



THE BRIDGE
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April 2024 | Volume 4

THE BRIDGE



Pictures from the Twelve Bridges High School Boosters' Golf Tournament at Catta Verdera Country Club



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 Twelve Bridges, Lincoln, CA

FEATURED BUSINESS:

TC POOL SERVICE

Article by Pierce Plam



If you live in Twelve Bridges, chances are you've seen Chris Burns around. He's the guy behind TC Pool Service. Chris was born and raised in Roseville. He went off to San Diego State for a degree in finance and ultimately decided to come back to Lincoln, where he and his wife Jana are raising their four kids.

They're a real Twelve Bridges family, always involved in local youth sports and community activities. You might even see Chris coaching one of his kids' teams. Chris used to be a volunteer firefighter for Placer County, and kept a watchful eye on Lincoln for several years.

After college, Chris moved back to Roseville where he met Jana. He didn't enjoy his career as an investment banker, so he quit. When things started to get serious with Jana, her grandmother asked him what he was going to do for money. That's when he decided to start his own business. Chris is a first generation entrepreneur.

TC Pool Service does maintenance and repairs. They even offer "pool school" for new pool and spa owners. Chris knows that having someone vetted and trustworthy managing your pool or hot tub is essential, especially when it comes to something that's directly in your backyard.

If you need anything pool-related, Chris is your guy. From monthly maintenance, to equipment upgrades and to energy-efficient installations, TC Pool Service has got you covered. And because we're all neighbors here, Chris is offering free consultations and service discounts to readers of *The Bridge*.

So, the next time you need help with your pool or hot tub, remember Chris Burns and TC Pool Service. With Chris, you know you're getting quality service from someone who truly cares about our community.

Silver Wishes Receives a \$5,000 Grant from Lyon Real Estate

Last week, we invited Stephanie Berger from Silver Wishes to our office, where Lyon Real Estate had the honor of presenting a \$5,000 grant through our Lyon Cares program. Since its inception in 2015, Lyon Cares has proudly donated over \$1.3M to local nonprofits, supporting various community projects and causes.

Silver Wishes, a nonprofit dedicated to enriching the lives of senior citizens by fulfilling their personal wishes, received the grant to continue their important work. Whether it's supplying mobility equipment or reuniting with a loved one, Silver Wishes ensures that our seniors' dreams don't go unnoticed. It's particularly heartening to see the impact of our support; in this case, I was delighted to have nominated Silver Wishes for the grant.

The check was presented to Stephanie Berger, the president of Silver Wishes, by Jill Ottaway, our office manager, along with Lisa Blue and me. The presentation took place in our office in Roseville/Rocklin.

This donation will help Silver Wishes carry on their mission, bringing joy and comfort to more seniors in our community. For more about their inspiring work, visit www.silverwishes.org.



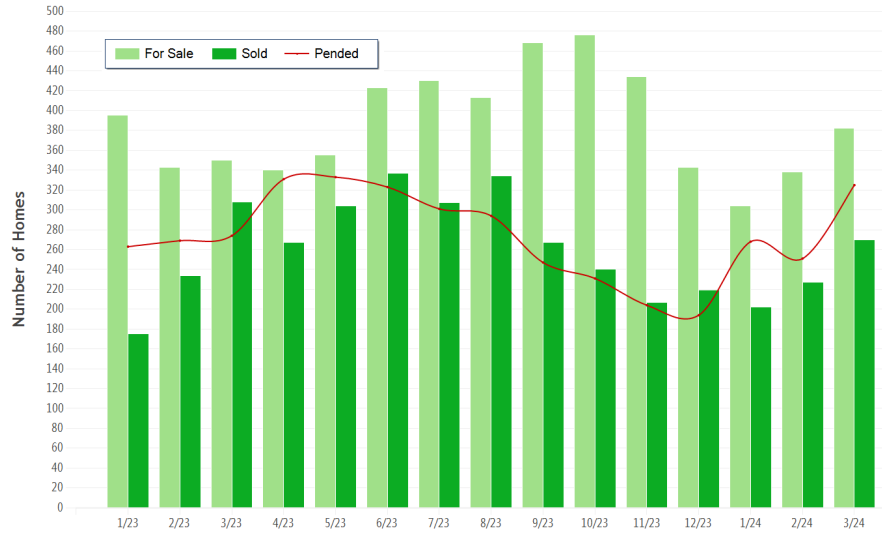
Left to Right: Jill Ottaway, Stephanie Berger
Pierce Plam, Lisa Blue

It seems that the spring has brought out more buyers hunting for homes. Many homes are receiving multiple offers over asking, locally.

The top graph shows a steady increase in houses being put up for sale, getting offers, and being sold.

The bottom graph shows that, on average, selling prices are getting closer to the prices at which homes are listed.

The Federal Reserve has decided to keep interest rates unchanged at their current range of 5.25%-5.50%.



Lincoln, Roseville and Rocklin Data



Selling Price vs Asking Price



Pierce Plam

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- **Community Connection:** Trust in local experts who not only produce *The Bridge* but are deeply rooted in the Twelve Bridges and Catta Verdera neighborhoods, ensuring a personalized and informed approach to your real estate needs.



The National Association of Realtors (NAR) has been involved in significant legal controversies regarding its practices and policies. Two primary complaints have emerged:

Antitrust Violations: The U.S. Department of Justice (DOJ) filed a civil lawsuit against NAR alleging that it enforced anticompetitive rules that diminished competition among real estate brokers.

Class Action Lawsuit: NAR faced a class action lawsuit where it, along with major real estate brokerage firms, was accused of conspiring to inflate the commissions paid by home sellers by requiring them to pay the buyer broker's commission at an inflated rate.

The settlement agreement between the National Association of Realtors (NAR) and the Department of Justice is a proposed settlement that still requires court approval to become enforceable.

The class action lawsuits against the National Association of Realtors (NAR) have reached a settlement, but it is not yet finalized. The settlement terms require court approval before they can be enforced.

What's changed in the way we sell real estate? Neither the DOJ nor the courts have finalized either proposed settlement. This system has been the standard operating procedure in the United States for over 100 years. As of this writing, it still hasn't changed.

In real estate transactions, a Realtor's listing fee is always negotiable between the seller and the listing broker. Additionally, the commission that the seller authorizes the listing broker to offer to the buyer's broker is also a negotiable term.

Locally, it is common for listing brokers to be authorized to offer a 2.5% commission to the buyer's agent through the MLS. However, this rate is negotiable and can be strategically adjusted based on the specific circumstances and agreements of the real estate transaction.

Since the commission a seller authorizes a broker to offer a buyer's agent is negotiable, including potentially offering \$0, it opens a strategic opportunity to possibly increase the net proceeds from the sale of a home. Lisa, from my team, has an upcoming listing in Plumas Lake where the seller has chosen not to offer any commission to the buyer's agent. While there is a common belief that agents won't show properties without an expected 2.5% - 3% commission, the reality of modern real estate markets contradicts this.

Today, buyers often find properties online themselves and may visit open houses without their agent's involvement. If a buyer is interested, they often involve their agent later in the process to make an offer. In real estate, "agency" refers to a fiduciary relationship where the agent is legally obliged to represent the interests of their client—the buyer in this case — and must show all properties the buyer is interested in, regardless of the commission offered. Thus, not offering a commission might not significantly deter visibility if the property is appealing and well-marketed.

Most local brokerages now either require or strongly encourage their agents to sign a Buyer Representation and Broker Compensation Agreement (BRBC). This agreement ensures a specific compensation for the buyer's agent, which may be a certain percentage, a flat fee, or a combination thereof. If the seller offers the agreed compensation, the buyer is not liable for it. However, currently if the seller's offer is below the agreed amount in the contract, the buyer must pay the difference to their agent.

So back to Lisa's seller. Most buyer's agents, under a signed BRBC, will likely include their commission in the offer, asking for a 2.5% fee. However, by initially offering \$0, the seller can counter with a lower commission, such as 1.5%, potentially saving \$4,300 on a \$430,000 home. This tactic introduces a new negotiation point, which could influence the final net proceeds of the sale. I'll update you on the outcome in about 60 days.

In summary, the outcomes of the class action lawsuit and the antitrust violations involving NAR are still pending. It's important to note that commissions for both listing and buyer's agents remain negotiable. Employing a strategy of offering zero commission could be a tactical move in real estate negotiations. I have upcoming listings in Citrus Heights and Grass Valley, priced at \$800k and \$700k respectively, where both sellers have chosen to offer 2.5% to the buyer's agent. Call me if you would like to discuss this evolving topic.

It's really fun to see how connected we all are in Twelve Bridges. We truly are a community that "shops local". This business highlight is no exception. Daniel works with several businesses in 12 Bridges and a few of them have already been highlighted in *The Bridge*!

Meet Daniel Molokie, a talented videographer residing in Twelve Bridges, just a 5-iron away from Twelve Bridges Middle School. Daniel's passion for both videography and golf has made him a familiar face in the community.

Daniel's notable works include producing videos for the Rockstar Music Academy, where he has crafted engaging promo and music videos for local talents like Guilty as Charged, and the Cripple Creek Band. He has also created videos for local businesses Simply Nutrition, Salad Works, and Omakase Por Favor to name a few.

Daniel is also adept at creating recruiting videos for athletes. His commitment to supporting local endeavors is evident as he consciously chooses to work within the community, contributing to its vibrancy and growth.



Equipped with top-notch gear including lights, microphones, and multiple cameras, Daniel ensures professional-grade output for every project he undertakes. When he's not meticulously filming and editing videos, you can find him honing his golfing skills at Lincoln Hills and Turkey Creek, taking a break from his love for visual storytelling by indulging his passion for the green.

Daniel's dedication to his craft and his community is truly commendable. In Twelve Bridges, he described how he finds not just a neighborhood, but a tight-knit community driven by shared values and a sense of belonging. Through his work, Daniel embodies the spirit of local collaboration and excellence, enriching the fabric of Twelve Bridges with his creativity and passion.

So, the next time you come across a captivating video showcasing the essence of Twelve Bridges, remember that behind the lens very well might be Daniel Molokie, a talented videographer with a heart for his community - and also a love for golf. www.instagram.com/molokiefilmproductions

Contact Pierce if you would like your business featured.

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Raging Rhinos Sober Grad Night

www.12Bridges.com/RRSG

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www.JRRhinos.com

The Ridge Church

Sundays @ 10am | www.TheRidgeChurch.com

Silver Wishes

www.SilverWishes.org

in ARE YOU LINKEDIN

We created a LinkedIn group for Twelve Bridges and Catta Verdera residents. Since you are receiving this newsletter, and if you use LinkedIn, please consider joining.





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Silver Wishes Grant from Lyon Real Estate. Golfer Daniel Molokie. Plam Team Sponsored hole at Catta Verdera. Please send pictures to piercex@gmail.com for inclusion in *The Bridge*



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February Issue Includes

- Real Estate Trends
- Golden State Junk Removal
- Molokie Film and Productions
- Golf Tournament
- TC Pool Service
- Real Estate News - NAR
- Non-Profits
- Silver Wishes Grant

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