

**MAY 2019**

## All teed-up for the month ahead...

May started off on a high note, as 80 of us local REALTORS® gathered in Sacramento for a fun and meaningful Legislative Day. We've heard from leaders around the state underscore the value of homeownership here in the Central Valley. Stay tuned for news and updates from Legislative Day next week.

We also want to once again thank our generous supporters from FAR Fest including Diamond sponsor, [Mid Valley Financial](#) as well as [Farmers Insurance Kamps-Frowsing](#) and [EcoWater of Central Ca.](#) We're still dreaming of the music, the view, and the wonderful time we had connecting with colleagues.

Please take a look below, mark your calendars, and sign-up for the upcoming events. We look forward to connecting with you in May!

Cheers,  
The FAR Team



# May 2019

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

SUN	MON	TUE	WED	THU	FRI	SAT
			1 CAR LEGISLATIVE DAY IN SACRAMENTO	2 - 8:30am MLS HOME TOUR @ YGB - 10:30am ZIP	3 - 8:30am I / E	4
5 - 11:00am TECH Q&A @YGB	6 - 9:00am MLS HOME TOUR - 10:30am RPR - 1:30pm CRMLS @YGB	7	8 - 9:00am WAKE-UP YPN	9 - GOLF TOURN. - 8:30am MLS HOME TOUR @ YGB - 9:00am CRMLS	10 - 8:30am I / E	11
12 - 11:00am TECH Q&A @YGB	13 - 9:00am MLS HOME TOUR - 10:15am FORMS	14	15	16 - 8:30am MLS HOME TOUR @ YGB - 10:30pm CP&RP	17 - FREE KEY FRIDAY - 8:30am I / E	18
19 - 11:00am TECH Q&A @YGB - 2:00pm - HUD	20 - 9:00am MLS HOME TOUR - 2:30pm SEARCH	21	22	23 - 8:30am MLS HOME TOUR @ YGB - 1:00pm CLERK	24 - 8:30am I / E	25
26 - FAR & YGB CLOSED	27 - 9:00am MLS HOME TOUR - 10:30am CRS	28	29	30 - 8:30am NEW - 8:30am MLS HOME TOUR @ YGB	31 - 8:30am I / E	

## 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 - May Events &  
Contacts](#)

**Golf Luncheon | May 9th**  
Sunnyside Golf & Country Club  
Tickets: \$25 (lunch & raffle)





Not a golfer? No problem! You can still join us for the The John Scarborough REALTORS® Classic 53rd Annual Golf Tournament Luncheon next Thursday! We are in need of raffle prizes for this fun event. Call 559-490-6400 to get tickets (\$25), and drop off raffle prizes at the F.A.R. office.

## Save-the-Dates!

Mark your calendars for these events coming up in June:



### 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.](#)



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

Save the date for our Annual F.A.R. Luncheon held at Pardini's next month on Thursday, June 20th. The luncheon will feature ballot-style election results. Stay tuned for more details!


**RENE**  
Real Estate  
NEGOTIATION EXPERT

### RENE (Real Estate Negotiation Expert) June 27th & 28th | 2-Day Course: \$295

The RENE Certification is designed to elevate and enhance negotiating skills so that today's real estate professionals can play the game to win. [Click here to download the course info.](#) We also have two FARAF scholarships available for the RENE course; [click here for the scholarship application form.](#)

**Knowledge is Power!**

Click flyer below to sign-up for Know-Your-Forms on May 14th:



**KNOW YOUR FORMS  
MONTHLY SERIES**

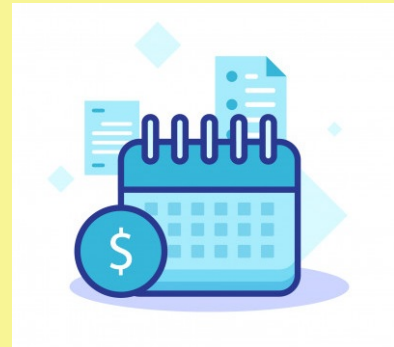
**Every second Tuesday**  
**10:15 AM to 11:30 AM**  
**@ F.A.R. & Streamed!**

**Tuesday, May 14<sup>th</sup>**  
**C.A.R. Form SPRP  
& C.A.R. Form COP**

Presented by Colleen Wiginton

## 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](#)



### Free Key Friday! May 17th | F.A.R. Office

Join us on Friday, May 17th at the F.A.R. office and get two (2) free house keys made! Our office is located at 6720 N. West Ave. Fresno, CA 93711 and will be open from 8:00am to 5:00pm. Offer available for all F.A.R. members.

**F.A.R. Director Candidates:**



The F.A.R. Nominating Committee has met and confirmed the following candidates as eligible to serve as a F.A.R. Director – they are:

- Edward Bailey
- Melanie Barker
- Sabrina Brown
- Gary Carter
- Javier Cavazos
- Steve Flach
- Carmen Jimenez Phillips
- Joan Jolly



There are three, 3-year terms available in 2020. In addition to the slate by the Nominating Committee, any other qualified REALTOR® Member may be nominated by the Membership by submitting a petition to the Executive Officer, Mary Van Ness, signed by ten (10) REALTOR® members. Deadline for submission of petition will be May 24, 2019 @ 5:00 pm.

## 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 April.](#)



### STATE

"The housing crisis gripping the Golden State threatens to permanently stymie economic growth and demands bold and innovative solutions," C.A.R. President (and Fresno native) Jared Martin wrote in an opinion piece in *CALmatters*. [Click here to read the full commentary.](#)



### NATIONAL

Second Century Ventures, the strategic investment arm of the NAR®, announced its 2019 REACH® Class - a growth technology accelerator program helping launch companies into the real estate, financial services, banking, home services and insurance industries. [Click here to read more.](#)

## Thanks to our Affiliate Advertisers!

Click each image to visit the advertiser's website:



Welcome to **XANDER Mortgage**

Dreams do come true.

Call Us



**XANDER MORTGAGE**  
NMLS ID # 688952 DRE LIC # 02063716


**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 sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®

**SKY SHOT**  
AERIAL VIDEO AND PHOTOGRAPHY



**SPRING SPECIAL**  
90 SECOND VIDEO WITH MUSIC  
**FOR ONLY \$300**  
SCHEDULE YOUR VIDEO TODAY!

Offer expires May 31, 2019. Includes color correction, editing and 30 minutes base each way. Not one available. All dates must be scheduled by May 31st. Offer requires a Fresno Association of Realtors member and referral only.

**SEEING THINGS FROM A DIFFERENT PERSPECTIVE**

According to MLS statistics, homes with aerial video and photography sold 68% faster than homes with standard images.

Drone footage is by far one of the most dynamic ways to showcase a real estate listing. Having the right imagery can be incredibly powerful.

Aerial video grabs the viewer's attention and can tell a story about a property in ways that photos can't. Using drone videos allows the potential homebuyer to see the entire property and surrounding areas from the air. This can give homebuyers an amazing perspective on the home and neighborhood they are interested in.

Equipped with state of the art technology, we are licensed and insured aerial imagery experts that can help you close the deal.

**SkyShotVideo.com | email skyshotvideo@gmail.com | phone 949.433.0718**

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



**FARMERS INSURANCE**

**KAMPS INSURANCE AGENCY**

**PRODUCTS OFFERED**

HOME INSURANCE ▼ AUTO INSURANCE ▼ LIFE INSURANCE  
BUSINESS INSURANCE ▼ WORKER'S COMPENSATION  
HEALTH INSURANCE ▼ RECREATIONAL VEHICLE INSURANCE

*"Service that Exceeds your Expectations"*

**DISCOUNTS AVAILABLE**

▼ MULTIPLE POLICY DISCOUNTS  
▼ NEW HOME DISCOUNT (HOMES 8 YEARS OLD OR NEWER)  
▼ OCCUPATIONAL DISCOUNTS FOR  
REALTORS, TEACHERS, NURSES, ENGINEERS, PSYCHOLOGISTS,  
CPA'S AND MANY MORE

**SHEILA KAMPS-FROWSING, AGENT**  
559-221-5160 sheila@kampsinsurance.com  
750 E Bullard Ste. 104 - Fresno 93710  
CA License #: 0E48936

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

**MF MID VALLEY FINANCIAL**

**BUILDING AND MAINTAINING RELATIONSHIPS FOR OVER 30 YEARS**

We strive to not just find the loan you need, but to create a lasting relationship for continual, excellent service you can trust.

**YOUR PREMIER COMMERCIAL & RESIDENTIAL MORTGAGE LENDER**

Mid Valley Financial is the Central Valley's premier residential and commercial mortgage lender. We pride ourselves on offering some of the lowest rates and making the loan process fast, simple and straight forward for borrowers seeking an inexpensive mortgage in California. Whether you are a first time buyer, purchasing your dream property, refinancing an existing loan, or consolidating debt, our highly experienced loan officers can help you take the first step toward a financial solution. As California's leading mortgage company we understand the typically drawn-out loan process by preapproving borrowers within one hour! Our goal at Mid Valley Financial is not only to provide our clients with the best loan options and lowest mortgage rates, but also to create meaningful relationships our clients will trust for many years to come.

**We're Taking The Lead**  
As California's leading mortgage lender, we ensure that our process is fast and straight.

**Local**  
With roots in the Central Valley, we pride ourselves in providing personalized service to local, national, and international borrowers.

**Convenience**  
We use the latest technology to ensure the loan process is a seamless experience for all our clients.

**No Waiting Around**  
Our experienced borrowers within one hour!

**Experience**  
Mid Valley Financial has been providing outstanding service in the Central Valley since 1984.

**Who We Are**  
Our goal is to provide excellent service through lasting relationships with all of our clients.

**myloans.com**  
7644 North Palm Avenue Fresno, CA 93714 | 559-549-5647 | info@myloans.com

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

**WE'VE JOINED**  
**ALAMEDA MORTGAGE CORPORATION**

**AMY DALEY**  
Regional Manager  
Phone: (559) 221-5160  
NMLS ID: 491174

**CHRISTOPHER HUBBARD**  
Branch Manager  
Phone: (559) 221-5160  
NMLS ID: 115030

**DENISE SIBBE**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 403500

**BJ SINGH**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 207590

**KYLE ALCOIN**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 105790

**PRINCEA MC DANIEL**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 248004

**KYLE TOLLES**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 110300

**DAVID KELLER**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 104000

**YAMILEA ME**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 104000

**ADRIANA ANGULO**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 491174

**RACHAEL HUALCABA**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 104000

**MONICA REYES-ARJUNA**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 491174

**ALICIA PEREZ**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 104000

**ANABELA REYES-ARJUNA**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 104000

**DAN VONG**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 104000

**JAMES BOTO**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 491174

**MARIALEUANO**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 491174

**FRANKESCO DECARDO**  
Loan Officer  
Phone: (559) 221-5160  
NMLS ID: 491174

**AMC FRESNO**  
7655 N Palm Ave, Suite 106, Fresno, CA 93711  
559-473-1888  
www.amc-fresno.com

Alameda Mortgage Corporation NMLS #071863. Licensed by the Department of Business Oversight, under the California Residential Mortgage Lending Act. This is a paid advertisement, and is not sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®

**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 3833 W. Caldwell Ave. (across from Winco Foods)  
**Fresno** at 790 W. Shaw Ave. (Fig Garden Village)  
**Clovis** at 1660 Hemdon Ave. (Hemdon & Fowler)

(559) 256-1090  
www.expressinsurance.com

**personal express**  
A Division of

Personal Express Insurance is a brand owned by the following insurance underwriting companies: Imperial National Insurance Company and National General Insurance Company. All policies will be underwritten by these two underwriting companies. This is a paid advertisement, and is not sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®



