

Real Estate Brokers and Agents,

I have spoken with Lisa Gilbert, Executive Director at the Scenic Coast Association of Realtors who said has graciously volunteered to send this out. I have heard from many of you - "just tell us what we owe"... I wish it were as simple as that...

It is our hope that each Brokerage firm will fill out the attached form and submit it to me - [jboucher@morro-bay.ca.us](mailto:jboucher@morro-bay.ca.us) . I will then do my best to get to each of you a return email letting you know what each Agent owes. And then very likely, a request for commission information on what the Broker made on both their sales + the commissions from any of their agents sales...

As far as the Amnesty Period goes - I understand that we are not going to hear from each and every one of you by tomorrow (March 13th) at 5pm... You have only had the City's final determination of compliance for a week (was sent out to some March 5th, others soon thereafter, and some may never have seen it - as such, its attached) All I am asking for is your best efforts at making contact with me so that I can ensure, even without the information or paper in hand, that you can be amnesty qualified.

Here is a breakdown of fees/taxes:

Agents:

fy 2010/11 = \$30/yr

fy 2011/12 = \$31/yr

fy 2012/13 = \$32/yr

fy 2013/14 = \$32/yr

fy 2014/15 = \$32/yr

\*\*\*Brokers:

fy 2010/11 = \$123/yr

fy 2011/12 = \$127/yr

fy 2012/13 = \$130/yr

fy 2013/14 = \$136/yr

fy 2014/15 = \$137/yr

That seems straight forward enough but in an effort to both, achieve compliance while at the same time making it as fair as possible, each agent and broker will have a different "year". The "year" doesn't start until an agents/brokers first listing/sale and then goes into a 12 month rolling calendar - we are not going strictly on a "July - June fiscal year". So far that seems to have been financially helpful to all.

\*\*\* (explanation of \*\*\* above) Brokers only - To make matter a tad bit more complicated, and yet again in an effort to bring the Brokers into compliance and make it as fair as possible, the City also has a Low Revenue fee/tax. If a Brokers combined annual commission from any personal listings/sales + the commissions they have made from their agents sales comes to \$12,000 in their broker year, then the fee(s) stated above will be reduced to \$33/yr. In order to qualify for the low revenue tax, the City will need proof of those combined commissions (which I understand to be the frustrating part but a part we need in order to qualify for the fee).

I realize that while I tried to make this as straight forward as possible, it still reads klunky and will very likely be frustrating. I urge each and every one of you who is willing to make an effort to come into compliance - email me (I've been responding to as many emails as possible) or call me (I pick the phone up when I can but have to admit to being at least a week late in returning phone calls)

One last thing - Lisa has invited me to the Scenic Coast's meeting room on **Friday, March 20th at 2pm** for a question and answer period... while I can't promise to have all the answers (I have also told many of you, I "don't speak real estate"), I will do my best to put as many of you at ease as possible.

Thanks for listening