

CALIFORNIA ASSOCIATION OF REALTORS®
Your Membership, Your Way

C.A.R. We're All About You.

Member Benefit #20 ePUBS™ for zipForm 6® is now FREE for C.A.R. members. Helping California real estate go green ... one transaction at a time.

Success in Real Estate

SAVING YOU TIME

Optimize your online presence—update your Member Web Page on car.org. It's quick, easy, and could increase your bottom line! Help potential clients find you by adding contact information, specialties, designations, and photos to your personalized [Member Web Page](#).

With Real Estate 411, research is easy to find and understand. We're here to help make sense of facts and figures with brief commentary on the latest industry data. Read up on how California's pending sales compare with the rest of the country with our most recent [Real Estate 411](#).

SAVING YOU MONEY

Polish up your FHA knowledge with our free webinar series. In coordination with the U.S. Dept. of Housing and Urban Development (HUD), C.A.R. is offering a series of free webinars detailing everything you need to know about FHA. The series consists of one-hour sessions presented by Nancy West, one of HUD's four Marketing and Outreach Specialists nationwide. [Click here](#) to view upcoming webinars topics and schedules, as well as register for individual sessions.

C.A.R.'s Market Snapshot is your free member benefit! Help keep yourself and your clients up-to-date on the latest real estate market conditions with a customizable one-page analysis sheet. You can tailor each Market Snapshot with your contact information and send it directly to your entire client base.

[Click here](#) to download this month's Market Snapshot.

SAVING YOUR SANITY

Free File now available to almost all taxpayers. The Internal Revenue Service and its private-sector partners recently made Free File available. Most taxpayers can have free use of helpful tax preparation software and free electronic filing of the federal tax returns. There are many new tax breaks this filing season, and Free File software can make it easier for people to find all the credits and deductions they are due. Taxpayers must go through either www.IRS.gov homepage or www.IRS.gov/freefile to access the free options.

HUD releases new RESPA Settlement Booklet for 2010. HUD has recently released a revised "Shopping for Your Home Loan: HUD's Settlement Cost Booklet" under the Real Estate Settlement and Procedures Act (RESPA) Final Rule which took effect Jan. 1, 2010. Lenders and mortgage brokers now are required to provide borrowers with this booklet within three days of completion of the loan application.

Please [click here](#) for a copy of the RESPA settlement booklet.



SAVING YOUR TRANSACTION

Attention all REALTORS® – remember the home buyer tax credit expires April 30, 2010.

The deadline will be here relatively quickly and it is uncertain if this credit will be extended again. Don't let your eligible clients miss out on the chance to own their own home. The federal first time home buyer tax credit of up to \$8,000 and the move-up/repeat buyer tax credit of up to \$6,500 will expire this spring. [Click here](#) to brush up on the details of the tax credit options.

Thanks to our joint efforts, your FHA clients will have access to more foreclosed properties beginning Feb. 1. The Dept. of Housing and Urban Development (HUD) recently announced it is instituting a one-year moratorium on the Federal Housing Administration (FHA) 90-day anti-flipping rule.

Starting Feb. 1, buyers may use FHA-insured financing to purchase properties resold through private developers and investors, providing access to a broader array of recently foreclosed properties. Prior to this announcement, FHA prohibited insuring a mortgage on a home owned by the seller for less than 90 days; though certain exceptions did exist, such as HUD-owned, government-owned, and bank-owned properties.

The reexamination of the 90-day anti-flipping rule was passed as an action item during C.A.R.'s board of directors meetings last October. As a result, C.A.R. leadership met directly with FHA Commissioner David Stevens and submitted a letter to Commissioner Stevens detailing the challenges facing many home buyers using FHA loans, and the need for this rule to be revised to reflect current market conditions.

To read more, please [click here](#).

For your clients – the Southern California Home Buyer's Fair is around the corner. Working with first-time buyers unsure about today's market? Send them to our third annual Southern California Home Buyer's Fair, co-sponsored by the *Los Angeles Times* and taking place Saturday, March 13, and Sunday, March 14, at the Los Angeles Convention Center. Admission is free to the public and attendees can benefit from more than 50 "how-to" education seminars on the home-buying process, as well as visit an exhibit hall featuring industry experts to help answer their questions.

Help us spread the word by downloading our [consumer flyer](#) to share with your clients. For more information about the event, please visit www.homebuyersfair.com.

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