

Calendar of Events:

7/20	Member Appreciation Mixer
8/4	1:00 Golf Committee
8/9	11:00 Education Committee
8/10	11:30 Executive Committee 12:00 Board of Directors
8/15	1:00 MLS Committee
8/16	1:00 Recreation Committee
8/17	10:30 Affiliate Committee
8/25	1:00 HAR Cares For Youth 2:00 Member Services
8/26	12:30 Day At The Races Mixer 2:30 Day at The Races Sponsored Race
8/31	1:30 Government Relations Committee
9/13	11:00 Education Committee
9/14	11:30 Executive Committee 12:00 Board of Directors

[CLICK HERE](#)

To view the 2022
Calendar of Events!

Market Update,

- 1... Sign Up For Day At The Races
- 2... SB 679 & SB 1105 Talking Points
- 3... SB 1026 Talking Points
- 4... NAR Remodeling Impact Report Information
- 5... July Market Update
- 6... ADU Grant Program
- 7... Sign Up For The Golf Tournament
- 8... Market Stats With Charles McCann
- 9... That Who We R Campaign
- 10... Explore Fairhaven in a Fair Housing Exercise

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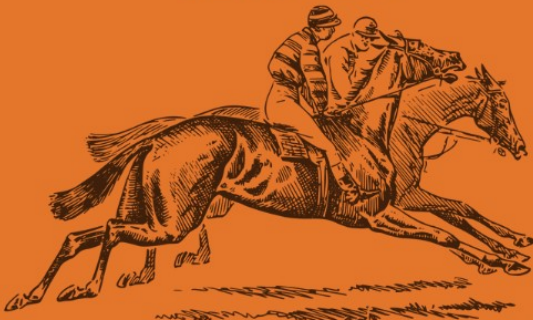
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[Sign Up For The Day At The Races Mixer Here!](#)

Day at The Races

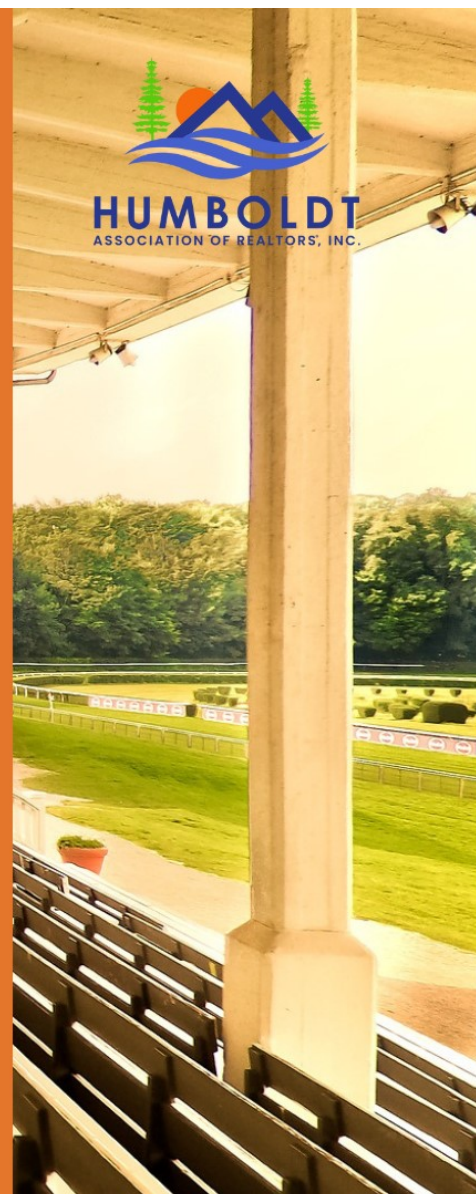


You are invited to the Annual day at the races mixer! Presented by the Member Services Committee. Join us for a day of fun at the Humboldt County Fair. Eat, Drink, and enjoy the H.A.R. sponsored horse race with your Realtor community!

When: August 26th

Where: VIP Lawn

Fair Ticket Pre-Registration
Available





SB 679 (Hueso) and SB 1105 (Kamlager) Local Housing Finance Agencies Tax Authority OPPOSE

C.A.R. **OPPOSES** SB 679 (Hueso) and SB 1105 (Kamlager) which create affordable housing finance agencies in San Diego and Los Angeles counties respectively. C.A.R. **OPPOSES** these bills because they grant vast, unchecked tax and bonding authority to appointed boards that requires homeowners to subsidize corporate for-profit and non-profit housing development.

Background

Both bills create finance agencies to fund affordable housing projects in their counties. SB 1105 grants its agency board the ability to tax property without a vote of the electorate. These taxes could include special taxes, parcel taxes, gross receipts taxes, business license taxes, transfer taxes, land value “windfall” taxes and/or a commercial linkage fee. There is no cap to the amount homeowners can be taxed and these taxes could be layered on top of each other. Finally, these agencies would be able to impose taxes on properties county-wide, including on those parcels located in cities within the county.

Why C.A.R. is OPPOSING SB 679 and SB 1105:

- **They allow unelected board to impose taxes WITHOUT voter approval.** Raising taxes needs to have the support of the community, and should be approved by the voters, not by those who won't be held accountable for their decisions.
- **The cost of funding affordable housing projects should be borne by ALL residents, not just those who own property.** It is agreed that creating more affordable housing benefits the entire community. If that's the case, the entire community should pay for it.
- **Encourages the removal of naturally occurring homeownership opportunities.** These agencies will provide funding to corporate owners seeking to purchase single family market rate homes who will deed restrict the parcels for 55 years to provide rental housing instead of facilitating ownership opportunities.
- **Agencies are not required to construct new housing.** Agencies funds developer purchase offers, competing with our states working families seeking to achieve the dream of home ownership.
- **They will make homeownership less affordable.** These costs will impact both those seeking to purchase a home and those who have already struggled and stretched to afford the home they have already purchased. Increasing their taxes will undermine working families' ability to create wealth.

Status

In the Assembly but may need to go back to the Senate for concurrence votes.

Action Item

Ask your Assembly Members and Senators to Vote NO on SB 679 and SB 1105.

CALIFORNIA
ASSOCIATION
OF REALTORS®

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LEGISLATIVE OFFICE 1121 L Street, #600 Sacramento, CA 95814

Don't forget that your voice counts!

When legislation is proposed that may directly effect you don't forget to use your voice and contact your representatives! Write, call, and make your voice heard to-day!





SB 1026 (Wieckowski) – Rental Unit Energy Audit – OPPOSE

C.A.R. OPPOSES SB 1026 (Wieckowski), which forces ALL rental property owners to perform an extensive energy-efficiency audit on every rental unit prior to beginning the rental application process. C.A.R. is forced to OPPOSE SB 1026 because the bill creates an unworkable and burdensome new requirement for small housing providers.

Background

SB 1026 creates a burdensome energy-efficiency audit process that must be performed for each rental unit every time a unit is rented. According to the bill's author, the inspiration for SB 1026 is a program in Maine that requires housing providers to determine the energy efficiency of appliances and heating systems, as well as door, wall, ceiling, and floor insulation. For example, a property owner is required to determine the thickness of the insulation in the walls of the rental unit. Most housing providers, especially if the property was built many years ago, have no idea how thick the insulation is in this or that wall. Housing providers are not energy-efficiency experts and, as a result, they will be forced to seek professional assistance every time they rent a unit to accurately report the energy efficiency of each aspect of the unit.

Why C.A.R. is OPPOSING SB 1026:

- SB 1026 bypasses the legislative stakeholder process and gives a “blank check” to the CEC. Typically, legislation that creates a new rental housing disclosure incorporates feedback from housing providers, features the language of the disclosure in the bill itself, and includes guardrails for any agency involved in regulatory implementation. In sharp contrast, SB 1026 incorporates ZERO stakeholder input from small housing providers and gives a “blank check” to the California Energy Commission to impose an extensive energy-efficiency audit process that will be extremely onerous on small housing providers.
- SB 1026 increases costs and liability on small housing providers during a pandemic. By imposing a new extensive energy-efficiency audit process that must be performed every time a unit is rented, SB 1026 forces small housing providers to hire costly professional assistance to help perform the audit and exposes them to increased liability if the results on the audit form, which must be signed by the housing provider, are mistakenly inaccurate.
- SB 1026 makes it more difficult for prospective tenants to secure housing. The rental housing application process usually consists of the following orderly steps: processing of application, selection of unit, and signing of rental agreement. SB 1026 effectively imposes a new unworkable order of steps: results of unit-specific energy-efficiency audit provided to prospective applicant, processing of application, selection of unit, and signing of rental agreement. How can the results of a unit-specific energy-efficiency audit be provided to a prospective applicant if their application hasn't been processed and they haven't selected a unit? SB 1026 will hinder the rental housing application process and, as a result, make it more difficult for prospective tenants to secure housing.

Unlike the Maine model, SB 1026 does not include a less onerous alternative for small housing providers. The bill's author cites the Maine model as the source of inspiration for SB 1026 but fails to mention that Maine has standardized disclosure language that can be inserted into the rental application as an alternative to performing an extensive unit-specific energy-efficiency audit. SB 1026 does NOT include an alternative, making the requirements of the bill incredibly onerous and flat out unworkable for small housing providers.

Status

In the Assembly.

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Introduction

Homeowners and renters remodel, redesign, and restructure their homes for a variety of reasons. This report takes a deep dive into the reasons a homeowner remodels, the outcome of taking on projects, and the increased happiness found in the home once a project is completed. It also contains:

- The typical cost of 19 remodeling and replacement projects, as estimated by members of the National Association of the Remodeling Industry (NARI)
- How much appeal each project is likely to have for buyers, according to REALTORS®
- How much REALTORS® estimate that homeowners can recover on the cost of the projects if they sell the home.

Americans spent \$420 billion in 2020 on remodeling their homes.¹ Among NARI members, 90 percent found a greater demand in contracting in remodeling work

Introduction

35 percent would make a few different choices such as finishes or materials. After remodeling, 84 percent of owners have a greater desire to be in their home. Sixty-nine percent have increased enjoyment in their home. Fifty-seven percent feel happy, and 39 percent feel satisfied when they see their completed project, with a typical Joy Score of 9.6. Sixty-nine percent feel a major sense of accomplishment when they think of their completed project.

Thirty-five percent of owners report the single-most important result from remodeling is better functionality and livability, 22 percent report durable and long-lasting results, materials, and appliances, and 14 percent report beauty and aesthetics.

Thirty-five percent of the owners hired a professional for the whole job, 28 percent hired the labor but purchased the materials, and 22 did the entire project

during the COVID-19 pandemic. Sixty percent of NARI members cited the scale of the projects increased either in a larger project or remodeling more than one room due to the pandemic.

While most consumers (83 percent) cite they would have remodeled regardless of the pandemic, 86 percent of consumers report remodeling one area of their home made them want to then remodel other areas of their home.

When consumers remodel, it is to upgrade worn-out surfaces, finishes, and materials (30 percent); to add features and improve livability (20 percent), and because it is time for a change (16 percent). Most consumers are pleased with the overall result and 57 percent would tackle the project the same way, while

¹ *Improving America's Housing*, Joint Center for Housing Studies at Harvard University, 2021.

themselves. Thirteen percent contributed some do-it-yourself (DIY) labor. In some areas of the report, costs are not collected as these projects are more likely to be done DIY or part of a larger project.

The report covers both interior and exterior home improvement projects. This report provides a cost recovery estimate for representative remodeling projects. The actual cost of each remodeling project and cost recovery are influenced by many factors, including project design, quality of materials, location, age and condition of the home, and homeowner preferences. For the purpose of costs collected, NARI members were asked to expect the home was a 2,495 square foot house—the average size according to U.S. Census data—and that the house is a post-1981-built home with no hidden issues. To ensure the most applicability, projects and materials represent standard or typical quality; a few projects feature “better-quality” materials. But there are no top-of-the-line projects.

2022 Remodeling Impact Report

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[View The 2022 Remodeling Impact Report By](#)

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Report as of

July 2022



California Latest Market Data

How the market is doing



*Daily Average
for week ending
July 2, 2022

585

Closed Sales
per day*



376

Pending Sales
per day*



305

New Listings
per day*



% change indicates change from last week

...

What REALTORS® are saying



4.7%

29.5%

Closed a sale



-1.7%

23.5%

Entered escrow



-0.6%

25.3%

Listed a property

% change indicates change from last month

What REALTORS® think will happen



-10.3%

12.7%

Sales will be up

-15.3%

7.3%

Prices will be up

6.8%

44.4%

Listings will be up

% change indicates change from last month

Source: California Association of REALTORS®

ADU Grant Program

The ADU Grant provides up to \$40,000 to reimburse pre-development and non-reoccurring closing costs associated with the construction of the ADU. Predevelopment costs include site prep, architectural designs, permits, soil tests, impact fees, property survey, and energy reports.

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What is an ADU?

Accessory Dwelling Units (ADUs) have been known by many names: granny flats, in-law units, backyard cottages, secondary units and more. No matter what you call them, ADUs are an innovative, affordable, and effective option for adding much-needed housing in California.

Who is eligible

Homeowners with low or moderate income - [CalHFA Income Limits](#)

ADUs In The News

[A specific and personal story about an L.A. ADU](#) *LA Times* (05/16/2022)
[How a struggling single mom built an ADU, without killing a 60-year-old tree](#) *The Union Democrat* (02/28/2022)

FREE ADU Resources

Signup for [ADU 101 online workshop](#)
Useful [ADU 101 Materials and Education](#)

[CalHFA ADU Grant Application Process](#)

Sign Up For The Golf Tournament!



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HAR is beginning its 26th Annual Golf Tournament, Dinner & Auction scheduled for September 2022. This year's beneficiary is Food for People.

The Golf Tournament will be held on Friday, September 16th at 10:00 a.m. at Beau Pre Golf Course, 1777 Norton Road, McKinleyville. Registration begins at 9:00 a.m.

The Dinner, Auction, and Award Presentation will be also held on Thursday, September 15th at 5:00 p.m., at Eureka Elks Lodge located at 445 Herrick Ave, Eureka, CA 95501.

If you have an item you would like to donate to the auction to help raise money for this great cause please contact Kristen Crooks at 707-442-2978 or Kristenc@harealto... (link sends e-mail)

Completed entry forms must be received by Friday, September 3, 2021



Jesse Gabriel
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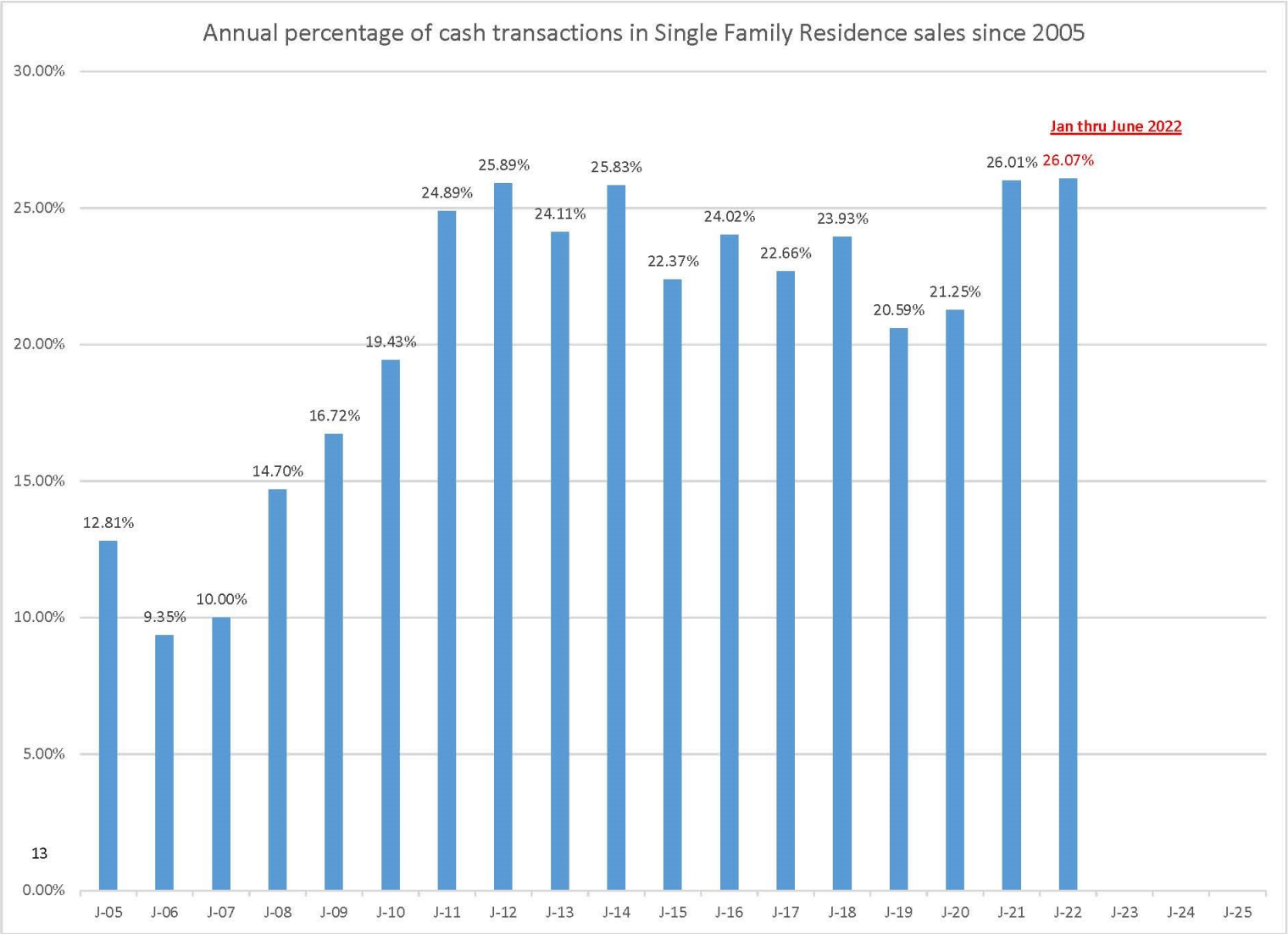
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Thank you Charles McCann For The HAR Market Stats!

[View More Market Stats By Charles McCann Here](#)



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NAR's national
ad campaign:
delivering ROI
today and
tomorrow

1 Overview

The ad campaign is funded by a Special Assessment, renewed every 3 years.

The Special Assessment has been \$35 since 2009, and would now be \$60 had it kept pace with inflation.



REALTORS® are members of the National Association of REALTORS®

2 What's happening around us

A cluttered real estate category

The current landscape is increasingly saturated with messages on how easy it is to buy a home.

Ad spending is expected to rise

By 2024, U.S. ad spending is expected to increase nearly 50% from 2020.

Source: Statista



3 Members weighed in with their recommendation

Raise the assessment

\$10 (from \$35 to \$45)



Hold the assessment

for 5 years (rather than 3 years)

4 The ad campaign delivers on 3 core objectives:

01.

Demonstrates the value of a REALTOR® to consumers

02.

Distinguishes REALTORS® from the rest

03.

Delivers pride to members



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Fairhaven: A Fair Housing Simulation

Log In

Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as REALTORS® and depends on a free, open market that embraces equal opportunity.

REALTORS® recognize the significance of the [Fair Housing Act](#) and reconfirm their commitment to upholding fair housing law as well as their commitment to offering equal professional service to all in their search for real property.

NAR's [Fair Housing Action Plan](#), abbreviated 'ACT,' emphasizes (A)ccountability, (C)ulture Change, and (T)raining in order to ensure America's 1.5 million REALTORS® are doing everything possible to protect housing rights in America. On November 18, 2020, NAR launched [Fairhaven.realtor\(link is external\)](#) — an innovative online simulation training, where agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the homebuying process. During the training, learners also walk in the shoes of a homebuyer facing discrimination. The training provides customized feedback that learners can apply to daily business interactions.

Also, [print a copy of the REALTOR® Fair Housing Declaration](#) and post it in your office and/or association.

Fair Housing Topics

[Disparate Impact](#)
[Marriage Equality & Real Estate](#)

[Accessibility: Visitable Housing](#)


[Diversity](#)

[Fair Housing Act](#)

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