



October 2016

NEWSLETTER

**UPCOMING SEMINARS**

Wednesday, December 7, 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 located at

111 North Wiget Lane in Walnut  
Creek, California.

For more information,  
please contact

Jason Catalano at  
(925) 295-9202

Or

Jason@ccartoday.com.

*A quick note to keep you current regarding  
events in our office, law and issues...*

*A NOTE FROM SHANNON –*

We were recently asked to prepare an article for the National Association of Women in Real Estate Businesses regarding the effect of market changes on legal issues. We have posted that article to our website, but if you would like a copy, please email us at [PB@sbj-law.com](mailto:PB@sbj-law.com).

As indicated in that article, generally, the market in Northern California is fairly stable. The market still appears to be a sellers' market in pockets, such as San Francisco, and the Silicon Valley. For the remainder of Northern California, agents are reporting that it is a more balanced market with more equal bargaining power between buyers and sellers.

A balanced market reduces legal claims in that buyers do not feel the pressure of making non-contingent offers or releasing contingencies early. Buyers are taking the opportunity to have inspections and requesting repairs from sellers. We anticipate that this more normalized market will reduce claims against real estate agents and stabilize litigation.

One additional issue which has recently come to our attention is the buyers' occupancy of property prior to the close of escrow. We strongly recommend against allowing buyers to occupy property without an appropriate lease. We have recently observed the following situations where buyers moved in early:

1) Buyers destroying the property; 2) Buyers allowing tenants to move into property who destroyed the property; and 3) Buyers retaining contractors, but not paying them which lead to mechanic liens being recorded against the property. It is recommended that if buyers are going to occupy the property, appropriate documentation is prepared, including a lease.



About Shannon...

Shannon B. Jones is the owner and managing partner of Shannon B. Jones Law Group. She has been representing real estate agents and brokers for 25 years.

She has an undergraduate and law degrees from the University of Southern California. She is a member of CAR's Strategic Defense Panel.

She has published a number of articles and the best-selling real estate book, "A Real Estate Agents Practical Guide to Avoiding Litigation."

She is a shareholder in California Real Estate Legal Alliance ("CRELA"), a company established to represent real estate professionals throughout the State of California that offers real estate advice, coaching, claims prevention, effective and efficient management of claims, risk management, cutting edge industry information, insurance management assistance, as well as other beneficial services.

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

- An article regarding the risks of partnerships between agents.
- An article regarding use of the Contra Costa Association of Realtors' Disclosure.
- An article wherein a California Appellate Court upheld an award of attorney's fees to an HOA in action against a homeowner to enforce covenants, conditions and restrictions.
- An article regarding concerns pertaining to drones.

*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 entitled "Agents Should Not Copy Other Agents' Listings to Craigslist."
- A blog entitled "Photographer Sues Getty in Copyright Violation Lawsuit for 1 Billion Dollars."
- A blog regarding the Tax Relief Bill for Distressed California Homeowners.

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