

JUNE 2019

We're turning up the heat (in a good way)...

The sun is out and we are looking ahead to a month filled with elections, education courses, and a good ol' fashioned ball game! We had a blast with all of you a few weeks ago at our annual golf tournament, and we are grateful for all the golfers, sponsors, and raffle donors who helped make it a swinging success. We also want to congratulate the tournament winners on a great day on the green:

- **First Place Team:** Adolfo Alvarez, Lou Rodriguez, Steve Haynes, Alex Ramos
- **Second Place Team:** Jeff McClelland, Brad Deaver, Cal Cain, Kevin Land
- **Third Place Team:** Drew Bender, David, Joe, Andy Kern

Take a look below at the important happenings coming up, enjoy the end of spring, and we look forward to serving up some fun this June!

Cheers,
The FAR Team



June 2019

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

SUN	MON	TUE	WED	THU	FRI	SAT
2 - 11:00am TECH Q&A @YGB	3 - 9:00am MLS HOME TOUR - 1:30pm AGENT @ YGB - 2:30pm RPR	4	5	6 - 8:30am MLS HOME TOUR @ YGB - 9:00am CRMLS	7 - 8:30am I / E	8
9 YPN Giants/ Dodgers Game!	10 - 11:00am TECH Q&A @YGB	11 - 9:00am MLS HOME TOUR - 10:15am FORMS - 2:30pm CP&RP	12 - 9:00am WAKE-UP YPN	13 - 8:30am MLS HOME TOUR @ YGB - 11:30am YPN Lunch & Learn	14 - 8:30am I / E	15
16 - 8:30am NEW - 11:00am TECH Q&A @YGB	17	18 - 9:00am MLS HOME TOUR - 10:30am CRS DATA	19 - 2:30pm SEARCH	20 - 8:30am MLS HOME TOUR @ YGB - 10:30am CLERK - 11:30pm Annual FAR Luncheon	21 - 8:30am I / E	22
23 - 11:00am TECH Q&A @YGB - 2:00pm - HUD	24	25 - 9:00am MLS HOME TOUR - 2:30pm ZIP	26	27 Real Estate Negotiation Expert (RENE) - 8:30am MLS HOME TOUR @ YGB	28	29
30 - 11:00am TECH Q&A @YGB	1 - 9:00am MLS HOME TOUR	2	3	4 FAR & YGB Offices Closed ***Happy 4th!***	5 - 8:30am I / E	6

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 - June Events & Contacts](#)

Make the most of June!

Read & click below for more information about each event.



YPN Giants/Dodger Game Sunday, June 9th | Day Trip

Tickets are \$110 per person {21 & over - 4 ticket max}. Includes chartered transportation, game ticket, & lots of fun! Departs from F.A.R. parking lot at 8 AM and will return at 9 PM. Game starts at 1:05pm. Space is limited, call F.A.R. to purchase your tickets today! 559-490-6400.

[Click here to download the event flyer.](#)

Tickets are \$110 per person
Includes chartered transportation,
game ticket, & lots of fun! {21 & over}
Click for more information.



Annual F.A.R. Luncheon Thursday, June 20th | 11:30am

Join us for our Annual F.A.R. Luncheon at Pardini's, featuring ballot-style election results. Be on the lookout for your ballot and candidate bios in the mail, and we look forward to seeing you at this celebratory luncheon featuring special guest speaker Aneesh Raman, Senior Advisor on Strategy and External Affairs for California Governor Gavin Newsom's Office of Business and Economic Development.

ANNUAL JUNE LUNCHEON
THURSDAY, JUNE 20, 2019
SPECIAL GUEST SPEAKER ANEESH RAMAN
STRATEGY & EXTERNAL AFFAIRS SENIOR ADVISOR
GOVERNOR'S OFFICE OF BUSINESS & ECONOMIC DEVELOPMENT
2020 F.A.R. ELECTION RESULTS

Knowledge is Power!

Click flyers below to learn more, sign-up, and enhance your education!

KNOW YOUR FORMS MONTHLY SERIES

Every Second Tuesday

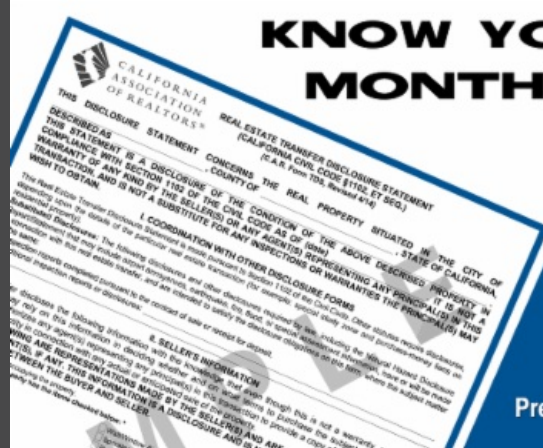
10:15 AM to 11:30 AM

@ F.A.R. &
Streamed

Tuesday, June 11th

C.A.R. Forms TDS
AVID & SPQ

Presented by Kyle Chaney & Steve Flach



"WHY IT IS IMPORTANT TO INVEST IN REAL ESTATE"

Lunch & Learn

INVESTOR PANEL



June 13th
from 11:30 - 2

ALL YOU CAN EAT TACOS!

\$20 in advance

Click for more information

homebridge

YPN

FRESNO

ASSOCIATION of REALTORS®

The FIRST and ONLY negotiation certification recognized by
the National Association of REALTORS®.

achieve more
WITH YOUR
RENE certification

**ELEVATE
YOUR GAME**
2 - Day Certification Course

RENE
Real Estate
NEGOTIATION EXPERT

Thursday, June 27th & Friday, June 28th from 8:30 AM - 5:00 PM
with instructor Tamara Suminski @ the Fresno Association of REALTORS®

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

REMINDER: Your MLS Bill is Due Now!

Your MLS dues bill has been mailed to you, and is due May 1st. You have till Monday, June 17th before the bill becomes delinquent.



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](#)

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 May 2019.](#)



STATE

"Earlier this week C.A.R. issued a large-scale Red Alert regarding two bills; AB 1481 and AB 1482. C.A.R. was able to successfully negotiate amendments, striking a balance between preserving the rights of rental property owners while allowing the protection of at-risk tenants. [Click here to read the full Red Alert update.](#)

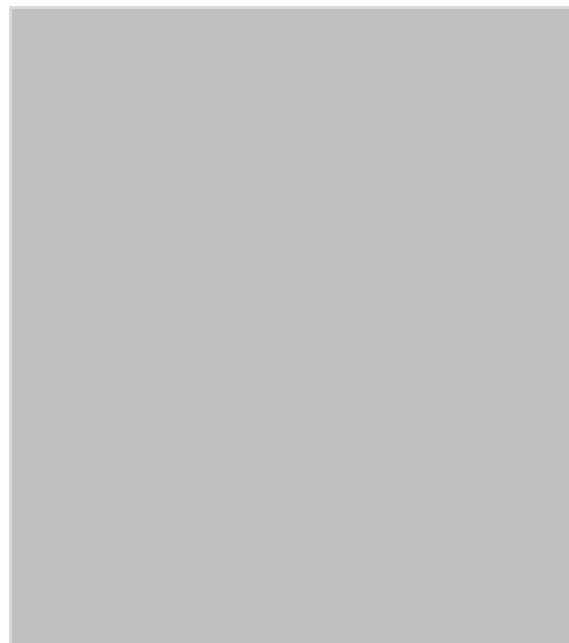


NATIONAL

A recent article in REALTOR® Magazine urges professionals in the real estate industry to not waste time and money chasing the next big thing when tried-and-true products can meet your needs. [Click here to read the complete article "The Tech Tools You Really Need"](#) in the May-June 2019 issue.

Thanks to our Affiliate Advertisers!

[Click each image to visit the advertiser's website:](#)





**BIG
VALLEY
MORTGAGE**

7485 N. Palm Ave., #101 | Fresno, CA 93711 | 559.235.9440
CA BRE #021215943 | NMLS #1493599/1850 | Licensed by the Dept. of Business Oversight under the CIRMBA
This is a paid advertisement, and is not sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®



**XCELERATE
HOME LOANS**
LIGHTNING FAST LOANS

xceleratehome loans.com
(559) 558-8122
Hablamos Español

*** 16 YEARS *
EXPERIENCE
in Mortgage Loans**

*** FAST & ON-TIME CLOSINGS *
15-30 Day Closings for Conventional Loans**

*** Lowest Closing Cost to Borrowers on all Mortgage Loans ***

**FHA | CalFHA | VA
3% Conventional Loans with no PMI**

15% Investor Loans | Commercial Loans | Hard Money Loans

100% Gift Option for Down Payment | ITIN Loans 20% Down

Appraisal waivers and appraisal reimbursements on qualified homes & borrowers



Steve Balunas
Senior Processor



MARISSA Parks
Loan Officer
NMLS ID: 1423358
ONE 818-9274



SUE De La Torre
Broker
NMLS ID: 22174
ONE 800-837-077



Cecilia Hernandez
Loan Officer
NMLS ID: 1727009
ONE 510-224-940



Taliah Timmon
Senior Processor

NMLS ID # 1726899 | DRE ID # 02022288

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



Welcome to XANDER Mortgage

Dreams do come true.

Call Us



XANDER
MORTGAGE

NMLS ID # 688852 DRE LIC. # 02083716

559-825-5555

info@GoXander.com

2520 W Shaw Ln, Ste 106,
Fresno CA 93711

Here at XANDER ... *Dreams do come true*



www.GoXander.com

This is a paid advertisement, and is not approved or endorsed by, nor affiliated with, The Federal Reserve of the United States.

[illegible]

WE'VE JOINED

ALAMEDA MORTGAGE CORPORATION



PAT HAILY
Regional Manager
Phone: (916) 480-0013
Mobile: (916) 480-7374
NMLS ID: 481734



CAMERON HULSE
Branch Manager
Phone: (510) 480-0013
Mobile: (510) 710-326



DAVE DUBRU
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0038
NMLS ID: 480038



RJ SMITH
Loan Officer
Phone: (916) 480-0040
Mobile: (916) 480-0755
NMLS ID: 07555



KYLE ALCORN
Loan Officer
Phone: (510) 480-7374
Mobile: (510) 480-0755
NMLS ID: 105950



PATRICIA MCDANIEL
Loan Officer
Phone: (916) 480-0034
Mobile: (916) 480-0404
NMLS ID: 240404



KYLE TOLES
Loan Officer
Phone: (916) 394-0040
Mobile: (916) 394-0040
NMLS ID: 111082



DAVID KELLER
Loan Officer
Phone: (510) 480-4712
Mobile: (510) 480-4712
NMLS ID: 170464



YANKAI WU
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 1177076



BRITTANEY AMADOR
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 487182



RACHEL PERALTA
Branch Manager
Phone: (510) 480-0013
Mobile: (510) 710-326
NMLS ID: 174248



MONICA RIVERA-AMADOR
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 485850



ALICA POKE
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 485850



AMANDA RODRIGUEZ
Loan Officer
Phone: (510) 480-0013
Mobile: (510) 480-0013
NMLS ID: 485850



DAVE WONG
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 485850



JAMIE DOTO
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 485850



MARIALLEWING
Loan Officer
Phone: (510) 480-0013
Mobile: (510) 480-0013
NMLS ID: 485850



FRANCISCA GILBERTO
Loan Officer
Phone: (916) 480-0013
Mobile: (916) 480-0013
NMLS ID: 485850

AMC FRESNO

7666 N Palm Ave, Suite 105, Fresno, CA 93711
559.473.1888
www.almc-fresno.com

Alameda Mortgage Corporation, NMLS #271682, located by the Department of Business Oversight, under the California Residential Lending Law Act. This is a joint advertisement. Active and completed in compliance with all applicable laws. This entity is not a bank or a bank subsidiary.



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 3033 W. Caldwell Ave. (Across from Winco Foods)
Fresno at 790 W. Shaw Ave. (Fg Garden Village)
Clovis at 1660 Hemdon Ave. (Hemdon & Fowler)

(559) 258-1180
www.xpressinsurance.com

personalexpress
 A SERVICE

Personal Express Insurance is a brand utilized by the following insurance underwriting companies: Inogen National Insurance Company and Inogen General Insurance Company. All policies will be underwritten by these two underwriting companies. This is a paid advertisement. All paid is posted/produced or sold by, and affiliated with, The Fresno dominance of 2018/12/03/2019.



**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®



Fresno Association of REALTORS® | 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.