

Comments of the California Association of REALTORS® on the CAEECC Draft Business Plans

Comment #	PA(s)	Sector	Page #	Comment
C.A.R. - 1	BayREN	Codes & Standards, Strategy 1, Tactic CS 2	5.12	<p>Observation</p> <ul style="list-style-type: none"> You indicate that you are already working with the California Association of REALTORS® (C.A.R) to identify, develop, deliver and promote new and existing trainings for energy code compliance and permitting. Local REALTOR® Associations in your jurisdiction which will be directly affected by the programs outlined in your business plan have not been indentified in your Draft Plan. <p>Recommended Action</p> <ul style="list-style-type: none"> Please clarify that no contact has been made with C.A.R., to date, on this or any other issue concerning energy or water use efficiency. It will be important, at a minimum, to engage the local REALTOR® associations listed in the additional comments at the end of this document. Additionally, we welcome the opportunity to engage in these discussions with you and all members of CAEECC, as the policies you put forward may affect how other jurisdictions throughout the state approach energy and water use efficiency.
C.A.R. – 2	BayREN	Codes & Standards,	5.13 5.15	<p>Observations</p> <ul style="list-style-type: none"> We see that you have an interest in creating REALTOR® support for time of sale ordinances and programs. C.A.R. strongly opposes time of sale as a trigger for real estate for energy performance testing and ratings and the enforcement of residential energy conservation ordinances. Time of sale trigger mechanisms are inefficient because of lack of market penetration, unfair because they only target people in a transaction, and they exacerbate the affordability problems that already plague the housing market by loading extra costs onto a transaction. <p>Recommended Action</p> <p>In view of the observations and comment above we recommend that your business plan include a wide variety of options that can easily and favorably be adopted by all homeowners. Voluntary programs, incentives, and government or utility-assisted or deployed programs that reach an entire community are the only way to get true results without discriminating against specific homeowners.</p>

<p>C.A.R. – 3</p>	<p>BayREN</p>	<p>Water Bill Savings Program</p>	<p>6.1</p>	<p>Observations</p> <ul style="list-style-type: none"> • <i>You would like to see an expansion of Pay As You Save® programs to help residents address the cost of water use efficiency improvements.</i> • <i>C.A.R. “Supported” SB 488 (Pavley, 2009) which would have established a PAYS program for energy efficiency financing. Due to stiff opposition to the bill it was amended shortly after it was introduced to pertain to energy usage information and the program language was dropped from the bill.</i> • <i>C.A.R. “Supported” SB 1233 (McGuire, 2016), the bill which would have empowered all water utilities in California to create PAYS® programs, until the Federal Finance Housing Agency expressed concern that the bill may create problems with home resales. With that information we removed our “Support” and maintained a neutral position on the bill, which ultimately died in committee.</i> <p>Recommended Action</p> <p><i>In view of the observations and comment above we recommend that your business plan include strategies to ensure that future proposed PAYS® programs will have broad stakeholder input to help address/alleviate the concerns that were raised by opponents of the two previous legislative proposals.</i></p>
<p>C.A.R. - 4</p>	<p>BayREN</p>	<p>Water Bill Savings Program</p>	<p>6.3</p>	<p>Observations</p> <ul style="list-style-type: none"> • <i>You indicate that you would like to ensure that the time-of-sale requirements are met as required by SB 407 (Padilla, 2009).</i> • <i>In 2009, SB 407 (Padilla) was signed into law. That law requires all single-family homes to be equipped with water-conserving plumbing fixtures on or before January 1, 2017, and on or before January 1, 2014 in cases of alterations or improvements. Disclosure of <u>whether</u> the property includes any noncompliant plumbing fixtures will be required by the seller beginning January 1, 2017.</i> • <i>In 2011, SB 837 (Blakeslee) was passed to add necessary disclosure language to the statutory Transfer Disclosure Statement (TDS) in advance of the disclosure requirement date to provide adequate notice to home buyers. The TDS was updated in late 2011 to ensure adequate notice to those who may alter or improve their property and thus be subject to the law for remodeling by January 1, 2014.</i> <p>Recommended Action</p> <p><i>Please understand that C.A.R. proactively addressed the disclosure mandate created by SB 407 (Padilla, 2009) and that no other actions are required at time of sale.</i></p>

C.A.R. – 5	BayREN	Water Bill Savings Program	6.7	<p>Observation</p> <ul style="list-style-type: none"> You incorrectly identify SB 407 (Padilla, 2009) as SB 409 (Padilla). <p>Recommended Action</p> <p>Please correct the typo.</p>
C.A.R. – 6	BayREN	Water Bill Savings Program	6.17	<p>Observations</p> <ul style="list-style-type: none"> You indicate that your key partners and stakeholders include “Real Estate Professional/Associations”. C.A.R. has not yet received an invitation from BayREN to participate in the development of programs and strategies affecting energy and water use efficiency in existing homes. Local REALTOR® Associations in your jurisdiction which will be directly affected by the programs outlined in your business plan have not been indentified in your Draft Plan. <p>Recommended Action</p> <ul style="list-style-type: none"> It will be important, at a minimum, to engage the local REALTOR® associations listed in the additional comments at the end of this document. Additionally, we welcome the opportunity to engage in these discussions with you and all members of CAEECC, as the policies you put forward may affect how other jurisdictions throughout the state approach energy and water use efficiency.
C.A.R. – 7	3-C REN	Engagement Strategies	16	<p>Observations</p> <ul style="list-style-type: none"> You indicate that you intend to partner with the National Association of REALTORS® and “local brokerage firms” to help execute your strategies. Local REALTOR® Associations in your jurisdiction which will be directly affected by the programs outlined in your business plan have not been identified in your Draft Plan. C.A.R. has not yet received an invitation from 3-C REN to participate in the development of programs and strategies affecting energy and water use efficiency in existing homes. C.A.R. represents over 190,000 real estate professionals throughout California, including areas covered by your Plan. <p>Recommended Action</p> <p>It will be important, at a minimum, to engage the local REALTOR® associations listed at the end of this document. Additionally, we welcome the opportunity to engage in these discussions with you and all members of CAEECC, as the policies you put forward may affect how other jurisdictions throughout the state approach energy and water use efficiency.</p>

<p>C.A.R. - 8</p>	<p>3-C REN</p>	<p>Multi-family Subprogram</p>	<p>18</p>	<p>Observation</p> <ul style="list-style-type: none"> • You recommend a program for providing Direct Installations for renters • Tenants must obtain permission from property owners before commencing efficiency financing and retrofits. The landlord/tenant relationship in residential properties is very complex. Because tenants do not own the units they rent, they must obtain the permission of the property owner prior to initiating any property improvement. Additionally, allowing a tenant to enter into an agreement to create a financial obligation on the property of others is simply not workable since it will be the owner who is responsible for disclosing the repayment obligation to future tenants. <p>Recommended Action</p> <p>Please be sure that your programs to assist renters do not inadvertently create liability against the renter.</p>
<p>C.A.R - 9</p>	<p>All</p>	<p>Please note that "REALTOR®" is a collective membership mark owned by the National Association of REALTORS® and is used by C.A.R. with permission. Guidelines for using "REALTOR®" can be found on the National Association of REALTORS® website: www.realtor.org.</p>		
<p>C.A.R. - 10</p>	<p>BayREN</p>	<p>We understand that BayREN covers the following counties: Alameda, Contra Costa, Napa, Marin, San Francisco, San Mateo, Santa Clara, Sonoma, Solano. Below are the local REALTOR® Associations that will be directly affected by your Business Plan. We recommend reaching out to these associations for plan development and implementation purposes.</p> <p>Alameda County: Alameda Association of REALTORS® Association Executive: Dee Ostrofsky-Williams Governmental Affairs Director: Sarah Oddie 2504 Santa Clara Ave. #1 Alameda, CA 94501 Phone: 510-523-7229 Web site: www.alamedaaor.org</p> <p>Bay East Association of REALTORS® Association Executive: Tricia Thomas Governmental Affairs Director: David Stark 7021 Koll Center Parkway Pleasanton, CA 94566 Phone: 925-730-4060 Web site: www.bayeast.org</p>		

*Oakland/Berkeley Association of REALTORS®
 Association Executive: DaVina Lara
 Governmental Affairs Director: Lars Skjerping
 2855 Telegraph Ave, Suite 600
 Berkeley, CA 94705
 Phone: 510-848-4288
 Web site: www.oaklandberkeleyaor.com*

*Contra Costa County:
 Contra Costa Association of REALTORS®
 Association Executive: Sheiren Diaz
 Governmental Affairs Director: Heather Schiffman
 1870 Olympic Blvd., Suite 200
 Walnut Creek, CA 94596
 Phone: 925-295-9200
 Web site: www.ccartoday.com*

*Delta Association of REALTORS®
 Association Executive: Byron Bogaard
 3428 Hillcrest Avenue, Suite 200
 Antioch, CA 94531
 Phone: 925-757-8283
 Web site: www.deltaaor.com*

*Napa County:
 North Bay Association of REALTORS®
 Association Executive: Tracy Huotari
 Governmental Affairs Director: Daniel Sanchez
 2235 Challenger Way, Ste 100
 Santa Rosa, CA 95407
 Phone: 707-542-1579
 Web site: www.norbarrealtor.com*

*Marin County:
 Marin Association of REALTORS®
 Association Executive: Andy Fegley*

40 Mitchell Blvd.
San Rafael, CA 94903
Phone: 415-507-1000
Web site: www.marincountyrealtors.com

San Francisco County:
San Francisco Association of REALTORS®
Association Executive: Walter Baczkowski
Governmental Affairs Director: Jay Cheng
301 Grove Street
San Francisco, CA 94102
Phone: 415-431-8500
Web site: www.sfrealtors.com

San Mateo County:
San Mateo County Association of REALTORS®
Association Executive: Steve Blanton
Governmental Affairs Director: Gina Zari
850 Woodside Way
San Mateo, CA 94401
Phone: 650-696-8200
Web site: www.samcar.org

Silicon Valley Association of REALTORS®
Association Executive: Paul Cardus
Governmental Affairs Director: Jessica Epstein
19400 Stevens Creek Blvd., Suite 100
Cupertino, CA 95014
Phone: 408-200-0100
Web site: www.silvar.org

Santa Clara County:
Santa Clara County Association of REALTORS®
Association Executive: Neil Collins
Governmental Affairs Director: Vince Rocha
1651 N. First Street
San Jose, CA 95112

		<p>Phone: 408-445-8500 Web site: www.sccaor.com</p> <p>Silicon Valley Association of REALTORS® Association Executive: Paul Cardus Governmental Affairs Director: Jessica Epstein 19400 Stevens Creek Blvd., Suite 100 Cupertino, CA 95014 Phone: 408-200-0100 Web site: www.silvar.org</p> <p>Sonoma County: North Bay Association of REALTORS® Association Executive: Tracy Huotari Governmental Affairs Director: Daniel Sanchez 2235 Challenger Way, Ste 100 Santa Rosa, CA 95407 Phone: 707-542-1579 Web site: www.norbarrealtor.com</p> <p>Solano County: Solano Association of REALTORS® Association Executive: Jesse Payne 1302 Springs Road Vallejo, CA 94591 Phone: 707-644-5525 Web site: www.saor.org</p> <p>Northern Solano County Association of REALTORS® Association Executive: Nancy Meyer 3690 Hilborn Road Fairfield, CA 94533 Phone: 707-422-5306 Web site: www.nscar.net</p>
C.A.R. – 11	3C REN	<p>We understand that Central Coast REN is still in the process of being created and that you are using the CAEECC Committee process to establish your business plan for adoption by the CPUC with the goal of being a recognized REN in 2018. While</p>

developing your Business Plan we suggest that you reach out to the local REALTOR® associations that will be directly affected by your plan. We understand that your plan covers San Luis Obispo, Santa Barbara and Ventura Counties.

*San Luis Obispo County:
Pismo Coast Association of REALTORS®
Association Executive: Cindy Doll
1126 E. Grand Avenue
Arroyo Grande, CA 93420
Phone: 805-489-7303
Web site: www.pismocoastrealtors.com*

*San Luis Obispo Association of REALTORS®
Association Executive: Cindy Doll
4251 S. Higuera, Ste 701
San Luis Obispo, CA 93401
Phone: 805-541-2282
Web site: www.slorealtors.org*

*Scenic Coast Association of REALTORS®
Association Executive: Lisa Gilbert
830 Morro Bay Blvd.
Morro Bay, CA 93442
Phone: 805-772-4405
Web site: www.sceniccoast.org*

*North San Luis Obispo County Association of REALTORS®
Association Executive: Diane Larsen
1101 Riverside Avenue, Suite A
Paso Robles, CA 93446
Phone: 805-238-1244
Web site: www.northcountyaor.org*

*Santa Barbara County:
Lompoc Valley Association of REALTORS®
Association Executive: Gina Barajas-Trejo
139 North G Street
Lompoc, CA 93436*

Phone: 805-736-1288
Web site: www.lvaor.com

Santa Barbara Association of REALTORS®
Association Executive: Bob Hart
Governmental Affairs Director: Krista Pleiser
1415 Chapala Street
Santa Barbara, CA 93101
Phone: 805-963-3787
Web site: www.sbaor.com

Santa Maria Association of REALTORS®
Association Executive: Karin Van Lith
2236 S. Broadway, Suite E
Santa Maria, CA 93454
Phone: 805-922-7888
Web site: www.smaor.com

Santa Ynez Valley Association of REALTORS®
Association Executive: Janet Sherman
1623 Mission Drive, #2
Solvang, CA 93463
Phone: 805-688-7744
Web site: www.syvaor.com

Ventura County:
Conejo Simi Moorpark Association of REALTORS®
Association Executive: Evelyn Schultz
Governmental Affairs Director: Nelson Carrillo
463 Pennsfield Place, Suite 100
Thousand Oaks, CA 91360
Phone: 805-495-4681
Web site: www.csmaor.com

Ventura County Coastal Association of REALTORS®
Association Executive: Randy McCaslin
Governmental Affairs Director: Marta Golding Brown

		<p><i>2350 Wankel Way Oxnard, CA 93030 Phone: 805-981-2100 Web site: www.vchomefinders.com</i></p> <p><i>Ojai Valley Board of REALTORS® Association Executive: Dawn Shook Governmental Affairs Director: Dale Hanson 338 E. Ojai Avenue Ojai, CA 93023 Phone: 805-646-8453 Web site: www.ojaivalleymls.com</i></p>
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