

**JUNE 2020**

Dear Members,

On behalf of the Board of Directors and Staff, we look forward to operating in a more traditional structure this month. Thank you for your patience with us these past weeks and as we re-open this month. We are not yet able to offer you "in office" education, caravans, seminars as we all are used to, but serving our members efficiently remains our top priority. I know we are all tired of Zoom, but it has provided everyone the opportunity to easily participate from across town or miles away. We will hope to further increase our participation as we ultimately strive for in-person gatherings. Please call us with questions or concerns at (559) 490-6400 - we are here to help. We look forward to providing you the resources and support needed as we all get back to Real Estate in the Central Valley.

**Gerard Lozano**  
**Executive Vice President**

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## **A Message from our President**

Dear FAR Family,

It has sure been encouraging that despite the many changes to our economy and our lifestyle, we seem to be doing alright. If you know me well, you know that the word "alright" is a big thumbs up in my vocabulary. Who would think that with a 2 1/2 month Shelter In Place order, a massive amount of layoffs, illnesses and restrictions on how we do business, that we are still selling homes. In many cases there are still multiple offers. I believe that is a testament to the Realtor Resiliency that allowed us to change our practices quickly and to the fact that we help people get homes and a home is a special and needed commodity. Let's keep it up and continue the professionalism, and continue to work hard and smart in helping our clients win in the Spirit of Cooperation.



Here are a few other updates:

- Our Board of Directors has voted to temporarily put our search for a new FAR office building on hold until we see how our needs may change with the new work environment.
- Our membership seems to be adapting to the new Clear Cooperation Policy of the MLS that took effect May 1. I look forward to our industry working well in the Spirit of Cooperation to find the common ground that can give our clients a win-win transaction.

- Pending sale statistics are very telling of the activity we are experiencing in the market. In the last full week of March there were 205 pending sales reported for the week. With a steady increase each week, the pending sales for the last week of May reached 323. That is very encouraging.
- The Chief economist for NAR, Lawrence Yun predicts a robust summer market where we experience the pent up demand for home purchases.
- As of 6/4/20, real estate agents are still unable to host open houses per state guidelines. This is not a local decision, but CAR is working to try and get this restriction lifted as soon as possible. We will keep our members updated as soon as we receive the approval from the state Governor.

Lastly, I would be remiss without mentioning that it has been a sad time for our nation as we struggle with the death of George Floyd and the aftermath. Let us not move past this without learning from it so that his death will end up being for the greater glory of all. In our business of serving all clients to find the American Dream of homeownership, let us be inclusive, accepting, and compassionate to all. That is an integral part of the Realtor Code of Ethics that we all swore to abide by. I believe if all of us do that, we can enjoy the beautiful song written by Louis Armstrong "What a Wonderful World".




Thank You,

Don Scordino  
President of The Fresno Association of REALTORS®

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# June 2020

All classes/events are held virtually using ZOOM.

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2 	3	4 	5	6 
7	8	9 9:00 am ZOOM	10	11 1:00 pm ZOOM	12	13 9-10 am RADIO
14	15	16 9:00 am ZOOM	17	18 11:00am Election Results 1:00pm MLS	19	20 9-10 am RADIO
21	22	23 9:00 am ZOOM	24	25 1:00pm MLS 3:00pm Gov Hutchinson	26	27 9-10 am RADIO
28	29	30 9:00 am ZOOM				

## State & National Resources for COVID-19



CALIFORNIA  
ASSOCIATION  
OF REALTORS®

C.A.R. COVID  
UPDATES



REALTOR®

N.A.R. COVID  
UPDATES



## 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 May 2020.



## Reminders for the month ahead:

### MLS Virtual Home Tour Tuesdays at 9:00am

This coming Tuesday, June 9th at 9:00am is our next Virtual Home Tour! [Click here to register in advance](#), and upload your caravan listing by 5pm on Monday in order to be included. These are fun ZOOM sessions with MLS updates, a listing caravan, and FAR updates. Please turn on your video function to participate - we want to see your faces!



### Fresno MLS EXPERT SERIES Thursdays at 1:00pm

These new, weekly education courses will feature virtual tutorials, tips, and tricks for our members to get the most out of our robust MLS system. These courses take place on Zoom on Thursdays at 1pm - check your inbox for class descriptions and registration links each week.



### Legal Update with Gov Hutchinson Thursday, June 25th at 3pm

Mark your calendars for Thursday, June 25th at 3pm for a legal update on Zoom with CAR's Gov Hutchinson. Gov is Assistant General Counsel of the California Association of REALTORS® and offers informative sessions with up-to-date guidance on statewide issues, policies, and forms relating to the real estate industry. Stay tuned for a registration link!





**PAY  
ONLINE**

## MLS REMINDER:

**You Fresno MLS Bill is due by June 15**

Just a friendly reminder that MLS fees are due by Monday June 15, 2020 in order to avoid a lapse in service. To make your secure payment online, please click on the blue button and log in using your MLS credentials. You may also pay by phone by calling (559) 490-6400 or mail in your payment by the due date. Please keep in mind that our office is currently closed but you can call us any time with questions.

## Welcome Home Radio Saturdays 9-10am on ESPN 940AM

Did you know we host a weekly radio show all about the local Real Estate Industry? Tune in on Saturdays from 9:00-10:00am on ESPN 940AM and hear host and FAR's 2020 President Don Scordino and guest speakers discuss issues and insights pertaining to our industry. Learn about market trends, stats, and current real estate topics in a fun, conversational format!



## Missed a ZOOM Meeting?

Did you miss an MLS Home Tour meeting or an MLS Expert Series Class? No problem, simply visit our website or click the button below and to access and archive of recordings of all previously held FAR Zooms.

**F.A.R. ZOOM ARCHIVE**

## F.A.R. Director Election is Underway!

**Virtual Luncheon | Thursday, June 18th | 11:00am**

The F.A.R. Nominating Committee has confirmed the following candidates as eligible to serve as a F.A.R. Director:

- Brian Domingos
- Jason Farris
- Lynn M. Heintz
- Patrick Prince
- Darryl Wong



Ballots and candidate bios have been mailed and the election is underway! Please return your ballot in the enclosed, postage paid envelope by



Monday, June 15, 2020. This year, in lieu of our in-person annual luncheon, we are planning a virtual luncheon and election results. Mark your calendars for Thursday, June 18th at 11:00am and stay tuned for more details on this interactive, online celebration.

## Thanks to our Affiliate Advertisers!

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- We're Taking The Lead**  
As California's leading mortgage lender, we make the loan process fast and straight forward.
- Local**  
With roots in the Central Valley, we pride ourselves in establishing relationships with local, family-owned businesses and real estate companies.
- Convenience**  
We use the latest technology to make the loan process as convenient as possible for all our clients.
- We're Waiting Around**  
We prequalify borrowers within one hour!
- Experience**  
Mid Valley Financial has been proudly serving clients in the Central Valley since 1987.
- Who We Are**  
Our goal is to provide excellent service through lasting relationships with all of our clients.

**myloans.com**

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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

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