

APRIL 2019

## Spring is here!

The weather is warming up and the F.A.R. office is buzzing with excitement for all the events and programs coming up this month. We've got a full calendar of opportunities for you to gain knowledge, build your network, and most of all, have FUN as a REALTOR®. Join us for F.A.R. Sunset Fest later this month, get your golf teams ready, and take full advantage of the resources we offer our members.

Please take a look below, mark your calendars, and sign-up for the upcoming events. We look forward to connecting with you and welcoming in spring here in the Central Valley!

Cheers,  
The FAR Team



# April 2019

*All events are held at the Fresno Office unless otherwise noted.*

SUN	MON	TUE	WED	THU	FRI	SAT
	1 - 11:00am TECH Q&A @YGB	2 - 9:00am MLS HOME TOUR - 1:30pm CRMLS @YGB	3	4 - 8:30am MLS HOME TOUR @ YGB - 9:00am CRMLS	5 - 8:30am I / E	6
7	8 - 11:00am TECH Q&A @YGB	9 - 8:00am GOLF SIGN-UPS - 9:00am MLS HOME TOUR - 10:15am FORMS	10 - 2:00pm RPA INTERACTIVE	11 - 8:30am MLS HOME TOUR @ YGB - 9:00am WAKE-UP YPN	12 - 8:30am I / E - 5:30pm - FAR SUNSET FEST @PARK PLACE	13
14	15 - EXPRESS KEY BILLS DUE - 11:00am TECH Q&A @YGB	16 - 9:00am MLS HOME TOUR - 10:00am AFFILIATE - 2:30pm CP&RP	17	18 - 8:30am MLS HOME TOUR @ YGB - 2:30pm SEARCH	19 - 8:30am I / E - 12:00pm - FAR CLOSED	20
21	22 - 11:00am TECH Q&A @YGB	23 - 9:00am MLS HOME TOUR - 10:30am RPR TRAINING	24 - 2:30am ZIP	25 - 8:30am NEW - 8:30am MLS HOME TOUR @ YGB - 2:30pm CLERK	26 - 8:30am I / E	27
28	29 - 11:00am TECH Q&A @YGB - 2:00pm HUD (Stream @ YGB)	30 - 9:00am MLS HOME TOUR - 10:30am CRS				

## Calendar Key

YGB = Yosemite Gateway Branch, Oakhurst

I/E = Investors Exchangors

FORMS = Know Your Forms

CRMLS = CRMLS Training

NEW = New Member Orientation

HUD = HUD Training

ZIP = ZipForms & Digital Ink

BRAND = Promoting Your Personal Brand & Engaging Clients in Matrix

CLERK = Clerical Training & Renewal

### MLS Trainings in Rapattoni:

CP&RP = Client Portal & Reverse Prospecting

SEARCH: Searches in Rapattoni Training

CRS = CRS Data Training

RPR = Creating CMAs in RPR

[View Complete F.A.R. Calendar Online](#)

[Community Real Estate Council - Events & Contacts](#)

**Join the Fun!**

Click the flyers below for more info and/or tickets.





## Knowledge is Power!

Click below to sign-up for these upcoming education courses:

**KNOW YOUR FORMS  
MONTHLY SERIES**  
 Every Second Tuesday  
 from 10:15 am to 11:30 am  
 at F.A.R. & streamed  
 Must register in advance 559-490-6400

**Tuesday, April 9th**  
**C.A.R. Form BRE  
Buyer Representation Agreement**  
 Presented by  
 Jose Reyna

**REGISTER ONLINE**

Fresno Association of REALTORS® Education Committee

**INTERACTIVE  
RESIDENTIAL PURCHASE  
AGREEMENT SUMMARY  
FOR CONSUMERS**

**In Plain English**

**Wednesday, April 10<sup>th</sup>**  
**From 2 PM - 3:30 PM at F.A.R.**  
 6720 N. West Ave. Fresno

**Dave Kidder, Moderator**

Please call to register at (559) 490-6400

**REGISTER ONLINE**

## Important Reminder:

### XpressKEY Billing - Due now!

Be on the lookout for your annual XpressKEY Access & all co-ops bill. This billing period covers March 1st, 2019 through February 29th, 2020. This bill is due and payable upon receipt, but will not be delinquent until April 16th, 2019. If your key bill is not paid by April 15th,





2019, access will be suspended until payment is received.

## Member Benefits - just for you!



### Veterans Opportunity Program

Be sure to take advantage of our Veterans Opportunity Program (V.O.P.), where sellers can receive a \$2,000 credit at the close of escrow. The program is brought to you by F.A.R.A.F. and is eligible for the first 25 successful closings. We still have funds available, so be sure to market this opportunity to your clients!

[Click here to download the V.O.P. form](#)



### Scholarships Available

Thanks to the F.A.R. & Affiliates Charitable Foundation, two-year and four-year college student scholarships are available! Those eligible for consideration to receive scholarship grants must be a child or grandchild of a Fresno REALTOR® and shall be a high school senior currently enrolled in a 2-year or 4-year program at a college or university.

**Application Deadline: April 30, 2019**

[Click here for complete information.](#)

## Give Back:

For future families in need, please help [Terry's House](#) keep the kitchen, pantry, and closets stocked with the most commonly used household items.

[VIEW THE WISH LIST](#)



**Community  
Outreach**



## Are you being PROFESSIONAL?

When preparing to show a home you must read the showing instructions—WHEN it says make appointment do just that—in the event you can't make it—you **MUST CANCEL**—nothing worse than a selling agent and client getting everything ready to show, even leaving the home and you never show—this just makes the REALTOR® professional look really bad. Please show respect to your fellow agents and clients

## FAR Nominating Committee has been named!

Per the FAR Bylaws, the Immediate Past President, at least ninety (90) days prior to the Annual Meeting, shall appoint a nominating committee of five (5) REALTOR® Members including himself/herself as Chairperson and shall immediately notify the Membership of this Committee. The Nominating Committee shall nominate a slate of REALTOR® members at least equal to the number of vacancies that will occur in the next year. The names of the nominees shall be reported to all REALTOR® Members at least sixty (60) days prior to annual meeting.

2020 FAR Nominating Committee members are: Brandon Gonzales (Pas President), Kristy Henry, Gretchen Sullivan, John Carey Jr., and Bob Wiginton. There will be three (3) vacancies for a three-year term. If you have any questions, please contact any of the above or Mary Van Ness at (559) 490-6400.

**[Click here to download the Candidate Application Form.](#)**

**Please remit no later than April 24, 2019 at 5:00pm.**

### Stats & Resources:



#### LOCAL

Want a quick summary of the most recent market statistics from Fresno & Clovis? [Click here to listen to our "Market Minute" report.](#) Want to dig deeper into the stats? [Click here to download the complete TrendVision Report for March.](#)



#### STATE

Gov. Newsom has been invited to speak at C.A.R.'s Legislative Day, May 1 in Sacramento. More than 2,000 REALTORS® are expected to attend. Get a full update on what state policies have been proposed to build more housing across the state. [Click here to learn more on CAR.org](#)



#### NATIONAL

New findings from a National Association of Realtors® survey show that more Americans believe that now is a good time to purchase a home. NAR's chief economist Lawrence Yun says several factors are helping to improve the attitudes of potential homebuyers. [Click here to read the complete article.](#)

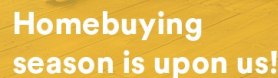
## Thanks to our Affiliate Advertisers!

[Click each image for a full-view PDF of each promotion:](#)





FRESNO  
ASSOCIATION of  
REALTORS®



**Guild**  
mortgage  
OWN WHAT MATTERS

Gold Mortgage Company is an Equal Housing Lender NMLS # 3274, Fresno Branch NMLS # 3724467. I am authorized to conduct business in the state of California. Licensed by the Department of Business Oversight under the California Real Estate Mortgage Lending Act. Gold Mortgage Company is not available to conduct any substantial business. (004-10-00). This is a paid advertisement, and is not sponsored or endorsed by, nor affiliated with, The Bureau of Consumer Financial Protection.

Alameda Mortgage Corporation, NMLS #271603, licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. This is a paid advertisement, and is not sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®.



- Specializing in high value homes
- Multi-Policy, Safe Driver and Good Student Discounts
- Headquartered in the Central Valley since 1984

Home &amp; Auto Lic No. 0660193

**Visalia** at 3833 W. Caldwell Ave. (across from Winco Foods)  
**Fresno** at 790 W. Shaw Ave. (Fig Garden Village)  
**Clovis** at 1660 Herndon Ave. (Herndon & Fowler)

(659) 255-1090  
www.expressinsurance.com

personalexpress



This is not advertisement and is not intended or endorsed by any affiliated with The Estate Association of REALTORS®

# KINGS MORTGAGE SERVICES, INC.

Proudly Serving the Central Valley for Over 20 Years

Gerald Hayes  
Selma Branch Manager  
NMLS#283054  
559-917-9595



Kaylee Wood  
Fresno Branch Manager  
NMLS#1031832  
559-349-0272

Lizette Hartzel  
NMLS#102675  
559-743-5546

Steve Martin  
NMLS#1519108  
559-360-3158

Raia Zamora  
NMLS#1671026  
559-856-3444

Nadia Hernandez  
NMLS#1655627  
559-410-1087



@kingsmortgage

Kings Mortgage Services, Inc.

685 W. Alluvial Ave  
Fresno CA 93711  
559-432-5100

1533 7th St  
Sanger CA 93657  
559-399-3184

2020 High Street  
Selma CA 93662  
559-318-9931

[WWW.KINGSMORTGAGE.COM](http://WWW.KINGSMORTGAGE.COM)

Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act 109L581044E



Water Well  
Inspection

Kings River Drilling &  
Pump Service  
Ask for Tom 875-6699

This is a paid advertisement, and is not sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®.



FRESNO  
ASSOCIATION of  
REALTORS®



Fresno Association of REALTORS® | [fresnorealtors.org](http://fresnorealtors.org)

6720 N. West Avenue Fresno, CA 93711 | (559) 490-6400

Office Hours: Mon/Tues/Thu/Fri: 8:00am - 5:00pm | Wed: 9:00am - 5:00pm | Sat/Sun: Closed

© 2019 | All rights reserved.