

AUGUST 2019

Dear F.A.R. Members,

We hope this email finds you well, enjoying the last days of summer and managing to stay cool in this valley heat! Take a look below at some important reminders for the month ahead including events, local stats, tips for REALTORS, member benefits, and more! We hope you caught Gov Hutchinson, C.A.R. Sr. Legal Counsel (pictured below) who always draws a crowd for his Legal Updates at F.A.R.

We urge you to always be looking for ways to get the most out of your F.A.R. membership, and continuing to best serve your clients by expanding your knowledge through our education courses and specialized certifications.

"An investment in knowledge pays the best interest."

-Benjamin Franklin

Wishing you all the best this August!

~ The Fresno Association of REALTORS®



August 2019

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

SUN	MON	TUE	WED	THU	FRI	SAT
				1 - 8:30am MLS HOME TOUR @YGB	2 - 8:30am I / E	3
4 - 11:00am TECH Q&A @YGB CANCELLED	5	6 - 9:00am MLS HOME TOUR - 10:30am CP&RP - 1:30pm Cloud Agent Suite @YGB	7 - 9:00am FAR OPEN	8 - 8:30am MLS HOME TOUR @YGB - 9:00am WAKE-UP YPN	9 - 8:30am I / E	10
11 - 11:00am TECH Q&A @YGB	12	13 - 9:00am MLS HOME TOUR - 10:15am KYF - 2:30pm SEARCH	14 - 9:00am FAR OPEN	15 - 8:30am MLS HOME TOUR @YGB - 10:30am ZIP	16 - 8:30am I / E CANCELLED	17
18 - 11:00am TECH Q&A @YGB	19	20 - 9:00am MLS HOME TOUR - 10:30am RPR	21 - 9:00am FAR OPEN	22 - 8:30am NEW - 8:30am MLS HOME TOUR @ YGB	23 - 8:30am I / E	24
25 - 11:00am TECH Q&A @YGB - 2:00pm - HUD	26	27 - 9:00am MLS HOME TOUR	28 - 9:00am FAR OPEN - 10:30am CLERK	29 - 8:30am MLS HOME TOUR @ YGB - 10:30am CRS	30 - 8:30am I / E	31

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

AGENT = Agent Essentials & 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 - August 2019
Calendar

Make the most of August!

Read & click below for more information about each event.

JOIN UP & GIVE BACK

FAR YPN ANNUAL BACKPACK DRIVE

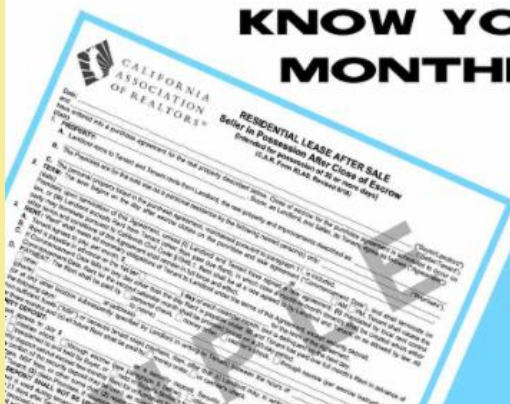


AUGUST
8
9 AM

FRESNO ASSOCIATION OF REALTORS®
[CLICK FOR MORE DETAILS](#)



KNOW YOUR FORMS MONTHLY SERIES



Every Second Tuesday
10:15 AM to 11:30AM

Tuesday, August 13th

C.A.R. Form RLAS
& C.A.R. Form SIP
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@ F.A.R. &
streamed

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more info](#)

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**Thursday,
September 5th
and Friday,
September 6th
@ FAR**

Two Scholarships are available
from F.A.R.A.F. for this
certification course.

PROPERTY DIRECTIONS TIP: "Google It" Isn't Enough

Hello FMLS! "Google it" is such a popular phrase with technology being more reliant than ever. Although "Googling" comes in handy when your trying to figure out whether an avocado is a fruit or a vegetable and "Use GPS/Maps" is helpful when meeting your friends at the new pizza place downtown, it is not recommended or supported by the description of the "Directions to Property" field. This section should include detailed driving directions to find your Listing. These directions are crucial when an agent is showing your property, sending a Client Detail Report and especially for those of us who still like to rely on good 'ol fashion directions. Let's work

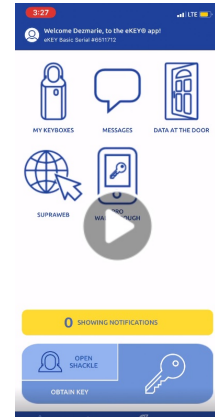


together and keep our MLS Database as accurate as possible. By the way, an avocado is a fruit (thanks Google). Thank you!

E-KEY TIP: *How to Program Your CBS Code*

Check out this quick and helpful video by our very own Dezmarie Tovar demonstrating how to locate and change the CBS code and other helpful tools programmed in your eKey lock box. More questions? Give us a ring at (559) 490-6400.

[Click here to watch the video.](#)



Member Benefits - just for you!



Veterans Opportunity Program

Tell your new listings how they can receive \$2,000 without being a veteran!

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!

- The seller does not need to be a veteran!
- Offer this program to **NEW listings**. Documents must be signed at time of listing in order to enroll.
- Only traditional sales qualify, and max sales price is \$300,000
- Seller and Buyer must be represented by a REALTOR® Member
- The \$2,000 incentive will be paid only if seller accepts an offer from a qualified, first time occupant veteran buyer who is pre-approved for a VA loan.

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

Discount Game Tickets

Bulldogs vs Minnesota Gophers
Saturday, Sept. 7th @ 7:30pm

Come join your Fresno Association of Realtors family, friends and fellow realtors as the 'Dogs



take on the Minnesota Gophers in the 2019 Home Opener. All tickets will be located together in Section 17. **Tickets are \$25, a savings of 33%.** Tickets will be delivered via email. You may share the link after you buy tickets, so others have the opportunity to sit next to you. [Click here to purchase tickets!](#)

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, most recent TrendVision Report for July 2019.](#)



STATE

On July 25th, the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) issued a statement on new endorsements of Sen. Scott Wiener's (D-San Francisco) Senate Bill 50, which encourages the development of mid-rise and multifamily housing construction around major transit hubs. [Click here to read the full statement on CAR.org](#)



NATIONAL

The Federal Reserve just cut interest rates for the first time since the Great Recession took hold in 2008. The federal funds rate, which is what banks charge one another for short-term borrowing, will now hover between 2% and 2.25%, according to news reports. [Click here to read the full article on REALTOR® Magazine.](#)



Congrats, Suzie Guluzian!

Congratulations to fellow FAR Member Suzie Guluzian, winner of our "Summer Fun Time Basket" raffle. We hope you enjoy your basket of goodies to help beat the heat! The drawing was brought to you by the Fresno Association of REALTORS® and AFFILIATES Foundation and proceeds will benefit local scholarships. Thanks to everyone who participated and best wishes on our next raffle!

Our Deepest Sympathies

We send our heartfelt condolences to the following FAR Members, and/or their friends and

- Erma Carter Olsen
- Amos Emerzian
- Sofie Kellogg
- The father of Joan Jolly
- The mother of Nikki Thomas



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1. We're Taking The Lead At Mid Valley Financial, we make the loan process fast and simple.	2. Local With roots in the Central Valley, we offer services in establishing partnerships with local, trustworthy businesses and real estate companies.	3. Convenience We use the latest technology to make the loan process as easy as a mouse click for all our clients.
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Office Hours: Mon/Tues/Thu/Fri: 8:00am - 5:00pm | Wed: 9:00am - 5:00pm | Sat/Sun: Closed

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