

California Desert Association of REALTORS®

Get Updates On New Real Estate Laws To Better Serve Buyers and Sellers



Gov Hutchinson, assistant general counsel for the California Association of REALTORS®, center, is greeted by said Diana Bernardi, president of the California Desert Association of REALTORS®, left, and Annette, Coffey, CDAR association executive. PHOTO BY JOHN HUSSAR/PRNewsWORKS.

Gov Hutchinson, assistant general counsel for the California Association of REALTORS®, recently updated local Realtors and real estate professionals with all the new state laws affecting real estate at the general membership meeting of the California Desert Association of REALTORS® presided over by CDAR 2017 President Diana Bernardi.

About 100 members attended the informative meeting held Jan. 19 at the Lakes Country Club in Palm Desert.

"Gov Hutchinson's presentation kicked off the California Desert Association of REALTORS®' first of many educational and informative General Membership Meetings planned for 2017," said Diana Bernardi, president of the California Desert Association of REALTORS®. "Throughout the year, CDAR members can look forward to a wide variety of speakers on topics relevant to help them better conduct their business."

At the Jan. 19 meeting, the CDAR Community Service Committee, headed by Linda Cappella, presented a \$6,000 check to David Muth of American Foundation for Suicide Prevention, Inland Empire and Desert Cities chapter. The money was raised by the committee at the CDAR Basket Auction last November.

Hutchinson, who has been with C.A.R. since 1985 and manages C.A.R.'s Member Legal Services Program in Los Angeles, said that of the 800 bills signed by Gov. Brown last year, about 50 impact real estate directly.

"There's about five that you really need to know because it affects how you do business with your clients," he said. **Hutchinson touched on several hot topics, ranging from upgraded low flow toilets in homes built after 1994 to a new requirement in January 2018 that mandates real estate agents list their California real estate license number on everything from For Sale signs to newspaper ads.**

Hutchinson noted that new real estate forms can summarize multiple offers on a home so buyers can better

understand. **Another new form points out that if a buyer moves into a house before escrow they assume liability for any damage to a home and why "this isn't a good idea."** He also pointed out that real estate agents cannot refuse to sell to non-English speaking buyers based on language although it is up to the buyer to provide an interpreter. Another new law sets the limit of when it must be disclosed that someone had died in the house at three years. For rental properties, agents must now show renters the bug control reports under a new "Bed Bug" form.

Hutchinson also advised the audience to become more savvy about cyber fraud, which he says is ten times worse now than even a year ago, especially when it comes to dealing with fraudulent escrow companies. He suggested real estate agents give their clients the wire fraud advisory form to better understand to work with reputable escrow companies. He also advises REALTORS® through the "Hotline" on all aspects of real estate law and he trains and supervises other "Hotline" attorneys. Hutchinson has written for CALIFORNIA REAL ESTATE magazine, co-authored C.A.R.'s continuing education courses and is a master instructor for the Education Division of C.A.R. with certification from the Department of Real Estate. He received his Bachelor's Degree in History from Princeton University and his Juris Doctorate from the University of Pennsylvania.

The California Desert Association of REALTORS®, the Trusted Source for Real Estate in the Desert Communities, represents more than 3,700 real estate professionals from Palm Springs to Blythe. REALTORS® hold themselves to a higher standard via the National Association of REALTORS®' Code of Ethics, yet only about a quarter of California licensed real estate agents are REALTORS®. For more information – or to verify you're working with a REALTOR® – visit www.CDARonline.org or call (760) 346-5637.