



August 2016

NEWSLETTER

## UPCOMING SEMINARS

Thursday, September 1, 2016 from  
11:00 a.m. to 1:00 p.m.:

Shannon B. Jones will be providing a Risk Management seminar before the Bay East Association of Realtors Big Office Brokers Meeting located at 7021 Koll Center Parkway, Pleasanton, California.

For more information, please contact Vickie Perreira (925) 730-4075 or [VickieP@bayeast.com](mailto:VickieP@bayeast.com).

Tuesday, September 6, 2016 from  
10:00 a.m. to 12:00 p.m.:

Shannon B. Jones will be presenting a Risk Management Seminar for the Santa Clara County Association of Realtors located at 1651 N. First Street, San Jose, California.

For more information, please contact Cindy Buck-Louis at [cindy@sccaor.com](mailto:cindy@sccaor.com).

Wednesday, September 7, 2016  
from 9:00 a.m. to 12:00 p.m.:

Shannon B. Jones will be providing a "Back to Basics" Seminar for the Contra Costa Association of Realtors at the Shadelands Civic Arts Center, 111 N. Wiget Lane in Walnut Creek, California. For more information, please contact Jason Catalano (925) 295-9202 or [Jason@ccartoday.com](mailto:Jason@ccartoday.com).

## *A Note From Shannon...*

With regard to the market, we have observed a number of changes, which is affecting claims. Over the last three to four years, a majority of the non-disclosure claims have arisen out of the investor/flip market. Thankfully, it seems that a majority of the investor properties have been resold and therefore, we are seeing a decline in these claims. In addition, rentals have been driving the market, which have led to tenant-related claims against real estate agents. The market appears to be normalizing and rentals appear to be decreasing. As a result, we are seeing less claims asserted by tenants against real estate agents. We are also seeing a slight increase in short sales and foreclosure sales in certain areas of the State. Loan modification agreements are expiring and many lenders are not renewing them. In certain areas of the State, prices have not recovered and as a result, some sellers still do not have equity in their properties and cannot afford their mortgages after the loan modification agreements expire. As such, we are seeing limited short sales and foreclosures.

We are pleased to welcome Delphine Adams as a new attorney with our office. Delphine S. Adams, a native Hoosier, is a graduate of Golden Gate University School of Law. She has practiced in the area of real estate law, and particularly in the defense of real estate professionals, since 1986. Ms. Adams became a partner at Bronson, Bronson & McKinnon in 1991 and, later, in February 1996, opened her own law firm, Adams & Associates. Delphine's practice includes the defense of real estate professionals, as well as the representation of buyers, sellers and owners in all matters involving real property. In 2010, Ms. Adams became associated with Dickenson, Peatman & Fogarty in its Santa Rosa office, where she continued her practice in all things real estate. On July 16, 2016, Ms. Adams joined the Shannon B. Jones Law Group, Inc. where she will continue in her real estate practice. Ms. Adams has taught legal writing at Golden Gate University School of Law, Real Property Law at Empire Law School, and Legal Research and Writing at Sonoma State University, and is a presenter to various real estate associations and groups throughout the State of California. In addition, Ms. Adams is a charter member of the California Association of Realtors Strategic Defense Panel of Counsel and a licensed real estate broker.



Wednesday, September 14, 2016 from  
9:00 a.m. to 10:00 a.m.:

Shannon B. Jones will be providing a New Member Orientation before the Contra Costa Association of Realtors at the Shadelands Civic Arts Center, located at 111 N. Wiget Lane in Walnut Creek, California.

For more information, please contact Jason Catalano (925) 295-9202 or [Jason@ccartoday.com](mailto:Jason@ccartoday.com).

Friday, September 30, 2016 from  
9:00 a.m. to 10:00 a.m.:

Shannon B. Jones will be providing a Legal Update at the California Association of Realtors Legal Affairs Forum at the Long Beach Convention Center located at 300 East Ocean Boulevard, Long Beach, California.

For more information, please contact Jenny Li at [JennyL@car.org](mailto:JennyL@car.org).

**LEGAL UPDATES** - Our website was recently updated to include the following articles:

- An article wherein a court held land owner liable for injury to invitee off site.
- A risk management tip was distributed to our clients regarding translating documents for clients.

*A complete discussion of these matters can be found on our website, [www.calrealestatelaw.com](http://www.calrealestatelaw.com), under Legal Updates.*

**BLOG UPDATES** - Our website was recently updated to include the following blogs:

- A blog regarding the CCAR Disclaimer & Disclosure Advisory.
- A blog regarding Airbnb Sues the City of San Francisco .
- A blog regarding Fraud Alert.
- A blog entitled "Court Finds Texts Between Agents Lead to a Binding Contract.
- A blog entitled "Question and Answer Regarding Receipt of a Commission By a Buyer."

*Please visit our blog at <http://www.calrealestatelaw.com/BLOG-1>*

### **HOLIDAYS**

Our office will be closed on Monday, September 5, 2016, in honor of Labor Day.