



MARCH 2019

## Check out our new look!

Welcome to our very first REAL NOTES newsletter! We are excited to launch this new monthly resource, which will be replacing the old "Grapevine" weekly newsletter. Our goal is to better engage our members and keep you informed of all the events and benefits for fellow REALTORS® while also saving you time. We will send additional communication throughout the month including important reminders, Member Spotlights, and more on an as-needed basis.

We appreciate your feedback as we go through this transition period. Please take a look below, mark your calendars, and we look forward to connecting with you this month as we step into spring here in the Central Valley!

Cheers,  
The FAR Team



# March 2019

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

| SUN  | MON | TUE  | WED                    | THU   | FRI                  | SAT |
|--|-----|--|------------------------|---|----------------------|-----|
|  |     |  |                        |   | 1<br>- 8:30am I / E  | 2   |
| 3<br>- 11:00am TECH Q&A @YGB                                 | 4   | 5<br>- 9:00am MLS HOME TOUR<br>- 10:30am CP&RP<br>- 1:30pm BRAND | 6                      | 7<br>- 8:30am MLS HOME TOUR @ YGB<br>- 9:00am CRMLS | 8<br>- 8:30am I / E  | 9   |
| 10<br>- 11:00am TECH Q&A @YGB                                | 11  | 12<br>- All Day EVOLVE (No Home Tour)                            | 13<br>- 10:30am SEARCH | 14<br>- 8:30am NEW<br>- 8:30am MLS HOME TOUR @ YGB  | 15<br>- 8:30am I / E | 16  |
| 17<br>- 11:00am TECH Q&A @YGB                                | 18  | 19<br>- 9:00am MLS HOME TOUR<br>- 10:15am FORMS                  | 20<br>- 10:30am ZIP    | 21<br>- 8:30am MLS HOME TOUR @ YGB<br>- 10:30am CRS | 22<br>- 8:30am I / E | 23  |
| 24<br>- 11:00am TECH Q&A @YGB<br>- 2:00pm HUD (Stream @ YGB) | 25  | 26<br>- 9:00am MLS HOME TOUR<br>- 10:30am RPR                    | 27<br>- 1:00pm CLERK   | 28<br>- 8:30am MLS HOME TOUR @ YGB                  | 29<br>- 8:30am I / E | 30  |

## 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

BRAND = Promoting Your Personal Brand & 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 - Events & Contacts](#)

## Save-the-Dates:

[Accredited Buyer's Representative \(ABR®\)](#)



**April 4-5, 2019**

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer's agents who focus on working directly with buyer-clients. Stay tuned, more details coming soon!



## **F.A.R. FEST**

**Friday, April 12th | 5:30-10:30pm**

Join us again this year for FAR Fest! The event will take place at The Park at Park Place (on Palm & Nees). Last year was a blast - let's build on the past, and knock it out of the park again! F.A.R. Fest is the Premier REALTOR® Event for Fun and Games. Bring Lawn Chairs, Blankets, and enjoy an evening in the park. Activities include The Valley Cats Band, Caricature Artist, Photo Booth, Valley Food Trucks, Stocked Bars, Cornhole and more!



## **Important Reminder:**



### **XpressKEY Access Billing - Due now!**

Be on the lookout for your annual XpressKEY Access & all co-ops bill. This billing period covers March 1st, 2019 through February 29th, 2020. This bill is due and payable upon receipt, but will not be delinquent until April 16th, 2019. If your key bill is not paid by April 15th, 2019, access will be suspended until payment is received.

## **Member Benefit:**



### **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 TrendVision Report for the full list of charts and tables.](#)



## STATE

California Home Sales & Price Report. Home sales fall to lowest level in more than 10 years, reported by the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.). [Click here to read the full report on the CAR.org.](#)



## NATIONAL

The National Association of Realtors® (N.A.R.) has launched a new ad campaign: **"That's Who We R®"** showcasing the passion and dedication you bring to your work, while telling the story of who you are - real estate professionals committed to a Code of Ethics. [Click here to watch the new ad campaign!](#)

## Thanks to our Affiliate Advertisers!

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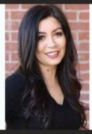
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Fresno Branch Manager  
NMLS#1031832  
559-349-0272

Lizette Huels  
NMLS#1010705  
559-743-5546

Steve Martin  
NMLS#1541918  
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**AMC FRESNO**  
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## New Year, New Mortgage Partner!

Let us help you make 2019 your best year!

|  |  |
|--|--|
| <br><b>Lu Beltran</b><br>Branch Manager<br>NMLS #244737<br>M: 559-303-0067<br>lbeltran@guildmortgage.net | <br><b>Deborah Darling</b><br>Loan Officer<br>NMLS #4096640<br>M: 559-970-2214<br>ddarling@guildmortgage.net |
| <br><b>Patty Grooms</b><br>Loan Officer<br>NMLS #251059<br>M: 559-303-7541<br>pgrooms@guildmortgage.net  | <b>Happy New Year!</b><br>From all at Guild Mortgage   |

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## Your Ad Could Be Here!

Stay tuned for details on our new Affiliate Advertiser program.

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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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