NEW AFFILIATES

**Keith Adams** - Home Loan Experts

**Jeff Carlson, Terry Sharon** -

Mission Hills Mortgage

**Leasha Fort, Mark Wu** -

Wells Fargo Mortgage

**Jennifer Deal** - Vallejo Times Herald

**Heidi Hoffman** - Vallejo Times Herald

### Staff Changes

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for all agents. If you wish to special order a product Diana is your contact. Please welcome Diana when you come into the Association offices, she is a great addition and will serve you well.

We are also bringing in temps for special projects, currently Celeste Johnson is working with us, and she is a student and works in the afternoons. Say Hi to Celeste she has really been there for us this last month.

# CALENDAR

## May

- 2 **Supra Workshop @ Elks Lodge**  
9am & 11am
- 2 **Infrastructure** 12pm
- 3 **Marketing Session** 8:30am-10am
- 3 **SAOR will CLOSE @** 1:30pm
- 4 **Executive Committee** 9am
- 4 **Blood Drive** 10am-4pm
- 5 **Ethics** 9am-12pm
- 5 **Housing Opp @** 9:30AM
- 8 **Community Relations @** 9am
- 9 **Key & Keybox upgrade & exchange** Veterans Hall
- 10 **Key & Keybox upgrade & exchange** Veterans Halll
- 10 **Marketing Session** 8:30am-10am
- 10 **Induction of New Members**
- 10 **Next Generation @** 12pm
- 11 **Education: Brad Andersohn**  
**Winforms Class** 1pm-4pm
- 11 **Region IV Dinner**
- 12 **Government Affairs @** 12pm
- 15 **Board of Directors** 9am
- 17 **Marketing Session** 8:30am-10am
- 18 **Property Management @** 9am
- 18 **Scholarship Goofy Golf**
- 18 **Infrastructure @** 12pm
- 19 **Finance @** 12pm
- 24 **Marketing Session**  
8:30am-10am
- 25 **Education:**  
**Rich Lombardi, Comm**  
**Real Estate** 1pm-4pm
- 29 **MEMORIAL DAY**  
**CLOSED**
- 31 **Marketing Session**  
8:30am-10am

## June

- 1 **Executive Meeting @** 9am
- 2 **Housing Opp @** 9:30am
- 6 **Infrastructure @** 12pm
- 7 **Marketing Session** 8:30am-10am
- 7 **Legislative Day Sacramento**
- 9 **Government Affairs Committee Meeting**  
12pm-1pm
- 12 **Community Relations @** 9am
- 13 **Notary Class** 8am-5pm
- 14 **Marketing Session** 8:30am-10am
- 15 **Property Management** 9am
- 16 **Finance @**12pm
- 19 **Board of Directors @** 9am
- 19 **Scholarship Foundation @** 12pm
- 21 **Marketing Meeting** 8:30-10am
- 22 **Next Generation @** 12pm
- 28 **Marketing Session** 8:30am-10am
- 29 **Infrastructure Task Force** 12pm

### Legislative Days

**Region IV Luncheon, June 7, 12pm,**

Rm 314/315 at the convention center.

The speaker is Dick Spotswood,  
political columnist for *Marin Independent Journal*

Sign up at the Association office, \$35.00.

Join your peers, make your voice heard.

**SOLANO ASSOCIATION  
OF REALTORS®  
1302 SPRINGS ROAD  
VALLEJO, CA 94591  
www.SAOR.ORG**