



SANTA ANA NORTH ROTARY 1959

The Rotations

Sep 5, 2012

WWW.SANTAANORTHROTARY.ORG

“Real Estate: What’s the real story?”

PRESIDENT’S REMARKS

Today, our very own, Phil Schaefer, took center stage to kindly provide us an update on the OC real estate market and told us the myths versus the facts.

VISITING ROTARIANS & GUESTS

Mila Baez, State Farm (guest of Luz Nuno)

MEMBER RECOGNITION

Jim M – Celebrating 30 years of service
David H – Celebrating wife’s bday
Lisa S – For being a great Prez
Charles H – Celebrating Club anniversary

CLUB ANNOUCEMENTS

New Generations (David)

Lisa M and Patrick K will meet with Alan Sep 5 @ 2:30pm. Will explore Roteract later.

Community Service (Lisa Morrow)

1) School Uniform Distribution. Thank you to all that volunteered. Big THANK to Bruce for picking up uniforms and

dropping off supplies. RSAN donated 54 uniforms and lots of supplies for many excited kids. We had 9 volunteers from our Club volunteer and many more than donated funds.

2) Meeting Sep 12 will be “off-site” at the Blind Children’s Learning Center.

Taste Event Update (John Castillo)

1) Marketing – B&GC sent email blast but little ticket activity. David will follow-up on additional help/support.
2) Tickets – Keep selling. Online tickets www.discoverthetaste.eventbrite.com. Use Ben S’s sample email. Paper ticket have people make checks payable to: Santa Ana North Rotary Foundation. Put Ticket # in Memo Field.

3) Vendors – 14 signed up.

4) Raffle – Murray’s Hardware donated electronics – **THANK YOU**



Wednesdays 12:15 PM

Antonello Ristorante
1611 Sunflower Ave, Santa Ana

UPCOMING SPEAKERS

Sep 12 – Off-site @ Blind Children’s Learning Center, Santa Ana, for “Blind Fold Lunch”, Presentation & Tour
Sep 19 – Dr. Anne Turner, Think Together
Sep 26 – Discover the Taste Planning

UPCOMING EVENTS

Sep 19 – Board Meeting, 6pm @ Lisa S
Sep 25 – Century HS Interact Recruitment @ 12 – 1pm
Sep 29 – Discover the Taste @ Santa Ana Zoo, 5pm. Tickets \$50/adult. 50% Proceeds benefit Boys and Girls Club of Santa Ana.

Program

Speaker: Phil Schaefer

Phil Schaefer is a successful real estate agent and member of our Club. Today, he gave us an update on the real estate market and explained what's happening and the myths versus facts.

1. **Broad-brush statements about real estate market.** No such thing as "national" real estate market, it's local.
2. **It's a bad time to sell.** Not necessarily true. In OC, there's an extreme lack of inventory (sellers are not selling) for under \$1M homes. Why? Phil believes sellers thinking it's a "bad market" when in fact buyers, especially first time buyers, are sitting on the sidelines waiting looking to take advantage of interest rates (less than 2 months of inventory). "Sellers may be a day late if interest rates go up".
3. **Interest rates are low, great time to buy.** This is true, but the catch is the lenders/banks have been extremely tough. Phil provided an example of one of his clients that was "perfect" candidate and bank was still investigating a \$100 check deposit.
4. **Appraisals can be an issue.** This is true. Phil has seen some lenders using appraisers from non-local markets that are having an impact. You can challenge a bad appraisal, but best to find a new lender and start over.
5. **Private Mortgage Insurance is often required if less than 20% down payment and protects the lender.** This is true as there were a lot of claims from all the defaults. If qualify, FHA loans much easier.
6. **Good time for first time buyers.** This is true, but a lot of competition in this space. Many investors or people with cash have been gobbling up the bank-owned houses, flipping them relatively cheap and making huge profits. These houses could easily get 10-20 offers;

often sellers are getting asking price.

7. **Rental market is growing.** This is true. Investors are buying up homes. Why? Homeowners buy inland (more affordable) and now renting close to work due to traffic/commute. Also, some are waiting for inventory for saving for down payment.

FOUR-WAY TEST

Of the things we think, say or do

1. Is it the TRUTH?
2. Is it FAIR to all concerned?
3. Will it build GOODWILL and BETTER FRIENDSHIPS?
4. Will it be BENEFICIAL to all concerned?

Picture on Page 1 by
JEBB HARRIS, THE ORANGE COUNTY REGISTER

The Rotations

Santa Ana North Rotary
P.O. Box 11571
Santa Ana, CA 92711-1571