



DECEMBER 2020

Dear Members,

What a year 2020 has been. Through it all, our members have shown adaptability and resilience even in the face of a worldwide pandemic and ever-changing restrictions. The year began with our Association adapting to not having Mary Van Ness at the helm after 33 years, although Gerard Lozano filling in made it feel seamless. Then in October, Gerard passed away unexpectedly and left a huge void in our hearts. We are incredibly grateful to Mary for stepping back in as our interim leader, allowing our team to continue moving forward in the face of grief.

The challenges of 2020 have forced us to face the future head on, and assess how we can best pivot to serve our members. In January, our Board of Directors made an offer on a larger office space in North Fresno, then amidst the pandemic and state-wide shutdowns, the Board made the difficult but necessary decision to cancel the purchase. In November, the Board faced a similar decision with the Yosemite Gateway Branch (YGB) and voted to not renew the YGB office lease after March 2021. We will be searching for other solutions to better serve our members, and will be updating you with further details on this as they arise.

On May 1st, NAR implemented the Clear Cooperation Policy requiring that listings are input into the MLS within one day of marketing the property. This was a major change in policy, making our MLS the primary source of listing information. Our local MLS has come up with an interesting enhancement to this policy which I believe will give our members another great tool.




Throughout this trying year, our REALTORS® have been at the forefront of heartfelt community giving. In the *Spirit of Cooperation*, we worked with ABC30 and the local *Habitat for Humanity* to break ground and help fund a home in Clovis for a deserving Veterans family. We also helped with Creek Fire disaster relief through the Red Cross, the Community Food Bank, and the Central California Blood Center. Don't forget to sign up for the Gerard Lozano Memorial Blood Drive through tomorrow (details below). It will be a great way to end the year and pay tribute to our beloved friend.

Thank you - once again - for your patience and adaptability, and we wish you all a wonderful and meaningful holiday season!

Don Scordino, 2020 President  
*The Fresno Association of REALTORS®*

# December 2020

All classes/events are held virtually using ZOOM.

SUN	MON	TUE	WED	THU	FRI	SAT
		1 	2	3 	4 8:30am Investors/ Exchangers	5 
6	7	8 9:00am Home Tour Caravan	9	10 9:00am YGB MEETING 1:00pm MLS EXPERT	11 8:30am Investors/ Exchangers	12 9-10am RADIO
13	14	15 9:00am Home Tour Caravan	16 9:00am Affiliate RE-Group	17 1:00pm MLS Expert Series	18 8:30am Investors/ Exchangers	19 9-10am RADIO
20	21	22	23	24 25 OFFICE CLOSED Happy Holidays!		26 9-10am RADIO
27	28	29	30	30 Jan 1 OFFICE CLOSED Happy New Year!		Jan 2 9-10am RADIO

## Gerard Lozano Memorial Blood Drive

**TODAY (Dec 4) & TOMORROW (Dec 5)!**

There's still time left to give! Join the Fresno Association of REALTORS® and the surrounding real estate community in honoring the life and legacy of Gerard Lozano by participating in a blood drive in his memory. Sign up to donate blood at any Central California Blood Center through tomorrow, Saturday, Dec. 5th. Join us in the spirit of cooperation, and let's unite as REALTORS® for this important cause!



**SIGN UP TO GIVE  
BLOOD**

# Local Stats Report

Want a quick summary of the most recent market statistics from Fresno & Clovis? [Click here](#) to download the complete, most recent Market Summary Report from November 2020.



## Reminders for the month ahead:

### MLS Virtual Home Tour

**Tuesdays at 9:00am**

This coming Tuesday, December 8th at 9:00am is our next Virtual Home Tour! [Click here to register in advance](#), and upload your caravan listing by 6pm on Monday in order to be included. These are fun ZOOM sessions with a listing caravan, guest speakers, and important FAR updates. Please register in advance and we look forward to seeing you online!



### YGB Monthly Meeting

**Thursday, Dec. 10th at 9:00am**

FAR and the Yosemite Gateway Branch (YGB) Committee are now hosting Thursday morning meetings, via Zoom! Enjoy education topics and guest speakers with content tailored to the mountain community. Next Thursday we'll hear from special guest speaker Tom Wheeler, Madera County Supervisor. [Click here to register!](#)



### Fresno MLS EXPERT SERIES

**Thursdays at 1:00pm**

At next Thursday's (December 10th) MLS Expert Series we will be learning about Searching in the MLS! Search and save time while searching and saving searches in the MLS. These weekly education courses will feature virtual tutorials, tips, and tricks for our members to get the most out of our robust MLS system. [Click here to register!](#)





# Affiliate RE-Group Monthly Meet Up



**VIA ZOOM  
WEDNESDAY,  
DECEMBER 16TH  
AT 9:00AM**

**REGISTER FOR AFFILIATE RE-GROUP**

## Investors/Exchangers Every Friday at 8:30 AM

**via Zoom**

**REGISTER**

**REGISTER FOR INVESTORS /  
EXCHANGERS**

## State & National Resources for COVID-19:

**CAR COVID UPDATES**

**NAR COVID UPDATES**

## Your MLS Bill is Due Please Pay By December 15th

You should have received your MLS dues bill last month. These dues billings are for November 1st, 2020 through April 30, 2021. The MLS bill is due now - please pay by December 15, 2020 to avoid a late penalty and service interruption. [Click here to pay online](#) - thank you!



## MLS 'Coming Soon' Status

The MLS 'Coming Soon' status is live and ready to use! Here are a few key points to remember:

- Listings entered in the "Coming Soon" status will automatically change to "Active" status on the On Market Date
- Listings can be in the "Coming Soon" status for a maximum



- of 21 days from the Listing Date
- “Coming Soon” listings will not be included in Auto-Prospecting or Client Portals
- No Open Houses or Broker Tours will be allowed for listings while in the “Coming Soon” status
- DOM will not be counted for “Coming Soon” listings until they move to an Active status
- “Coming Soon” listings can be posted in the Agent Newsfeed
- To change the status of a Coming Soon listing please contact your Association Staff

[Click here to download the full 'Coming Soon' Instructions / Form](#)

## 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. All nominations will be evaluated on merit, not on the number of nominations received.

### **F.A.R. Awards (Nominations due by 12/22/20)**

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

*FAR awards will be presented at the Tuesday Morning Meeting, January 12, 2020 at 9:00am.*



### **Y.G.B. Awards (Nominations due by 12/22/20)**

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

*YGB awards will be presented at the YGB Monthly Meeting on Thursday, January 14, 2020 at 9:00am*

## 2021 Planners For Sale



Agenda Pro's Series 1000 Boss Planner's are now available for purchase at the FAR office. Call us at 490-6400 to purchase, and it can be mailed to you by request.

**REALTOR® Price:**  
**\$30.88 (includes tax)**

**MLS-ONLY Price:**  
**\$40.15 (includes tax)**

See photo for color options, and purchase yours before the New Year begins!



# BE ON THE RADIO!

Saturdays 9-10am on ESPN 940AM

Share your Real Estate knowledge with the Central Valley! Be a guest on Welcome Home Radio. Now in our 12th year, this show is "live" Saturday mornings from 9-10 am on ESPN 940 AM. What do we talk about? Real Estate topics that you are comfortable discussing for the benefit of our listening audience. Missed a show? Subscribe to our podcast, by searching Welcome Home Radio. Contact Irene or Jill at 490-6400 to get on the schedule or [click here to sign up](#).



## With Sympathy

We send our heartfelt condolences to the friends, family, and coworkers of fellow FAR REALTOR® Alex Shubin who recently passed away.

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**Fresno Office:** Curbside pick-up by appointment only, Mon-Fri 8:30am - 5:00pm

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

**YGB Hours:** Temporarily closed for in-person visits

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