

JANUARY 4, 2019

THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®



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DON'T MISS THE NEWS!

New Tuesday Meetings!
Starting: January 8, 2019
Opening Speaker:
2019 President J.P. Shamshoian:
Real Estate Forecast

New Time: 9:00 AM

Morning Brew provided by a local Coffee Shop





FRESNO
ASSOCIATION of
REALTORS®

Leadership Academy Application

Thank you for your interest in the F.A.R. Leadership Academy. Please fill out this application and send to Mary Van Ness at mvanness@fresnorealtors.com

Questions? Please call 559-490-6400

Requirements for Applicant: Must be a member in good standing, Current contributor of \$148 to the REALTOR® Action Fund, able to attend an Academy Orientation (TBD), attend each quarterly session to be held on Thursday, February 7 – Tuesday, March 19 – Wednesday, May 1 – Thursday, July 11 – Thursday, September 12. The sessions will be at the FAR office, no longer than 3 hour per session. Sessions will include but not limited to: Advocacy, Community Outreach, Organizational Structure, Professional Standards.

NAME

PHONE

EMAIL

YEARS OF EXPERIENCE

Please provide a brief bio:

Why do you want to be in the FAR Leadership Academy?

Tell us one fun thing about you!

LEADERSHIP ACADEMY

Are you interested to learn more about your Association? Thinking about getting more involved at FAR? Our inaugural Leadership Academy is now accepting applications. Sessions will include the Organizational Structure, Advocacy and more.

Application deadline is Monday, January 7, 2019. The sessions will take place at FAR during the day from February – September.

California Housing Market Update

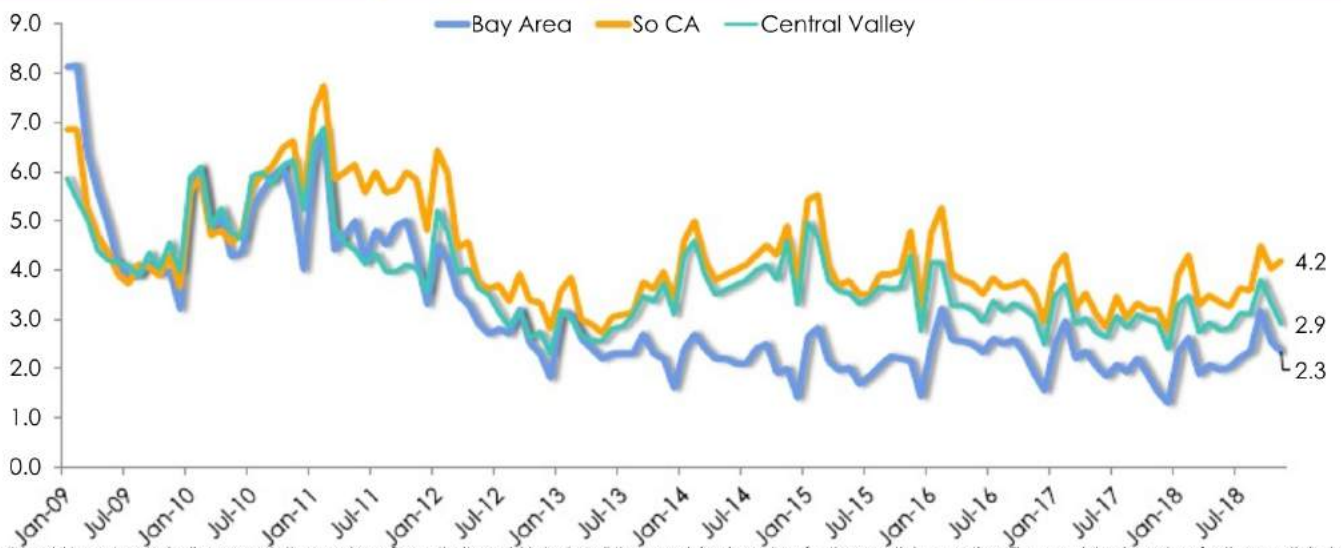
Monthly Sales and Price Statistics
November 2018



CALIFORNIA
ASSOCIATION
OF REALTORS®



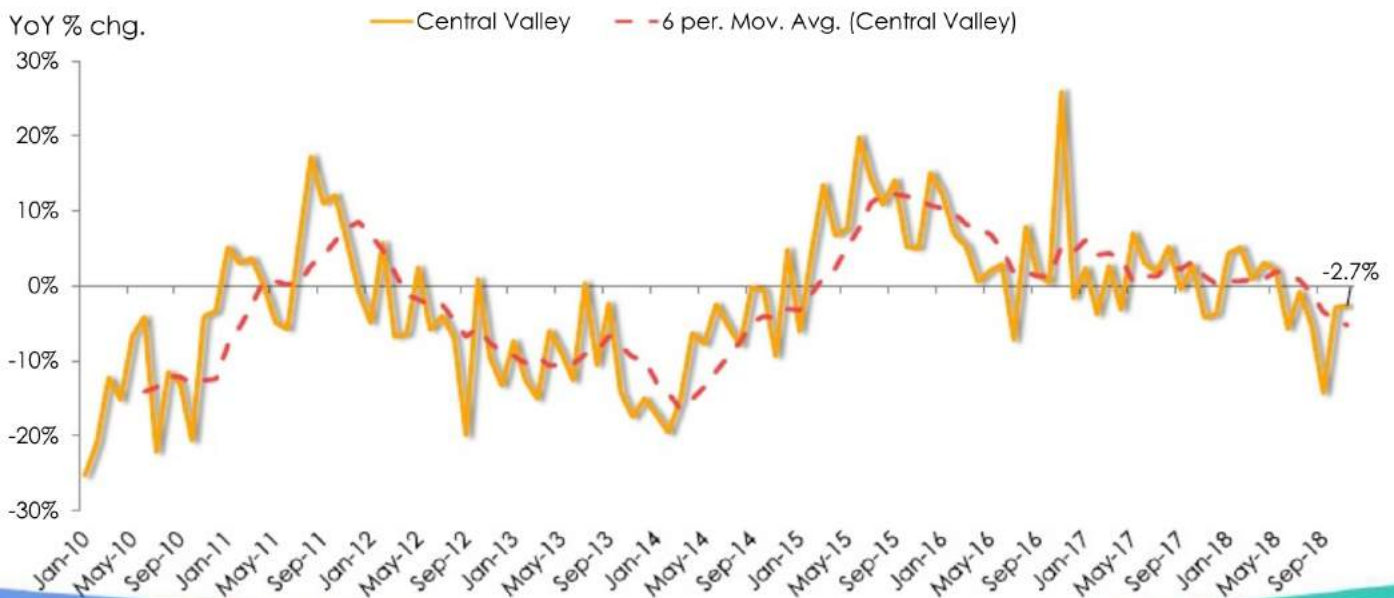
Inventory Growing as Sales Fall



SERIES: Unsold Inventory Index of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®



Central Valley Sales: Declining Trend



SERIES: Sales of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

*Sales are not seasonally adjusted and annualized

Current Sales and Price Statistics

Click any image to see the full report

| November 2018 | Median Sold Price of Existing Single-Family Homes | | | | | | Sales | | |
|-------------------------------|---|-----------|--|-----------|---|-------------------|-------------------|-------------------|-------------------|
| State/Region/County | Nov-18 | Oct-18 | | Nov-17 | | Price MTM% Chg | Price YTY% Chg | Sales MTM% Chg | Sales YTY% Chg |
| CA SFH (SAAR) | \$554,760 | \$572,000 | | \$546,820 | | -3.0% | 1.5% | -3.9% | -13.4% |
| CA Condo/Townhomes | \$465,770 | \$476,440 | | \$451,250 | | -2.2% | 3.2% | -19.1% | -17.4% |
| Los Angeles Metropolitan Area | \$512,000 | \$516,000 | | \$500,500 | | -0.8% | 2.3% | -14.0% | -10.1% |
| Central Coast | \$672,500 | \$669,500 | | \$685,000 | | 0.4% | -1.8% | -15.9% | -18.0% |
| Central Valley | \$320,000 | \$320,000 | | \$310,000 | | 0.0% | 3.2% | -11.7% | -3.9% |
| Inland Empire | \$363,620 | \$359,000 | | \$340,000 | | 1.3% | 6.9% | -12.2% | -6.7% |
| S.F. Bay Area | \$905,000 | \$958,800 | | \$900,000 | r | -5.6% | 0.6% | -12.7% | -11.5% |

| Central Valley | Nov-18 | Oct-18 | | Nov-17 | | Price MTM% Chg | Price YTY% Chg | Sales MTM% Chg | Sales YTY% Chg |
|----------------|-----------|-----------|---|-----------|--|-------------------|-------------------|-------------------|-------------------|
| Fresno | \$265,750 | \$272,000 | | \$264,000 | | -2.3% | 0.7% | -6.4% | -2.9% |
| Glenn | \$225,000 | \$253,000 | | \$232,000 | | -11.1% | -3.0% | 12.5% | -5.3% |
| Kern | \$235,250 | \$240,000 | | \$235,000 | | -2.0% | 0.1% | -14.8% | -1.8% |
| Kings | \$222,000 | \$229,000 | | \$230,000 | | -3.1% | -3.5% | -3.4% | 6.3% |
| Madera | \$265,000 | \$254,950 | | \$245,000 | | 3.9% | 8.2% | 2.1% | -2.0% |
| Merced | \$261,930 | \$271,850 | r | \$255,000 | | -3.6% | 2.7% | -22.5% | -13.0% |
| Placer | \$461,000 | \$470,000 | | \$450,000 | | -1.9% | 2.4% | -5.1% | -13.6% |
| Sacramento | \$365,000 | \$360,000 | | \$349,900 | | 1.4% | 4.3% | -10.2% | -7.1% |
| San Benito | \$583,200 | \$597,000 | | \$649,880 | | -2.3% | -10.3% | -4.3% | 10.0% |
| San Joaquin | \$365,000 | \$369,200 | | \$360,500 | | -1.1% | 1.2% | -20.1% | 17.5% |
| Stanislaus | \$310,000 | \$319,000 | | \$298,750 | | -2.8% | 3.8% | -17.2% | -9.2% |
| Tulare | \$237,400 | \$232,000 | | \$215,000 | | 2.3% | 10.4% | -16.2% | -2.5% |



Start something new
this year!

Check out the Welcome
Home Radio Podcast
Available Here

Our Deepest Condolences
to the friends and family of longtime
REALTOR® member
Julie Leonard
who recently passed away

LAND USE IN CALIFORNIA

CALIFORNIA LAND USE WORKING PAPER SERIES

California's housing crisis has prompted public leaders and citizens alike to examine the policies and practices that shape the state's use of land, including how and where housing gets built and preserved. Using a brand new set of data profiling land use policies and practices in 252 cities and 19 unincorporated county areas across California, this working paper series will explore important questions about the relationship between California's land use and housing policies and their impact on the state's residents and communities.

✉ Subscribe to receive email alerts when new papers are posted

Terner Center + Center for California Real Estate

The Terner Center for Housing Innovation and Center for California Real Estate together will present a working paper series, authored by leading academics and researchers from across the country. Utilizing the Terner Center's newest [Land Use in California database](#), researchers will explore the implications of California's local and state policies on the production of housing, including what kind of housing gets built, who gets to live in that housing, and the connection between housing and employment opportunities. The first paper will be released in early 2019.

Disaster Relief Grants now available for Homeowners and Renters

California's ongoing wildfires in Northern and Southern California have destroyed thousands of structures and taken numerous lives, and one entire town has been wiped away. Thousands of people have been displaced and need homes.

Through its Disaster Relief Fund, C.A.R. stands ready to help REALTOR® family members who have been impacted by these disasters. The Association established the fund in the wake of the 2003 California wildfires. Grants provided by the fund are used to help members of the REALTOR® family -- REALTORS®, their staff, and Association members and their staff -- who have incurred substantial losses due to wildfires and other disasters by distributing grants of \$1,000 to \$10,000. If you are a REALTOR® who has been impacted by the wildfires, you may make an application to request a grant from the C.A.R. Disaster Relief Fund by calling Sharlena Bernard at (213) 739-8297 or e-mail sharlenab@car.org.

Any C.A.R. member wishing to help those in our REALTOR® family who have been harmed by the fires in California or other disasters can **donate online here** or make a contribution directly to California Community Foundation at 221 S. Figueroa St., Ste. 400, Los Angeles, CA 90012. Please make checks payable to the California Community Foundation and write "C.A.R. Disaster Relief Fund" on the memo line. For resources and more information about the **C.A.R. Disaster Relief Fund**.

Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

Tues.

08

11:30am – Lunch and Learn:
Rapatttoni Training

Tues.

08

9:00am – Tuesday Home Tour
Speaker: J.P. Shamshoian
1:30pm – CRMLS Training
Topic: Managing your Listings in
Matrix

Tues.

15

9:00am – Tuesday Home Tour
Speaker: CAR President: Jared Martin
10:30am – Zipforms / Digital Ink
Training

Thurs.

10

8:30am – New Member Orientation

Thurs.

17

10:30am – RPR Training

Fri.

11

8:30am – Investors / Exchangors

Fri.

18

8:30am – Investors / Exchangors

The F.A.R. and Yosemite Gateway Branch will be closed January 21, 2019 in
observance of Martin Luther King Jr. Day

**JOIN US IN FRESNO ON JANUARY 22ND TO LEARN HOW YOU
CAN EFFECTIVELY COMPETE AGAINST THE NEW TECHNOLOGY
PLATFORMS!! GET INFORMED AND BE PREPARED FOR 2019!**

*In collaboration with The Career Compass, the CA Association of Mortgage Professionals presents the **ONLY** class in California **teaching RE Agents** **HOW TO COMPETE** with new tech platforms.*

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**And... THE CAREER COMPASS
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What: Luncheon, Education, Networking
Who: All Real Estate and Mortgage Professionals
Where: Fort Washington Golf & Country Club
10272 N. Millbrook Ave., Fresno
(Business attire - please no jeans)
When: Tuesday, January 22nd, 2019
12:00 PM - 3:00 PM
Registration begins at 11:30
Cost: \$20 CAMP Members
\$30 Non-Members
(Price includes lunch -pay at the door)
RSVP: Please RSVP to campcv@gmail.com by
Friday, January 18th
Phone: Please direct inquiries to 559.347.8000

**Seating is limited!
Register early!**

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With roots in the Central Valley, we pride ourselves in establishing partnerships with local, trustworthy builders and real estate companies.



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