



THE CLR B JOURNAL

The official newsletter of Calamba - Laguna Real Estate Board, Inc.



WWW.CLRBMLS.COM

APRIL TO JUNE 2018



2nd CLR B ANTI-COLORUM SYMPOSIUM YIELDED POSITIVE RESULT

By: Teddy Tandang

There are about 312 people who attended this symposium: combination of licensed brokers, licensed and unlicensed agents, barangay officials, developer’s coordinators, were present in the CLR B symposium to support the campaign against these illegal practices in real estate industry this last May 19 in RSM Bacnotan, Calamba City

CLR B prepared a powerhouse of resource speakers: Chairman of PRBRES Eduardo Ong PAREB Chairman Atty. Moby Arquiza, Atty. Alonzo of the office of Calamba Vice Mayor, and CIDG PNP Chief Region IV-Canlubang.

Also, SPO4 Herbert Mendoza, PNP CIDG Head revealed that with frequent visits of CLR B Board of Trustees at his office they are now ready to launch plans of actions to stop these real estate colorum practitioners, also in support to the newly approved city council resolution for the aforementioned subject.

The HLURB Director, Atty. Richard Manila assured that his office is willing and ready to cooperate provided complaints are, properly documented coupled with photos as evidence He added that the one year expiration of HLURB license will also be studied in the coming national meetings whether to extend its validity to three years in conjunction to PRC license expiration.

The messages of the speakers were made even clearer to all attendees on the second part of the symposium when the CLR B Board of Trustees presented a stage
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MARK YOUR CALENDAR

CONVENTIONS & CONFERENCES

ARENA Convention

– **Phnom Penh Cambodia**

Date: August 24-26, 2018

Venue: New Town Cambodia

National Convention

Novotel Cubao

Date: October 4 – 6, 2018

Asian Real Estate Association of America (AREAA)

Las Vegas, Nevada

Date: October 18 – 20, 2018

National Association of Realtors (NAR)

Boston Massachusetts

Date: November 4 – 6, 2018

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CLR B attends PAREB NCR-Luzon Conference Baguio City

By: Willy Litan

Calamba-Laguna Real Estate Board, Inc. (CLR B) attended the PAREB-NCR-Luzon Conference hosted by Metro Baguio Real Estate Board, dubbed as “Fire & Ice” last June 24-25, 2018 held at Newtown Plaza Hotel, Baguio City.

Headed by our incumbent President
(continued on page 7)

“If you remain in me and my words remain in you, ask whatever you wish, and it will be done for you.”
John 15:7

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CLRB JOURNAL

The official newsletter of
Calamba-Laguna Real Estate
Board, Inc.

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The purpose of the CLRB JOURNAL is to inform its Members of events, issues and accomplishments pertaining to the Calamba – Laguna Real Estate Board.

If you would like to submit typewritten information, story ideas, or articles for inclusion in the CLRB JOURNAL please contact Natalie Concha at clrbpublication@gmail.com

CLRB VISION

Be an ideal and one of the best boards of PAREB that is committed to professionalization of global Real Estate Practice.

CLRB MISSION

1. To protect the real estate profession by being active enforcer of RESA in eradicating colorum practitioners through the Anti-Colorum Task Force advocacy.
2. To continuously deliver real estate education programs through CPD and other leadership and management seminars.
3. To actively partner with private developers and the government regulatory sectors.
4. To actively participate in all PAREB programs and global real estate activities.

PRESIDENT'S MESSAGE

Carolina Cecilia C. Destacamento



Call for Purpose Statement

CLRB successfully hosted two major activities for the second quarter of 2018. The events were centered on education for real estate services practitioners and for the underprivileged youth in the Calamba-Laguna area.

The Symposium on Anti-Colorum last 19 May was attended by over 200 participants at RSM Bacnotan. Various real estate topics were discussed by subject matter experts with the aim to inform stakeholders of the effects of colorum real estate providers in the community. While, last 12 June, CLRB celebrated its 29th anniversary through a fund-raising Mexican-themed party, with proceeds going to charities that benefit children's causes.

Executing projects that aim to provide awareness and information underscores the Board's commitment to improving the lives of our members and our community. With these recent accomplishments in mind, I strongly urge the CLRB 2018 officers to do beyond what is required of them. May they be inspired by the past presidents and officers before them to perform their duties with pride and purpose.

Hence, a year shy of our 30th anniversary, I hope to reinvigorate everyone's commitment to the Board by launching a new Board project, CLRB's official purpose statement. This will be the guiding principle of our Board in everything we do. I believe that through this purpose statement, we will have a deeper understanding of what CLRB truly is about.

Crafting our purpose statement will be a daunting task, but I look forward to hearing the suggestions of the officers and members. The goal is to launch this by the end of 2018, as we usher in 2019, and celebrate our Pearl anniversary.

REAL ESTATE PATROL

Police Sr Supt Hermenegildo D. Defiesta Sr. PNP (Retired),
PAREB Nat'l Director, Vice-President for South-Luzon,
Director In-Charge, Task Force Against Colorum



PROCEDURES IN THE FILING OF CASES AGAINST UNAUTHORIZED OR COLORUM BROKERS AND SALESPERSONS

The Philippine Association of Real Estate Boards (PAREB), Inc., has been in the forefront in the intensified campaign against UNAUTHORIZED or ILLEGAL Real Estate Service Practitioners since the enactment of Republic Act 9646 (An act Regulating the Practice of Real Estate Service in the Philippines) and the implementation of Presidential Decree 957 (Regulating the Sale of Subdivision Lots and Condominiums, providing penalties for violation thereof).

PAREB has created an Task Force Anti-Colorum at Nat'l Level down to the different Local Boards from Luzon, Visayas and Mindanao to coordinate and work hand and hand with the Government and Law enforcement Agencies concerned in the full implementation of these laws to protect the interest of the general public, the stakeholders, and legitimate real estate service Professionals.

Relatedly, as part of PAREB thrusts to stop the proliferation of COLORUM Brokers and SALESPERSONS, our Task Force Anti-Colorum and all members of the Association must know the intricacies and procedures in the filing of cases against violators. The information hereunder will serve as guidelines for all members of PAREB, a follows:

Who can file a case for unauthorized practice?

- The persons who participated in the transaction.
- Any competent person whose interests is affected with personal knowledge of the illegal transaction. Ex. Licensed real estate practitioners in their individual capacity.
- Any group or association of licensed real estate practitioners whose interests are affected and are personally aware of the illegal transaction.

Requirements if the complainant is an association or corporation

- Board Resolution authorizing a member or group of members to represent the association/corporation.
- Evidenced by a notarized Secretary's Certificate.

How do we file a case against Unauthorized or colorum?

- Identify the perpetrator(s). Get his full name and aliases, if any, and residential/office address.
- Find out where and when the illegal practice was committed. Exact date is not required. Approximate month and year will suffice.
- Find out the specific acts committed by the perpetrator(s). General and sweeping allegations without specifying the acts committed are insufficient
- Verify from PRC and/or HLURB if the perpetrator is duly licensed and registered. Get a certification from said agencies.

Gathering of Pieces of evidence

- This is the hardest and most critical part. Without evidence, no complaint will prosper. Take your time and be careful in gathering evidence. Do not rush.
- Direct evidence and circumstantial evidence.

Direct evidence

- Statement, such as eyewitness testimony, that is based on personal knowledge or observation and which, if true, directly proves or disproves an alleged or disputed fact without resorting to assumption or inference.
- This is the strongest and most preferred evidence by prosecutors. We support direct evidence with documentary evidence.

Direct evidence in real estate transactions

- To show that the perpetrator engaged in illegal practice:
 - Any of the parties to the transaction
 - Salesperson of the colorum broker (if you can convince this person)
 - Any person who was present when the parties dealt with the colorum broker, dealer, salesperson
 - Monitor social media. Once you find a colorum transaction online, get assistance of police or NBI cyber crime unit.

Direct Evidence Entrapment

- Ex. Buy Bust (if you spot a colorum transaction online or one is reported to you)
 - A buy-bust operation has been recognized in this jurisdiction as a legitimate form of entrapment of the culprit. It is distinct from instigation, in that the accused who is otherwise not pre disposed to commit the crime, is enticed or lured or talked into committing the crime. while entrapment is legal, instigation is not.
 - Always do this with the assistance of the police or NBI

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EVERNOTE AS A REAL ESTATE TOOL

By: Dennis Michael T. Mejia

Evernote is a note taking app that is available on Windows, Mac, Web Browsers and Mobile Devices.

I use it everyday for most anything. Here are the top 5 reasons to use it for real estate.

(1) Optical Character Recognition. OCR is a technology where pictures are processed by a computer so that it can become searchable. For example, someone sends you a picture of the flyer of a Subdivision Project. Simply add the photo to evernote and the next time you search for it, it should be in the results. This also works for study notes and CPD materials that you may want to back reference.

It's OCR is so great that it can even read most handwritings accurately.

(2) It's your personal google. So long as you commit to save everything into your evernote account, you will never have to wonder where you placed that item. You only need to search evernote.

(3) It's a document scanner. Evernote can use your mobile phone's camera to take a photo of documents which it will automatically adjust for the best cropping. Couple this with the OCR feature mentioned earlier, and what else can you ask for.

(4) It's easy to generate shareable links. This is ideal for sharing notes about projects with your prospective buyers. Sure, a nice trackable webpage could be better but if you're not at that level yet, then this is a good start.

(5) Cloud backup. So long as you have frequent reliable internet connection, then all your notes will be backed up to the cloud. Therefore, even if you lose your phone, or if you just bought a new one, restoring your notes is as easy as installing the app and logging back in.

Visit: www.evernote.com

Have tech questions that are real estate related? Send them to us at clrbpublication@gmail.com and we'll answer them to the best of our ability!

COMMITTEES IN ACTION



CLRBR 29th Anniversary held June 12, 2018



May 28, 2018. Mbrs of PAREB- CLRBR TFAC coordinated with HLURB Regional Officer Atty Richard L Manila. Fr L-R: PP CLRBR/Natl Chairman PAREB TFAC DALMICIO T COMIA, PSSUPT Hermie D Defiesta, Sr, PNP (Ret), PAREB VP for South Luzon, National Director 2016-2018, Dir In-Charge TFAC, HLURB Regional Officer Region 4A, Col Antonio C Pacleb PA, (Ret). Charter Pres/PP CLRBR.



CLRBR Members attended 2017 AREA A National Convention last September 28-30, 2018 at San Diego, California USA. CLRBR DELEGATES: Precy Obia, Col. Tony Pacleb, Josephine Dayag, Cielo Sarmiento, Thess Calleja, Thelma Silvestre, Dante Salamat

COMMITTEES IN ACTION



Exclusive Four-Day Training CLRB Digital Marketing conducted by Arch. Rafael Timbas, Sejong One



Rizal Celebration



Task Force on Anti-Colourum (TFAC) Meeting held last May 3, 2018



PAREB Anniversary Motorcade on May 15, 2018



Birthday greetings for Chairman Ong at the Anti-Colourum Symposium



PAREB Mini Olympics

COMMITTEES IN ACTION



NCR Luzon Regional Conference Fire & Ice



PAREB Bowling Tournament



Three successful Continuing Professional Development (CPD) April 20 to 21 and June 15 to 16 and 29 to 30, 2018



Monthly Member Board Council at PAREB Center (April to June 2018)



Atty. Richard Manila
HLURB Regional Director

Courtesy call to HLURB Regional Director Atty Richard L Manila at HLURB Office Halang - June 2, 2018



Monthly General Membership Meetings - GMM (April to June 2018)

2nd CLRB Anti-Colorum... continued from p1.

play with a true-to-life dramatization with character as the following roles: a developer, colorum agents, buyers and licensed agents. The drama has emphasized the reason why there is the need to deal only with duly PRC&HLURB-accredited real estate professionals.

CLRB attends PAREB... continued from p1.

Carol Destacamento our delegation composed of 30 officers and members departed from CLRB office at 10 P.M. on a roadtrip to Baguio City aboard two rented vans and a car. A day before this trip, PAREB director Dante Salamat, VP of South Luzon Hermenegildo D. Defiesta, Sr and PAREB Past President Melinda P. Lit arrived at the venue earlier for their executives' meeting before the big event.

Our delegates were the ff.:

1. Carolina Destacamento
2. Cielito F. Sarmiento
3. Melanie L. Itable
4. Antonio C. Pacleb
5. Ruthelm R. Soriano
6. Eian Rowe V. Masongsong
7. Presentacion S. Obia
8. Dalmacio T. Comia
9. Josephine A. Dayag
10. Emiliana O. Arias
11. Oliver V. Manaig
12. Herminigildo D. Defiesta, Sr.
13. Dante A. Salamat
14. Alith A. Alzola
15. Criselle C. Criste represented by our Board Secretary Maria Clara Macaranas
16. Leon S. Tabirara
17. Aiza R. Rivas
18. Luz R. Rivas
19. Lynne A. Larona
20. Wilfredo C. Litan
21. Rizally A. Aranas
22. Jill Rose Daleon
23. Maria Rachel M. Albacite

24. Rosalind D. Avenido
25. Melinda P. Lit
26. Carlota G. Sabile
27. Marissa Tomas
28. Rodelyn Belarmino
29. Danilo J. Gallo
30. Domingo L. Gulay

We had our early breakfast along the way before the ascent to Baguio City through Maharlika Highway for reason that Kennon Road was closed due to landslides and accident a couple of days before.

Arriving early allowed us enough time to freshen up before the opening ceremony. The Call to Order and declaration of the Opening was initiated by the PAREB National President Atty. Rey D. Cartojano followed by the parade of colors and the participating boards headed by our respective presidents. We were warmly welcomed by the Baguio City's Vice Mayor Hon. Edison R. Bilog with his message. The Conference was also graced by our Guest Speakers Asec. Department of Trade and Industry Hon. Abdulgani M. Macatoman, HLURB Commissioner Hon Ria Corazon Golez-Cabrera and PRBRES Chairman Hon. Dr. Eduardo G. Ong.

The first fellowship night was highlighted with the Costume Contest for the Fire and Ice Category. Our very own Eian Rowe Masongsong garnered the first Prize for Ice-Male Category and Past President Jo A. Dayag bagged the second place with her fiery red costume for Fire-Female. The CLRB and its delegates are really the power to reckon with even with the absence of our Past President Dante S. Salamat, the perennial champion slated as Hall of Famer. Our board participation and winnings in this category, leveled seriousness. The second fellowship night, The Black Panther Party in Wakanda native

and futuristic fashion was well participated by each board. This time, much more than the prize we did not get is the enjoyment and fun we had during the fellowship and excitement watching the parade of participants in the Ms. Most Popular Lady Realtor.

Though our accommodations were not perfect and ideal with 5-6 persons in a two-bed provision, we enjoyed each other's company. We cannot blame the organizers because the number of attendees exceeded expectation. Expected participants was more or less 200 PAX only but actual delegates reached more than 450. So everybody cannot be provided with enough accommodations within the same hotel. This was a well-attended and very successful conference and kudos to the organizers. Our delegation were treated with scheduled itinerary at the strawberry farm, public market, Chinese Bell Temple, Camp John Hay and Philippine Military Academy Parade Grounds. We also attended the Sunday Mass at St. Joseph Catholic Church in Pacdal.

Before leaving Baguio, we took a side trip to to Arca's Yard for a sumptuous lunch of the native "Denengdeng dish" to our hearts and belly's delight.

We arrived Calamba at 11pm.

Procedures In The... continued from p3.

Circumstantial evidence

Indirect or presumptive evidence. Evidence that relies on inferences to a conclusion of fact. It is not drawn from direct observation. We prove other events and circumstances, other than through eyewitnesses, which tend to prove that a person committed a crime.

- Sometime there are attempts to conceal a crime. When there are

no eyewitnesses, we are forced to resort to circumstantial evidence.

Requirements of Circumstantial Evidence

- There is more than one circumstance.
- The facts from which the inferences are derived are proven.
- The combination of all the circumstances is such as to produce a conviction.

The evidence presented must constitute an unbroken chain which leads one to a fair and reasonable conclusion pointing to the accused, to the exclusion of others, as the guilty person.

Circumstantial Evidence Example:

Qualified Theft by Kasambahay

- Employer left kasambahay alone in the house
- The kasambahay has access to master's bedroom
- The kasambahay is the only person in the house at the time

- Security guard at gate of subdivision saw kasambahay exit while carrying a large bag
- Employer returned to house and found that her cash money in cabinet is missing and the kasambahay's belongings are no longer in her room.

Drafting of Complaint

- Once you have gathered your evidence, draft your complaint.
- Get a lawyer to draft the affidavits of your witnesses.
- Attach to the complaint your Secretary's Certificate and supporting documents (receipts, deeds, etc) including PRC and HLURB certificate. If the perpetrator is arrested during entrapment operation, police draft affidavits. Caution: police affidavits are rust because of the time limit they have to present the arrested person for inquest.
- Complaint must be under oath preferably before a prosecutor of the office where the complaint will be filed.

Where to File?

File the complaint in the Prosecution Office where the transaction or any of its components took place:

- Ex. Negotiation – Quezon City
- Payment – Makati City
- Registration of Deed – Mandaluyong City
- Notarization – Quezon City

References:

1. RA 9646- An Act regulating the practice of real estate in the Philippines...
2. PD 957- Regulating the sale of subdivision lots and condominiums, providing penalties for violations thereof.
3. Lecture/briefing of State City prosecutor Atty. Manuel Luis Felipe, dated May 28, 2018 Quezon City.
4. Revised Penal Code (RPC)

Stop the COLORUM PRACTICE!

Be a Legit Real Estate Practitioner



Protect the public. **Train** the colorums.
Empower the professionals.
Boost the industry.

MEMBERSHIP UPDATE

WELCOME NEW MEMBERS!



Christy C. Clemens



Anne Jane C. Gamboa



Joanne Franz Gayol



Aiza R. Rivas



Jennifer Joy G. Ragrario

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Abet Arellano
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Alicia Saturno
Alith Alzona
Anicia Rosales
Ann Villareal
Anne Jane C. Gamboa
Arnel-Tito B. Malabayabas
Arnel-Tito Malabayabas
Barnard Peralta
Carol Destacamento
Christy Clemens
Cielito Sarmiento
Consolacion Venerayon
Criselle Criste
Dalmacio Comia
Danilo Gallo
Dante A. Salamat
Darwin Himantog
Dennis Michael Mejia
Dina Lilibeth Alcantara
Eian Rowe Masongsong
Ellen Rejano
Emiliana Arias

Evelyn Candelario
Feliciano Cortez
Feliciano Tare
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Francisca Adriano
Gina Tercero
Gracia Mata
Hermegildo D. Defiesta
Jennifer Joy G. Ragrario
Joanne Franz Gayol
Joel Colo
Johnny Pecayo
Jose Pecayo
Joselito Malabanan
Juan Villa
Karen Navarro
Leon Tabirara
Lynne Larona
Manuel Adiova
Maria Mariquit Reventar
Maria Teress P. Calleja
Maria Victoria Jimenez
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Oliver Manaig
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Raquel Kim
Raul P. Reventar
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Presentacion S. Obia (2015)
Josephine A. Dayag (2013)
Vicente R. Dalanon (2011-2012)
Hermegildo D. Defiesta (2010)
Dalmacio T. Comia (2009)
Wilfredo Litan (2007)
Melinda P. Lit (2005-2006)
Adrian G. Castanares (2002)
Mario S. Barairo (1996)



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Manuel C. Adiova
Immediate Past President

CLRB 2018



Standing, from left to right:
PP Wilfredo Litan
IPP Manuel C. Adiova
PP Adrian Castanares
PP Conrado Castillo
PP Dalmacio T. Comia
PP, ND Hermenegildo Defiesta

Seated, from left to right:
PP Presentacion S. Obia
PP Josephine A. Dayag
CP Antonio C. Pacleb
Pres. Carolina C. Destacamento
PP, PNP Melinda P. Lit



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Shanata



*Actual photos

With a name that means “tranquil” or “peaceful” in Indonesian, Suntrust Shanata in Novaliches, Quezon City, has a total land area of 33, 420.50 square meters with an estimated 1,544 residential units in 12 clusters. The community features resort-style amenities such as a full two-storey clubhouse, children's playground and pool, lap pool, spa, gym and function rooms.



*Actual photos