

# *Welcome to the* **ANNUAL MEMBERSHIP MEETING**

*PRESENTED BY*

**2023 PRESIDENT SCOTT WHITE**

*& THE 2023 BOARD OF DIRECTORS*



ORANGE COUNTY  
**REALTORS®**



# Pledge of Allegiance

Presented By:

**Jeff Jackson**

2023 President-elect  
Orange County REALTORS®









TO OUR LUNCH SPONSORS

*Thank You*





# Introductions

Presented By:

**Scott White**

2023 President

Orange County REALTORS®





# Mont-Saint-Michel





# NAR Update

Presented By:

**Leslie Rouda Smith**

2022 President

National Association of REALTORS®





# C.A.R. Update

Presented By:

**Heather Ozur**

Treasurer

California Association of REALTORS®





# Treasurer's Update

Presented By:

**Charleen Nagata-Newhouse**

Treasurer

Orange County REALTORS®



# Financial *Report*

Net Assets  
**\$11,212,000**

Cash Reserves  
**\$7 million**

**6.8 Months of Reserves**





**Shipping  
Coming Soon!**



Shop in-store or online

 [shoprealstore.com](https://shoprealstore.com)

**REALSTORE™ is your one-stop shop for everything  
you need and want for your real estate business.**



Open House ♥



# Contributions *2022*

OCAR CARES Balance  
**\$199,000**

Average Annual Contributions  
**\$40,000**

Contributions  
Received Through March 2023  
**\$33,000**





# Contributions *2022*

REALTOR® Action Fund  
**\$200,055**  
**in Member Contributions**

Participation Rate  
**30%**

C.A.R. Housing  
Affordability Fund  
**\$18,500**



# Membership *Count*

Primary Members\*

**14,728**

Ranked\*

**1<sup>st</sup> in the State**

**16<sup>th</sup> in the Nation**

\*As of December 2022







REALTOR® & Affiliate Wellness

THE RAW GROUP

**TUESDAY, APRIL 4**  
**11:45 AM - 1:00 PM**

*Join us virtually!*

Open to All Orange County REALTORS® Members  
Learn more at [www.ocrealtors.org/raw](http://www.ocrealtors.org/raw)



# Lunch & Sponsor Booths





# Association Update

Presented By:

**Scott White**

2023 President

Orange County REALTORS®



# Congratulations

## 2022 Award Winners

**REALTOR® of the Year**

Ed Molina

**Volunteers of the Year:**

Lynn Clancy  
Sherri Lex

**North Affiliates  
of the Year:**

Tom Briggs  
Rob Briggs  
Kevin Budde  
John Soricelli

**South Affiliate  
of the Year:**

Randy Johnson





*Congratulations*

**Leadership Legacy Award**



# *Congratulations*

## **Leadership Legacy Award**

### **Bob Fox**





# *Congratulations*

## **Icon Award**



# *Congratulations*

**Icon Award**  
**Cindy Bistany**





*Congratulations*

**Rock Star Award**



*Congratulations*

**Rock Star Award**

**Rita Tayenaka**





# *Congratulations*

## **Pillars of Excellence Award**



# *Congratulations*

## **Pillars of Excellence Award**

## **Len Herman**





# *Congratulations* 2022 Award Winners

**Leadership Legacy  
Award:**

**Bob Fox**

**Pillars of Excellence  
Award:**

**Len Herman**

**Icon Award:**

**Cindy Bistany**

**Rockstar Award:**

**Rita Tayenaka**



# Resources & Tools





STEVEN THOMAS LISTED  
AMONG OC'S 125  
MOST INFLUENTIAL  
ON PAGE 16

IS CRYPTOCURRENCY  
DEAD?  
ON PAGE 24

APP-SOLUTELY  
TAKE CONTROL OF  
YOUR MONEY  
ON PAGE 28



REALTOR®

MARCH | APRIL 2023

# MAXIMIZE YOUR MONEY

Look into  
**CRYPTO!**

Control  
YOUR MONEY!



Travel with  
your Family!

RETIREMENT  
FUNDS!

GET  
A SIDE  
HUSTLE!

Get  
MORE  
Out of your  
BUCKET

## Weathering the Ups and Downs of the Real Estate

Not long ago, most of the homes that were for sale in Orange County attracted multiple offers and sold quickly, some for far more than the initial asking price. Interest rates were low, and the local market was hot. But times have changed. Higher interest rates have cooled the market. How can you protect the money you have? Can you do to make the money you have go further and last? Perhaps even until rates drop and the market heats up again? Can you increase your income while you are waiting for the hot market to turn around?

10 WAYS REAL ESTATE  
PROS CAN SAVE WHEN  
MONEY IS TIGHT  
ON PAGE 30

SUSTAIN THE SAVING  
WITH FREE LOCAL  
ACTIVITIES  
ON PAGE 31

OC HOUSING UPDATE  
WINTER WARM  
ON PAGE 32

## ENCY

probably going  
lures of coins  
maturity as

ugh, I have learned to analyze  
air properties. If there is a need  
long-standing problem it solves  
a worthwhile thing to consider  
ay sound like a line from a show  
it is definitely the way to exami  
ptocurrency. Don't forget that  
o a "fad," and all those people a  
to do is lose money! How did the  
ple got that wrong, and we don't  
and repeat their mistake and, at  
ant to buy into the next iteration

istinguish between crypto and  
urrency is a type of digital mon  
g to solve some of the problems  
oney we have. What problems  
are just a few: Have you ever had  
our money out of a bank? Have  
er been hacked? Have you ever  
e money when visiting a foreign  
all issues that cryptocurrency  
many ways, has done so.

If there is a need something  
fills or a long-standing  
problem it solves, then it is  
probably a worthwhile thing  
to consider investing in.

Let's look at one problem in particular: Have you ever not wanted to depend on the government to have control over your money? In the developing world that has been deprived of stable money, the answer to that last question is a resounding yes. That brings us to an important idea which is that cryptocurrencies are a global currency to which everyone shares access. In the case of Bitcoin for instance, there is a limited supply of only 21,000,000 Bitcoin that will ever exist for the entire world to use. This is very different from other countries' currencies that are routinely added to by governments, which devalues the savings of the people holding them. This alone means that folks in the developing world will have access to a means of building wealth and investing in their families, businesses, and economies in an unprecedented way. Stable money is the key to any country's citizens' ability to accumulate wealth, and cryptocurrencies like Bitcoin can potentially solve this problem.

## COVER STORY

A cryptocurrency  
is a type of digital  
money that is  
usually trying to  
solve some of the  
problems that exist  
with the money  
we have.

The obvious counter to this argument is that the volatility of cryptocurrencies makes them a terrible store of wealth because you never know what they will be worth. This is a fair criticism based on the current state of how the crypto market works. If you look back once again to the internet stocks though, you saw very similar volatility. When the idea is new, there is tremendous speculation, and that speculation leads to the volatility. It does not, however, mean that the underlying idea is bad. With time and broader dissemination of cryptocurrencies, the volatility will decline and a more stable value should emerge, as was the case with the internet stocks today.

How does that differ from an exchange? An exchange is a place where you can buy and sell cryptocurrency. You can trade your fiat money (like dollars) to purchase crypto much like the New York Stock Exchange is a place where you can trade dollars for stocks. You can also borrow and buy on margin from many crypto exchanges as well, and they often have a way to "stake" your crypto to earn interest to fund the lending for margin buyers. Crypto exchanges resemble an online brokerage account like an E-trade account. You connect them with your bank, and you buy and sell things you hope will make money.



SPRING | SUMMER



# Resource *Guide*

[www.ocrealtors.org](http://www.ocrealtors.org)



## OC MARKET SNAPSHOT: FEB 2023 (DETACHED)

**\$1,174,000**

MEDIAN SALES PRICE



**-7.6%**

YEAR-OVER-YEAR

**745**

HOMES SOLD



**-26.4%**

YEAR-OVER-YEAR

**42 DAYS**

ON MARKET



**+133.3%**

YEAR-OVER-YEAR

**1.6 MONTHS**

OF AVAILABLE INVENTORY



**+60.0%**

YEAR-OVER-YEAR



Current as of Mar. 3, 2023. The data provided herein is from CRMLS, Inc.

## QUICK CITY STATS

### ALISO VIEJO

ATTACHED

● % of Listed  
Price Sold

**106.3**

● Median DOM

**6**

● Home Prices  
-Average

**\$783,627**

-Median

**\$772,000**

● Inventory  
(month supply)

**1.4**

● Homes Sold

**33**

● Homes Listed

**48**

# Professional Development





# 2023 NEW LAWS

WITH GOV HUTCHINSON, ESQ.



**LUNCH**  
will be served

**JAN. 19**

REGISTER  
BY JAN. 6

11:30 A.M.-1:30 P.M.

#### LOCATION

**MISSION VIEJO  
COUNTRY CLUB**

26200 Country Club Dr,  
Mission Viejo

#### HOSTED BY:



Join the Risk Management Committee for the annual New Laws presentation with Gov Hutchinson, Vice President and Assistant General Counsel of the California Association of REALTORS®. We will take a look at new laws and their impact on the real estate industry for this new year.

**Register at:** [www.ocrealtors.org/new-laws](http://www.ocrealtors.org/new-laws)

**SPONSORED BY:**



**REVERSE MORTGAGE  
EDUCATORS**



**MARCH 23**  
3 P.M. - 4 P.M.

● **ONLINE WEBINAR**

**BROKER RISK MANAGEMENT FORUM:**

# UPDATES

FROM THE DEPARTMENT  
OF REAL ESTATE



#### **Featured Speakers**

**Veronica Kilpatrick**

District Manager  
Government, Public Interest & Law  
Enforcement Liaison, CA Department of  
Real Estate

**Jesse Hafen**

Special Investigator,  
CA Department of Real Estate

**Register at:** [www.ocrealtors.org/broker-forum](http://www.ocrealtors.org/broker-forum)



# Asian & Latino Buyers

How Much Does Culture Really Affect the Transaction?

Thursday, April 13

10:30AM-12:30PM

Spring  
Charge-up



OC REALTORS®  
25552 La Paz Rd.  
Laguna Hills

[www.ocrealtors.org/gba-chargeup](http://www.ocrealtors.org/gba-chargeup)

Jennifer Castejon



Marketing Director,  
First American Title Company

Darryl Freeman



Market Integration Manager,  
First American Title Company –  
Strategic Markets Division

Laguna Hills Office  
25552 La Paz Road



YOUR GUIDE TO THE  
**RESIDENTIAL  
PURCHASE  
AGREEMENT**  
(RPA-CA) W/O CE Credit

TUESDAY  
**MAR. 21**  
10A.M. – 1P.M.

Register at:

[www.ocrealtors.org/rpa-joel](http://www.ocrealtors.org/rpa-joel)



# Personal & Leadership Development





# 2023 LEADERSHIP Academy



Let your light  
**SHINE**

## Why apply?

Participants will gain:

- Confidence and skills to be effective in leadership, business and life.
- Transformative personal development.
- Understanding of the responsibility and rewards of leadership.
- Discover new talents and new opportunities.
- A personal leadership style.

***No leadership experience required!***

**APPLY BY NOVEMBER 30 AT [WWW.OCREALTORS.ORG/LA](http://WWW.OCREALTORS.ORG/LA)**

## OC REALTORS® DO MORE!

Community Leaders  
Recognition Program



### Recognized members will:

- >> Be celebrated at a recognition event
- >> Be recognized in the OC Register & OC REALTOR® magazine
- >> Have access to exclusive Community Leaders Recognition Program marketing collateral to share your recognition

### Recognizing Members for LEADERSHIP OR VOLUNTEERISM

The Community Leaders Recognition Program honors and recognizes individual excellence in leadership demonstrated by inspiration to others and the spirit of volunteerism. OC REALTORS® is highlighting its member's endeavors, dedication and commitment to the Orange County community. Recognition will be made at the discretion of the YPN Committee.

DEADLINE:  
**JULY  
10**

Visit [www.ocrealtors.org/leaders](http://www.ocrealtors.org/leaders) for nomination requirements & form





# NOMINATE A STELLAR REALTOR® OR AFFILIATE

FOR ONE OF THESE PRESTIGIOUS ANNUAL AWARDS!

ROCK STAR  
award

PILLARS OF  
EXCELLENCE  
award

LEADERSHIP  
LEGACY  
award

ICON  
award

Submissions Due:  
December 31, 2022 at 5pm

REALTOR  
of the year

AFFILIATE  
of the year

VOLUNTEER  
of the year

Submissions Due:  
October 25, 2022 at 5pm

[www.ocrealtors.org/nominate](http://www.ocrealtors.org/nominate)



REALTOR® & Affiliate Wellness

THE RAW  
GROUP

TUESDAY,  
APRIL 4

11:45 AM - 1:00 PM

Join us virtually!

Open to All Orange County REALTORS® Members

Learn more at [www.ocrealtors.org/raw](http://www.ocrealtors.org/raw)

# Heritage Months





2023

HAPPY NEW YEAR



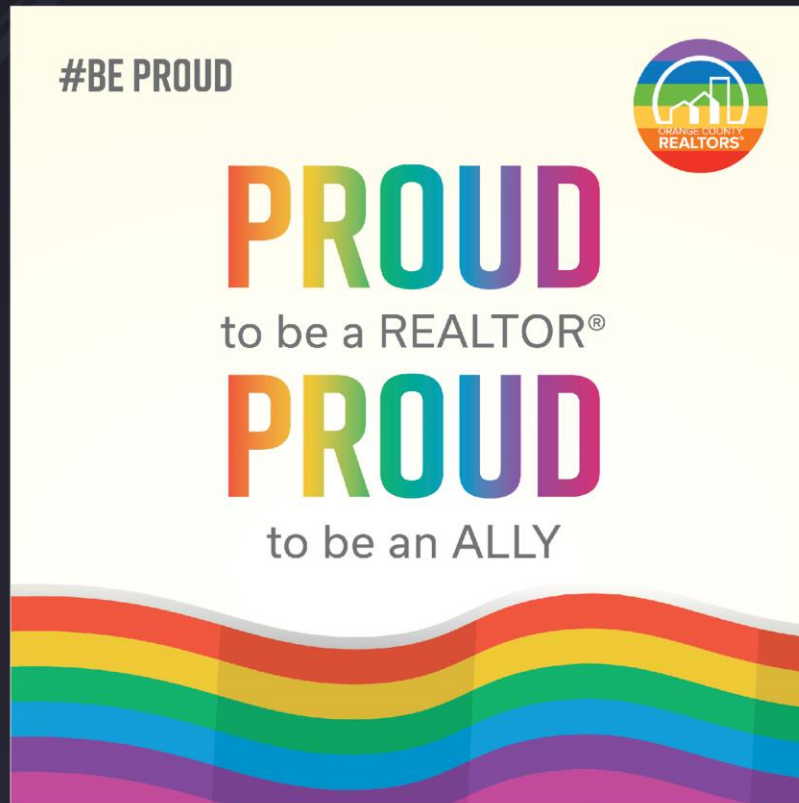
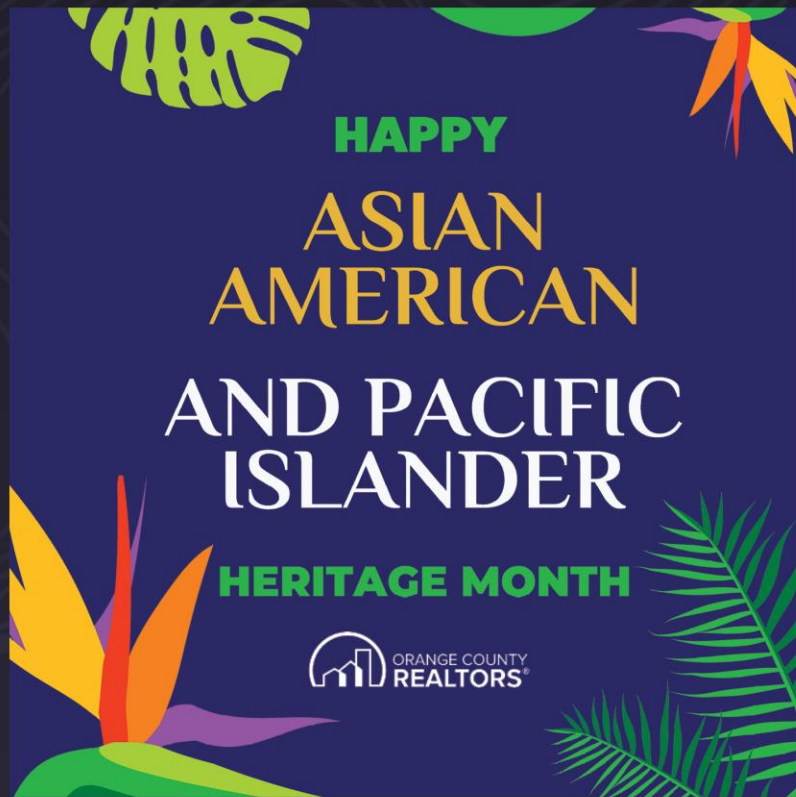
*Celebrates*

**BLACK  
HISTORY  
MONTH**



*Happy!*

**WOMEN'S  
HISTORY MONTH**





# Donation Drives





# Animal Shelter Supply Drive



Drop off your donation between

**August 26- September 23**



Benefiting  
OC Animal Care



## Supplies Needed:

- Blankets (No Stuffing)
- Toys (New Toys Only)
- Collars
- Towels
- Leashes
- Newspapers
- Pee Pads

For a complete list,  
view OC Animal Care's  
Amazon Wishlist:



SCAN ME

**Drop off locations at  
both OC REALTORS® offices:**

**Laguna Hills**  
25552 La Paz Road  
Laguna Hills

**Fountain Valley**  
10540 Talbert Ave, Ste.225  
Fountain Valley

Sponsored By



For additional information, contact  
Alondra at [alondra@ocrealtors.org](mailto:alondra@ocrealtors.org)

# Holiday TOY DRIVE



**November 21 - December 9**

**New & Unwrapped Toys**

Drop off toys at any OC REALTORS® location





**FEB. 16**

9:30A.M. - 4:00P.M.



# BLOOD DRIVE

GIVE THE GIFT OF LIFE

**Location: Red Cross Bloodmobile**

OC REALTORS® Parking Lot  
25552 La Paz Rd, Laguna Hills

To Schedule an Appointment Visit: [www.ocrealtors.org/blood-drive](http://www.ocrealtors.org/blood-drive)

## Working WARDROBES



DRIVE

CLOTHING DRIVE

CLOTHING DRIVE

**MARCH 1-15**

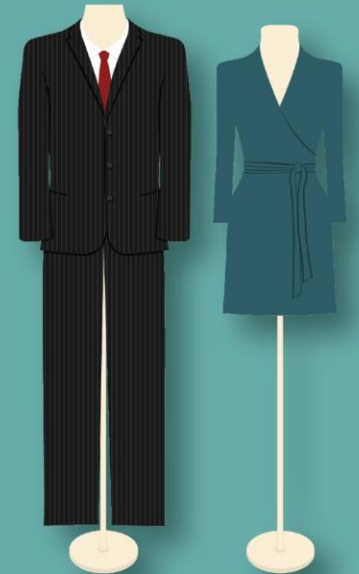
Drop off at either Orange County  
REALTORS® Office:

Orange County REALTORS®  
25552 La Paz Rd, Laguna Hills  
10540 Talbert Ave, #225 West, Fountain Valley

### Giving Guidelines:

- Men's and Women's work apparel - (all sizes) casual, business casual, full suits, dresses, formal wear, and luxury items
- Accessories - ties, belts, hats, purses, shoes, wallets, jewelry, briefcases, etc.
- Clothing and accessories must be clean, on a hanger, & in good condition: no tears, holes, broken zippers, stains, etc.
- Checks made payable to Working Wardrobes will be accepted

**\*No boxes or trash bags. Hangers only please!**



Contact Alondra at [alondra@ocrealtors.org](mailto:alondra@ocrealtors.org) with any questions.

Hosted by:



ORANGE COUNTY  
REALTORS®  
Association of Professionals

# Special Events





● **LIVE** in our Laguna Hills office  
25552 La Paz Rd, Laguna Hills, CA 92653



## ORANGE COUNTY HOUSING UPDATE

with

*Steven Thomas*

### FEBRUARY 8

10:00 A.M. - 11:30 A.M.

**Register at:**

[www.ocrealtors.org/housing-forecast](http://www.ocrealtors.org/housing-forecast)



OCAR CARES  
FOUNDATION



2023 OCAR CARES

## GOLF TOURNAMENT

**MAY 8**

9:00 AM  
Shotgun  
Start



**TIJERAS CREEK GOLF CLUB**

29082 TIJERAS CREEK  
RANCHO SANTA MARGARITA, CA 92688

**\$225**

Per Person

**\$900**

A Foursome

**\$45**

19th Hole and  
Networking only



Contact Zhipi at [zhipi@ocrealtors.org](mailto:zhipi@ocrealtors.org) for sponsorship opportunities

**Register at:** [www.ocrealtors.org/golf](http://www.ocrealtors.org/golf)

## SO CAL REXPO REAL ESTATE EXPO

2022<sup>SM</sup>



General  
Admission



**Keynote Speaker: Marki Lemons**  
Real Estate Educator and Speaker

### SEGMENTS

Economic Forecast, WomanUp, Legal Update,  
Global Panel, YPN panel, Keynote

### BREAKOUT ROOMS

CRMLS, MLS, Tech and Benefits Room Prizes

**SEPTEMBER 8 | 9:00 A.M. - 2:00 P.M.**



— **UCI STUDENT CENTER** —  
311 W Peltason Dr # A, Irvine, CA 92697



**Register at:** [www.ocrealtors.org/REXpo](http://www.ocrealtors.org/REXpo)





# COSTUME BOWL

FRIDAY  
**OCT. 21**  
1PM-4PM  
12PM REGISTRATION

**\$180/ FOURSOME**  
**OR \$45/ PERSON**



**SADDLEBACK LANES**  
25402 Marguerite Pkwy,  
Mission Viejo, CA 92692

Each Bowler Receives: **3 no tap games + 1 raffle ticket + food**  
Costume contest for best team and two best individuals!  
Raffle ticket grand prize is an Amazon Gift Card.

4 members make a team, at least 1 member of the opposite sex on each team.

**Register at:** [www.ocrealtors.org/costume-bowl](http://www.ocrealtors.org/costume-bowl)



# Turkey Bowl

**NOV. 16**

2:00 P.M. - 4:30 P.M.

**FOUNTAIN BOWL**

17110 Brookhurst Street  
Fountain Valley, CA



**\$100 for Lane Sponsorship**  
Sponsorship includes shoes, two games,  
five bowlers entries and digital signage  
displayed at the Fountain Bowl for one week.

Visit [www.ocrealtors.org/turkey-bowl](http://www.ocrealtors.org/turkey-bowl) for details

## Affiliate Appreciation Parties

### North Party

**Thursday, December 1**  
**4:30 PM - 7:00 PM**  
Huntington Beach Elks Lodge  
7711 Talbert Ave  
Huntington Beach, CA 92648

### South Party

**Monday, December 5**  
**4:30 PM - 7:00 PM**  
Mission Viejo Country Club  
26200 Country Club Dr  
Mission Viejo, CA 92691

**Registration is required:**  
[www.ocrealtors.org/appreciation](http://www.ocrealtors.org/appreciation)







# Economic Update

Presented By:

**Jordan Levine**

Vice President & Chief Economist  
California Association of REALTORS®





TO OUR LUNCH SPONSORS

*Thank You*



*Thank You*  
for attending

