

JANUARY 2020

Welcome 2020!

As I begin my new role as the Executive Vice President, it is necessary that I recognize the career of Mary Van Ness. Most will never know how much she has done for all Association members, and I am fortunate to have worked for her and learned so much. Her leadership style is steady, patient and commands the utmost respect. Mary has shared with us so many memories, hard work, ups and downs, and laughs - all while putting the members best interest first and keeping the Association moving forward.



We wish you all a great year ahead and invite you to attend the educational seminars, social events, and as many Association activities as your schedule allows. There are many REALTOR® volunteers who are providing these opportunities for you. The Association Mission Statement is simple, "Promote the Professionalism, Integrity and Competency of REALTORS®". Our intent is to provide you services to enhance your own business through educational opportunities, answering questions, and promoting the importance of utilizing local REALTORS®.

The FAR Board of Directors, MLS Committee, and Staff are committed to all members and service shall always be our #1 priority. We are positioned well into the future, but the Association needs you. Our strength is in the engagement of our membership, so if you have a desire to serve on a committee or get involved with FAR, please contact me.


I look forward to serving you all in this New Year!

Gerard Lozano
Executive Vice President of FAR
The Fresno Association of REALTORS®



January 2020

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

SUN	MON	TUE	WED	THU	FRI	SAT
			1 OFFICES CLOSED HAPPY NEW YEAR!	2 YGB Office Closed	3 - 8:30am I / E	4 
5	6	7 - 9:00am MLS HOME TOUR - 10:15am Education CMTE Meeting - 1:30pm CRMLS @YGB - 2:30pm SEARCH - 4:00pm YPN CMTE	8 - 9:00am FAR OPEN - 9:00am CRMLS	9 - 8:00am MLS HOME TOUR @YGB - 8:30am NEW - 9:00am WAKE-UP YPN	10 - 8:30am I / E - 6:00pm INSTALLATION DINNER	11 9-10am RADIO
12	13 - 9:00am MLS HOME TOUR - 9:00am YGB CMTE - 10:00am YGB SCHOLARSHIP - 10:15am KYF - 2:30pm CP&RP	14 - 9:00am FAR OPEN - 2:30pm ZIP	15 - 8:00am MLS HOME TOUR @YGB - 8:30am BOARD MEETING	16 - 8:30am I / E	17 - 8:30am I / E	18 9-10am RADIO
19 OFFICES CLOSED MLK JR. DAY	20 - 9:00am MLS HOME TOUR - 10:30am RPR	21 - 9:00am FAR OPEN	22 - 8:00am MLS HOME TOUR @YGB	23 - 8:30am I / E	24 - 8:30am I / E	25 9-10am RADIO
26 - 2:00pm HUD	27 - 9:00am MLS HOME TOUR - 10:30am CRS	28 - 9:00am FAR OPEN	29 - 8:30am MLS HOME TOUR @YGB - 1:00pm CLERK	30 - 8:30am I / E	31 - 8:30am I / E	9-10am RADIO

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
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

2020 Installation of President Don Scordino

Friday, January 10th | 6pm | The Grand

Only a handful of tables remain. Call us at 559-490-6400 to reserve your place and join us for this memorable and festive event!

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

*Only a handful of tables remain!
and are \$65 each or \$600 per table of 10*

Make the most of January!

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, January 14th
C.A.R. Form RLA
Residential Listing Agreement**

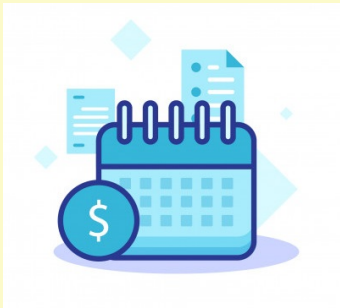
Advertise

Click here
for rates
& form!

2020 Real Estate Guide Contract

A member benefit of the Fresno Association of REALTORS®

Advertising Rates for REALTOR® Members Vol. 26, Issues 1-9



It's time for REALTOR® Dues

REALTOR® bills have been mailed and are due now. Please pay by:

Monday, February 17th

to avoid delinquency charges. Thank you!

New Statement of Compliance from the ValleyAir District

The ValleyAir District has updated the Statement of Compliance necessary for all real estate transactions. [Click here](#) to find the new form, the upload feature, and

additional information. As many of you are aware, starting January 1, 2020, all real estate transactions will require the submittal of [this form](#) to the ValleyAir District. ValleyAir District staff is available to come out to speak to your group or association to educate them on the rule and answer any questions you may have.



San Joaquin Valley
AIR POLLUTION CONTROL DISTRICT

Congratulations to the YGB 2019 Honorees!





**YGB REALTOR®
of the Year:
Melanie Barker**



**YGB Affiliate of the Year:
Korina Bulow-Brown,
Yosemite Mortgage**

Member Benefits - just for you!



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.](#)

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 December 2019.](#)

Want to dig deeper into the



STATE

California REALTORS® applaud House vote to temporarily repeal SALT deduction limit. The House passed H.R. 5377, a bill that temporarily eliminates the cap on state and local tax (SALT) deductions for 2020 and 2021.



NATIONAL

The average annual salary for a full-time worker in the U.S. reached a record high in November, soaring to \$69,181, the Federal Reserve Bank of New York reports. Higher salaries, along with low mortgage rates, may help give the housing

stats? [Click here to download the complete, most recent TrendVision Report from December 2019.](#)

[Click here to learn more and read CAR's response on CAR.org](#)

market a boost. [Click here to read more on REALTOR® Magazine's web site.](#)

Our Deepest Sympathies

We send our heartfelt condolences to the family and friends of REALTOR® Queenie Haron, who recently passed away.



Congrats to our Christmas Tree Winners!



Dolores Ledesma



Peggy Robbins

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Mid Valley Financial's leading mortgage lenders are under the loan process that and straight

2. Local
With roots in the Central Valley, we pride ourselves in establishing relationships with local, family-friendly business and real estate companies.

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

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

5. Experience
Mid Valley Financial has been proudly serving borrowers in the Central Valley since 1984.

6. Who We Are
We want to be the most trusted mortgage lender through lasting relationships with all of our clients.

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FRESNO ASSOCIATION of REALTORS®

Advertise right here!

Are you interested in our Affiliate Advertiser Program? Consider this as part of your marketing plan for 2020. Our rates are affordable, and give you access to feature your business right here in REAL Notes, our monthly newsletter, as well as inclusion on the FAR website and social media.

[Click here to learn more and view rates!](#)



FRESNO
ASSOCIATION of
REALTORS®



Fresno Association of REALTORS® | fresnorealors.com

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

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