



DECEMBER 2019

Dear F.A.R. Members,

The holiday season is in full swing, and we are grateful for you, our hard-working and committed members who do so much for the real estate industry and the greater community as a whole.

We'd like to congratulate our incredible Fresno YPN group for their many noteworthy achievements in 2019. Shortly after gathering, assembling, and distributing 200+ holiday meal boxes to under-resourced schools in the Fresno area, our YPN representatives attended the N.A.R. Awards Soiree in San Francisco and received the Medium **Network of the Year** award for the entire country! Hats off to this amazing group and we wish them all the best in 2020 as they embark on new adventures.

Please take a look below at the events and classes coming up this month and be sure to mark your calendars and purchase tickets for our Installation Dinner on Friday, January 10th at the historic Grand 1401 in Downtown Fresno.

Wishing you all a wonderful December and a Merry Christmas!

~ The Fresno Association of REALTORS®







## Farewell to Mary Van Ness!


Wednesday, December 18th | 4-7pm Open House

Our beloved Mary Van Ness, Executive Vice President of FAR, will be retiring at the end of the year. A dedicated, selfless, capable, and caring soul who has served this association masterfully for 36 years, Mary's presence here at the association will be missed by all, and we wish her nothing but the best in this next chapter of life. Join us for an open house style wine reception in her honor on Wednesday, December 18th at Five Restaurant. We love you Mary!



# December 2019

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

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3 - 9:00am MLS HOME TOUR	4 - 9:00am FAR OPEN - 2:30pm SEARCH	5 - 8:30am MLS HOME TOUR @YGB - 9:00am CRMLS - 2:30pm CP&RP	6 - 8:30am I / E	7 
8	9 - 9:00am MLS HOME TOUR - 10:15am KYF - 2:30pm RPR	10	11 - 9:00am FAR OPEN	12 - 8:30am MLS HOME TOUR @YGB - 9:00am WAKE-UP YPN - 10:30am CRS - 2:30pm MLS TOUCH	13 - 8:30am I / E	14 9-10am RADIO
15	16 - 9:00am MLS HOME TOUR & ORNAMENT EVENT / UGLY SWEATER - 2:30pm ZIP	17 - 9:00am FAR OPEN - 3:30pm FAR CLOSED - 4:00pm RECEPTION FOR MARY VAN NESS	18	19 - 8:30am MLS HOME TOUR @YGB - 1:00pm CLERK	20 - 8:30am I / E	21 9-10am RADIO
22	23	24 OFFICES CLOSED AT NOON	25 OFFICES CLOSED MERRY CHRISTMAS!	26	27 - 8:30am I / E	28 9-10am RADIO
29	30	31 OFFICES CLOSED AT NOON	JAN 1 OFFICES CLOSED HAPPY NEW YEAR!	JAN 2	JAN 3 - 8:30am I / E	JAN 4 9-10am RADIO

## Calendar Key

YGB = Yosemite Gateway Branch, Oakhurst  
I/E = Investors Exchangers  
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  
RADIO = Welcome Home Radio on ESPN 940AM

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 - December 2019  
Calendar

**Make the most of December!**

Read & click below for more information about each event.



# KNOW YOUR FORMS MONTHLY SERIES

## Every Second Tuesday

10:15 AM to 11:30 AM @ F.A.R. & Streamed.

Tuesday, December 10th

**COMPS, TECHNIQUES & RESOURCES**



Are you utilizing your  
member benefits?

### MLS-TOUCH

to be exact! Brand & Share, Stats, Hotsheets.... want to learn more? Join us at the FAR Office on Thursday, December 12 at 2:30 pm. Call FAR at (559) 490-6400 to register or register through your online portal.



### MLS Ornament Exchange

*FAR Office*

*Tuesday, December 17<sup>th</sup> at 9 AM*

*In place of the MLS Meeting & Speaker*

*(No Caravan this week) Refreshments Included*

*Bring a wrapped Ornament &  
Don't forget the Ugly sweater!*



### Gift Card Christmas Trees

**Each Tree w/ornaments & over  
17 Gift Cards - \$1000.00 value**

**\$5 a ticket or 5 for \$20**



\*\*\* **Save the Date!** \*\*\*

**2020 Installation | Friday, January 10th**

Tickets on sale beginning Monday, Dec. 9th



# *In the Spirit of Cooperation*

Please Join the Fresno Association of REALTORS®  
Installation of 2020 President Don Scordino and his Leadership Team  
Friday, January 10, 2020 at The Grand - Doors open at 6 pm  
Tickets go on sale Monday, December 9, 2019  
and are \$65 each or \$600 per table of 10

## Time to nominate your REALTOR® & Affiliate of the Year!

The time has come to nominate your annual REALTORS® & Affiliates of the year for both FAR & YGB. Please click the links below to download nomination forms for each.

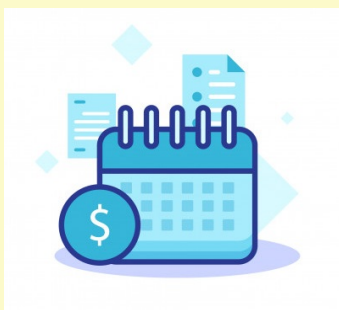
**F.A.R. Awards** (Nominations due by 12/20/19)

- [FAR REALTOR® of the Year - Form](#)
- [FAR Affiliate of the Year - Form](#)



**Y.G.B. Awards** (Nominations due by 12/10/19)

- [YGB REALTOR® of the Year - Form](#)
- [YGB Affiliate of the Year - Form](#)



### MLS Bills are due by Dec. 16th

MLS Dues have been mailed out and are due before Monday, December 16th. Non-payment will result in a 10% late fee applied. These MLS dues billings are for November 1st, 2019 through April 30, 2020.

[Click here to pay securely online.](#)

## Veterans Opportunity Program

### New & Improved Requirements

Buyers agents can now apply for program prior to offer acceptance. Earn a \$2,000 credit for sellers!

Submit the signed Addendum to Exclusive Listing Agreement and Listing Agent Participation and Agreement Form to FARAF. Program documents are to be included with purchase



contract and attached to any counter offers with qualified Veteran Owner Occupant Buyer. [Click here to download revised VOP forms.](#)



## WELCOME New REALTOR® Members!

Join us in welcoming our newest REALTOR® Members! Since last month, we have welcomed 38 new members to our F.A.R. family. Every month we'll be highlighting these newest REALTORS® in REAL NOTES.

[Download the full list of new members.](#)

## Stats & Resources:



### LOCAL

Want a quick summary of the most recent market statistics from Fresno & Clovis? [Click here and listen to our "Market Minute" report for November 2019.](#)

Want to dig deeper into the stats? [Click here to download the complete, most recent TrendVision Report for November 2019.](#)



### STATE

C.A.R. installed its 2020 Leadership Team. Leading the team is C.A.R. President Jeanne Radsick, a Central Valley real estate broker in Bakersfield, Calif. Serving with Radsick are President-elect Dave Walsh, Treasurer Jennifer Branchini and Chief Executive Officer Joel Singer. [Click here to read more about the 2020 C.A.R. Leadership Team.](#)



### NATIONAL

Second Century Ventures, the strategic investment arm of the National Association of REALTORS®, is on the hunt for the next big tech tool that could revolutionize the real estate industry. Applications for its 2020 Reach and Reach Commercial technology accelerators are due by January 31, 2020. [Click here to learn more and apply.](#)

## Our Deepest Sympathies

We send our heartfelt condolences to the friends and family of REALTOR® member Barbara Basila who recently passed away, as well as to REALTOR® member Robert Roy,



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ASSOCIATION of  
REALTORS®

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We can help!**

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lbeltran@guildmortgage.com

**Patty Grissom**  
Loan Officer  
NMLS #3550159  
M: 559.307.7611  
pggrissom@guildmortgage.com

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OWN WHAT MATTERS

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## BUILDING AND MAINTAINING RELATIONSHIPS FOR OVER 30 YEARS

We strive to not just find the loan you need,  
but to create a lasting relationship for continual  
excellent service you can trust.

### YOUR PREMIER COMMERCIAL & RESIDENTIAL MORTGAGE LENDER

Mid Valley Financial is the Central Valley's premier residential and commercial mortgage lender. We pride ourselves on offering some of the lowest rates and making the loan process fast, simple and straight forward for borrowers seeking an inexpensive mortgage in California. Whether you are a first time buyer, purchasing your dream property, refinancing an outstanding loan, or consolidating debt, our highly experienced loan officers can help you take the first step toward a financial solution. As California's leading mortgage company we guarantee the typically dream-out loan process by preapproving borrowers within one hour! Our goal at Mid Valley Financial is not only to provide our clients with the best loan options and lowest mortgage rates, but also to create meaningful relationships our clients will trust for many years to come.

**1** We're Taking The Lead  
As California's leading mortgage lender, we make the loan process fast and simple.

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

**3** Convenience  
We use the latest technology to ease the loan process and create a smooth process for all our clients.

**4** No Waiting Around  
We preapprove borrowers within one hour!

**5** Inexpensive  
Mid Valley Financial has been proudly financing dreams in the Central Valley since 1984.

**6** Who We Are  
Our goal is to provide excellent service through lasting relationships with all of our clients.

[mvloans.com](http://mvloans.com)

7544 North Palm Avenue Fresno, CA 93711 | 559-549-5617 | [info@mvloans.com](mailto:info@mvloans.com)

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## Low Rates with the Local Advantage!

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

Home & Auto Lic No. 0660193

### Three Convenient Local Offices!

**Visalia** at 3833 W. Caldwell Ave. (across from Winco Foods)  
**Fresno** at 790 W. Shaw Ave. (Fig Garden Village)  
**Clovis** at 1960 Herndon Ave. (Herndon & Fowler)

(559) 256-1090  
[www.expressinsurance.com](http://www.expressinsurance.com)

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**REALTORS®**



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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

**Yosemite Gateway Branch:** 40298 Junction Drive, Suite B, Oakhurst, CA 93644

**YGB Hours:** Mon/Tues: 8:30am - 3:30pm | Thu: 8:00am - 3:30pm | Wed/Fri/Sat/Sun: Closed

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