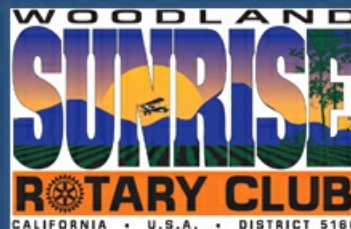




# Woodland Sunrise Wake Up Call



## Wake Up Call

### WOODLAND SUNRISE ROTARY WHERE WE PUT SUNSHINE IN YOUR LIFE!

Notes by: **Bob Hulbert**  
May 2, 2024

**Past President Robyn Drivon** presided, filling in for **President Tom** who is recuperating from a recent back injury. Flag Salute was led by **Mark Johnson**. Rotary Grace was sung by the incomparable **Sunrise Singers with Jim Hilliard** directing.



**GUESTS:** Although there were no Visiting Rotarians, **Jim Odusola** introduced his guest **Remmy Johnson** whom he met four years ago during his trip to Lagos, Nigeria, on Rotary business. Whereas Ms. Johnson has relocated to Woodland, and is joining us for the second time. She may very well be a prospective WSR member.



## Speakers

**May 02, 2024**

[Rick P](#)

Meeting Structure and Programs

**May 02, 2024**

[Don Sharp](#)

Real Estate Update

**May 09, 2024**

[Pete Martin](#)

Wolves of the Sky

**May 16, 2024**

[To Be Announced by Program Committee](#)

TBA

**May 23, 2024**

[To Be Announced by Program Committee](#)

TBA

**May 30, 2024**

[To Be Announced by Program Committee](#)

TBA

## ANNOUNCEMENTS:

Date	Event	Contact/Speaker
May 8	Board of Directors Meeting	Tom Wendt
May 9	Wolves of the Skye	Pete Martin
May 10	Yolo County Rotary Clubs Social Bowling Alley	Tom Wendt
May 18	Woodland Street Cruisers C-10 Truck Show	Jim Odusola
June 6	Education Session Meeting Structure & Programs	Rick Pomeroy
June 13	Red Badge Picnic & Club Social	Ron & Katie Little
June 15	Classic Car & Plane Show At Watt's Airport	Bruce Watts Dave Yust
Oct 5	Chevy to the Levee	Jim Odusola

## Events

No Events found



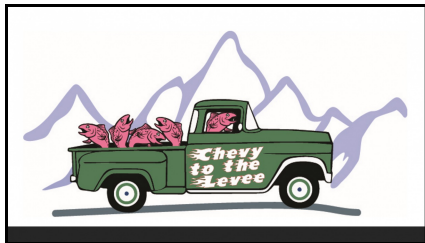
**Jim H.** next announced that there would be two sign-up sheets going around:

**(1)** Next Friday, May 10<sup>th</sup>, is the **Magnificent 7 Yolo County Rotary Clubs social** at San Bruno Bowling Center. The cost is \$5/person to cover munchies; bowling, pool, and drinks are optional extras. Either sign up or let Tom Wendt know if you plan to attend.

**(2)** On Thursday, June 13<sup>th</sup>, from 5:30-7:30 pm there will be the **Red Badge Picnic and Year End Party** at **Ron & Katie Little's** house, 812 Second Street. Put it on your calendar, with more info to come. (There will be no morning meeting on that day.) **Past Pres. Robyn** reminded Jim to follow the established protocol per **Wayne Ginsburg**: clipboards are to circulate clockwise.

**Tickets** - With 1 in 17 chances to win today's big Raffle, Past Pres. Robyn reminded everyone that there were still tickets available for purchase from **Don Sharp**.

**Chuck Santoni** reported on the success of yesterday's Mystery Golf event which took players to Teal Bend Golf Club near the Sacramento airport, with lunch on the river following at the Alamar Marina Restaurant. He thanked **Bob Pye and Lynn Jepsen** for all of their help with organization, saying that although it was a little windy, a good time was had by all.



Salmon BBQ Chair **Jimmy Odusola** gave a brief update on planning for the club's major fundraiser coming up in October. He was very proud to share the ***Chevy to the Levee*** logo designed by Buzz James. He also reported that the raffle grand prize truck to be given away has been pretty much reconditioned overall, from its 350 hp rebuilt motor to a new heater and air conditioning system. His plan is to have the truck on display at the Woodland Street Cruisers C-10 Truck Show, May 18<sup>th</sup>, with tickets available to jump start this year's fundraiser. **President-Elect Sue W.** commented that if needed, she has a Ford Truck that could tow the Chevy to the show.



**Don Easton** reported on this year's **FOSTER YOUTH SURVIVAL BAG project**. With graduation ceremonies to be held June 21, he is planning on June 14 being the date for volunteers to go to a hangar (at Watts' Airport? - Thank you, **BRUCE WATTS** for helping to make this happen on the fly!) to assemble the bags with household items, including a sleeping bag for each graduate. Everyone interested is encouraged to volunteer; and for those wishing to donate specific items, 20 of each is the quantity needed. **Donations are welcome and can be made [HERE](#).**

#### RECOGNITION:



**Buzz James** has been a member of WSR since 2010. Asked about the time he has belonged to the club, Buzz said, "It's been a great 14 years and ran the hell





years, as and rang the bell.



**PROGRAM:** *The 2024 Yolo County Housing Market*



**presented by Don Sharp and Byron MacConnell of ReMax Realty.** Don was introduced by Kevin Sanchez, who said that Don Sharp is a local boy. He got his bachelor's degree from Sacramento State [Go Hornets!] with a major in finance and real estate/ land use. He then obtained his real estate license and, the following year, his broker's license.

Don started working for Whittle Realty, eventually going out on his own, and in 1993 merged with Fred Schaeffer and Sons to create Remax Woodland. That agency grew to 42 agents by 2005; then desiring a smaller shop, Don created the recession. In 2018, Remax Woodland merged with Remax Gold and now Don enjoys not being responsible (for such extensive operations) and having more time to work with his clients and play golf. Today we're going to get the lowdown on the local real estate market. Welcome, our very own, Don Sharp!



Don opened the presentation by acknowledging his real estate partner and co-presenter **Byron MacConnell**. Don said that today they would be talking about Insurance, the Current Market, Median Home Prices, Interest Rates, New Builders, and then allow time for Q&A. However, he first wanted to comment on

the Sitzler-Burnett lawsuit coming out of Missouri and its far reaching implications.

Sitzler-Burnett is a class-action lawsuit that was filed in Missouri federal court by a group of home sellers in the state against the National Assn. of Realtors and other defendants, including Anywhere, Berkshire Hathaway HomeServices of America, Keller Williams and RE/MAX. The plaintiffs claimed that "real estate commission rates are too high, buyers' representatives are paid too much, and NAR's Code of Ethics and MLS Handbook, along with the corporate defendants' practices, lead to inflated commission rates."

At the October 2023 trial, the plaintiffs took particular issue with cooperative compensation, i.e., when a listing broker makes an offer of compensation to the cooperating broker. "Offer of compensation" does not mean that a specific amount must be paid. The offer can be any amount, including in many cases, \$0. NAR introduced evidence to show how the real estate market-place works and how cooperative compensation benefits consumers. NAR also showed that its rules prohibit anticompetitive behavior and encourage the free market and competition. However, the jury found for the plaintiffs.

Don pointed out that prior to 1979, cooperation between realtors representing buyers and sellers was subjective. During the 1980s the Local Lending Service was formed, making the process more formal between brokers with listings in a book. There was agreement that it was better for both buyers and sellers to have access to information; and for the next 30 years things went smoothly prior to this lawsuit.

What will happen now? We don't really know, though the settlement agreement mandates two key changes to the way NAR members and Multiple Listing Service (MLS) participants do business.

- 1. NAR agreed to create a new MLS rule prohibiting offers of compensation on the MLS. This would mean that offers of compensation could not be communicated via an MLS, but they could continue to be an option consumers could pursue off-MLS through negotiation and consultation with real estate professionals.*
- 2. NAR also agreed to create a new rule requiring MLS participants working with buyers to enter into written agreements with their buyers before the buyer tours a home. NAR has long encouraged its members to use written agreements to help consumers understand exactly what services and value they provide, and for how much.*

According to Don, though we don't know what else is coming, we do know that (with MLS) when a seller's broker and buyer meet, the buyer must have a representative; and whereas there was total transparency in the past, after July 1, brokers are not going to be allowed to offer compensation to buyers' agents.

#### DATA:

- How many active residential listings are there in Woodland? Today there are 38; a year ago there were 35.
- How many active residential listings are there in Davis? Today there are 46; a year ago there were 35.
- How many homes have sold in Woodland? This year 125; a year ago 116.
- How many homes have sold in Davis? This year 100; a year ago 100.
- What is the median home price in Woodland? This year \$540,000; last year \$509,000.
- What is the median home price in Davis? This year \$810,000; last year \$896,000.





**INTEREST:** Byron MacConnell told us that interest rates increased or decreased? They're unstable between an 8.5% high and 7.5% today. Monthly house payments on a \$540,000 median priced home in Woodland today are \$4100. In 2021, they would have been \$2700. Monthly house payments on an \$810,000 median priced house in Davis (with 20% down) are \$5400. In 2021, it will have been \$3650, thus making affordability more realistic in Woodland, but still challenging.

Regarding new construction, how many home builders are currently active in Woodland? Three: Lennar, Richmond American and Tim Lewis.

**INSURANCE:** Another major problem with home sales in California is insurance. With the state Insurance Commissioner not allowing companies to increase rates, many are unwilling to insure properties, especially in fire areas. Today, potential home buyers are advised to get insurance information first, before ever trying to negotiate a purchase; this is especially problematic with homes that are 30 years old or older. A final factor worth noting is the impact of investors flipping homes; buying and reselling at inflated prices.

**QUESTIONS: Past Pres. Robyn:** Is the new Research Tech Park sparking interest in real estate? A: Yes. The Research Park is a big draw for Yolo Co. The goal of RTP is to interact with UCD and leverage university research with the Ag. industry. RTP developers tried twice for approval to build nearer Davis before the decision was made to locate in Woodland on Road 25A. There are 1600 housing units proposed, scheduled to follow the buildout of Spring Lake. Plans are moving forward.

**Rich Sakai:** What about the impact of flood and fire insurance on real estate? A. This is definitely an issue with insurers relying on aerial photography re: roof conditions rather than on-site inspections.

**Lynn Jepsen asked about alternative insurance if an insurance company doesn't renew a policy?** A: If an insurer withdraws, the property still must be insured, even if it means rates 3 to 4 times higher. The California Fair Plan, which is insurance industry funded, is a source for supplemental policies, but having to pay \$8,000-10,000 a year to insure properties in wooded areas is not uncommon.

**Rick Pomeroy:** What's happening with the Long John Silvers? A: It's slowly being demolished. What about the hotels being built? With Sacramento Airport not having any hotels and more hotels coming to Woodland, this is a good thing. The Transiency Occupancy tax of 10% paid by hotel guests goes into city funds for events and promotional purposes.

**Ron Little:** Are sellers moving out of state? Where are buyers coming from? A: Yes, many sellers are leaving California, about 30% in the last three years. Buyers are coming from all over (including those drawn to Davis, where they can't afford to live). Even though the median price of homes in Davis is lower than a year ago, very few properties list for under \$1,000,000. It's unbelievable what continues to happen in Davis with multiple offers and over asking price sales. This makes Woodland much more attractive.

**Nick Ponticelli:** Capital Gains? A: A final note to sellers of a primary residence: for individuals there is no tax owed on capital gains of \$250,000 or less, and for couples it's \$500,000.



less, and for couples itâ€™s \$500,000 or less.

## THANK YOU DON AND BYRON!!



This past weekend was the District Conference in Sacramento. Tom W, Lynn J., John M, Ramon U and Keith R. attended to represent WSR. Keith reported there were lots of excellent break-outs on a wide range of topics and district projects, and it was a great way to mark the end of the current Rotary year and kicking off the next. A good time was had by all, especially the Luna Vistians photographed below on their Brewbike.



**Past Pres. Robyn** announced that the 2024 Honey Festival this coming weekend is being moved to the Fairgrounds.

### HAPPY BUCKS

**Ken Price and wife Barbara** recently celebrated a decision decided upon the flip of a coin: 43 years ago they decided to get married. Ken happily rang the bell.

**Keith Rode** is happy to be in the cast of Damn Yankees and encouraged everyone to come and enjoy this Woodland Opera House production.

**Lynn Jepsen** wondered why the education folks are saying, â€œDonâ€™t tell Lynn?â€

**Laurie Brignolo** is happy that her upcoming retirement is only 28 days away. She was also happy to announce that the **UCD Primate Center Tour has been rescheduled for June 6.**

**John Beatty** made a joke about the Clown Motel and paid a Happy Buck.

**Bob Hulbert** thanked all who turned out for last weekâ€™s Blood Drive, with 17 units having been successfully collected.

**Greg Stille** was happy to tell about the recent online car auction in which he participated and explained that his shirt is honoring the Disney character before Mickey, that would be Oswald.



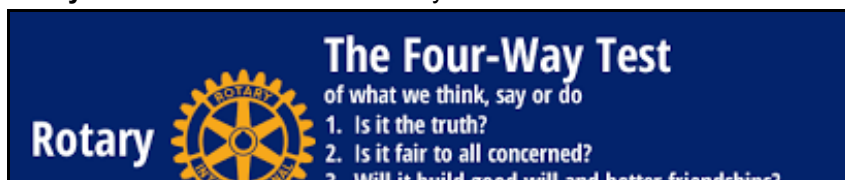
### RAFFLE with DON SHARP

There are 17 chances to win with \$1892 in the pot and a \$28 sidepool, guest **Remmy Johnson** drew ticket #225, and it was **Jimmy Odusola** who won a Free Breakfast. That was close!

**Past Pres. Robyn** self-identified as Todayâ€™s Mystery Maestro, recognizing her friends from Hungary, The Heavy Brass Tuba Ensemble and their Tubarapszodia music.

### THE FOUR WAY TEST:

**Jimmy Odusola** led us in the Four Way Test.





3. Will it build good will and better friendships?
4. Will it be beneficial to all concerned?

**BELL!**

**Zoom Link for May 9th [HERE](#)**

Meeting ID: 845 9644 4988  
Passcode: 186264