



OCTOBER 2020

Dear Members,

Thanks for your patience in receiving this REAL Notes newsletter a week behind schedule. As you have likely heard by now, the sudden passing of our Executive Vice President Gerard Lozano was a devastating blow to our community and we are deeply mourning this loss. Gerard was loved by all who came in contact with him both personally and professionally, and our prayers are with his wife Donna and his family. Stay tuned for more information on a virtual memorial service for Gerard, and visit his [online obituary](#) to learn more about his life and share memories.

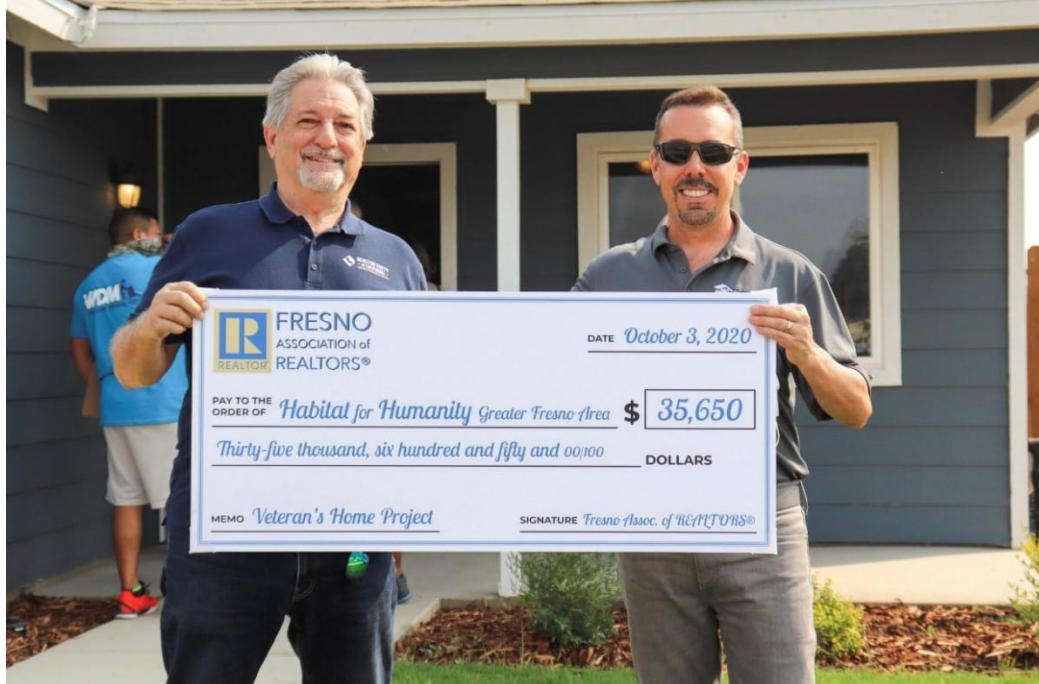
This year continues to throw us new challenges at every turn, and September was no different. We also send our heartfelt prayers to our mountain community as they grapple with the aftermath of the devastating wildfires, and we are pleased to report that FAR donated to the *American Red Cross* to specifically support those affected by the Creek Fire. We have also made donations to *Neighborhood Industries* (through YPN's Month of Giving) and the *Central California Food Bank* to help support our community's most basic needs during these difficult times.

We are also proud to announce that together, with your help, we reached our \$35,000 goal for *Habitat for Humanity's* Veteran's Home Project! These funds will go to support a new home build in Clovis for a local veteran's family, and we are grateful to everyone who donated generously to this important cause.

Gerard was at the forefront of these programs, and he would want us to continue pressing ahead in innovative ways, and to show the community that REALTORS® are leading the charge in the resilience needed to get us all back on track and thriving. We wish you all health and safety as we enter the Fall season, and be sure to read below for all the important updates and opportunities we're offering our members this coming month.

Our main goal is to continue to serve you the best we can!

- **The Fresno Association of REALTORS®**



October 2020

All classes/events are held virtually using ZOOM.

SUN	MON	TUE	WED	THU	FRI	SAT
4	5	6 9:00am Home Tour Caravan	7	8 8:30am NEW MEMBERS 9:00am CRMLS TRAINING 1:00pm MLS EXPERT	9	10 9-10am RADIO
11	12	13 9:00am MLS 10:15am Know Your Forms Appraisal/Compe	14	15 9:00am CRMLS TRAINING 1:00pm MLS EXPERT	16	17 9-10am RADIO
18	19	20 9:00am Home Tour Caravan	21	22 1:00pm MLS Expert Series	23	24 9-10am RADIO
25	26	27 9:00am Home Tour Caravan	28	29 10:00am LEGAL UPDATE 1:00pm MLS EXPERT	30	31 9-10am RADIO

Local Stats Report

Want a quick summary of the most recent market statistics from



Reminders for the month ahead:

MLS Virtual Home Tour + Assemblyman Jim Patterson Tuesday at 9:00am

This coming Tuesday, October 13th at 9:00am is our next Virtual Home Tour! [Click here to register in advance](#), and upload your caravan listing by 6pm on Monday in order to be included. These are fun ZOOM sessions with a listing caravan and important FAR updates. This Tuesday we will also welcome special guest speaker Jim Patterson! Please register in advance and we look forward to seeing you online.



**KNOW YOUR FORMS
MONTHLY SERIES**

APPRaiser/COMPS PANEL

Tuesday, October 13th
10:15 AM to 11:30 AM via Zoom

[REGISTER](#)

Fresno MLS EXPERT SERIES Thursdays at 1:00pm

These 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. [Click here to register for next week's MLS Expert class on October 15th](#). We will be learning about how to enhance your searching in CRS Data.



Free CRMLS Training

Are you a Fresno CRMLS Subscriber? Or thinking of joining? Attend this next FREE training and learn about the CRMLS platform from their certified trainers.



Thursday, October 15th | 9:00am
Homesnap Pro App

[CLICK HERE TO REGISTER](#)

Legal Update with Gov

Thursday, Oct. 29th | 10:00am

Mark your calendars and [click here to register](#) for our next legal update on Zoom with 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.



State & National Resources for COVID-19



CALIFORNIA
ASSOCIATION
OF REALTORS®

[CAR COVID UPDATES](#)



REALTOR®

[NAR COVID UPDATES](#)

Lookout for your MLS Bill

Due November 1st, 2020

Be sure to keep an eye out in your mailbox for your MLS dues billings in your mail at the end of this month! These dues billings are for November 1st, 2020 through April 30, 2021. The MLS bill is due November 1st, 2020 and will be delinquent after December 15, 2020.





With Sympathy

We send our heartfelt condolences to the friends, family, and coworkers of fellow FAR member [Barbara Koomjan](#) who recently passed away.

BE ON THE RADIO!

Saturdays 9-10am on ESPN 940AM

Share your Real Estate knowledge with the Central Valley! Be a guest on Welcome Home Radio. Now in our 12th year, this show is "live" Saturday mornings from 9-10 am on ESPN 940 AM. What do we talk about? Real Estate topics that you are comfortable discussing for the benefit of our listening audience. Missed a show? Subscribe to our podcast, by searching Welcome Home Radio. Contact Irene or Jill at 490-6400 to get on the schedule or [click here to sign up](#).



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](#)

Thanks to our Affiliate Advertisers!

Click each image to visit the advertiser's website:



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®.



Why Guild? We've got your back.

Guild Mortgage has become one of the nation's leading independent mortgage providers by following a simple rule—doing what's right for our customers.

We've grown through referrals for nearly 60 years. Today, no other mortgage lender has our stability, experience and uncompromising focus on customer service.

- ✓ Exceptional service
- ✓ Deep expertise
- ✓ Direct lender
- ✓ Long-term relationships
- ✓ Available evenings and weekends*

Ready to talk?
Let's get your client closer to home.



Lu Beltran
Branch Manager
NMLS #244787
M: 559.260.9057
lbeltran@guildmortgage.net



Patty Grissom
Client Officer
NMLS #350189
M: 559.307.7611
pgrissom@guildmortgage.net

7108 N. Fresno St., Suite 190 | Fresno, CA 93720

Guild Mortgage Company is an Equal Housing Lender. NMLS ID #8219. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. All loans are subject to credit review and approval. Terms and conditions may apply. Subject to change without notice. For more financing information and independent verification, call "Guild Mortgage" or visit our website. Services provided only to qualified borrowers. This is a paid advertisement and is not sponsored or endorsed by, nor affiliated with, The Fresno Association of REALTORS®.

Guild mortgage
OWN WHAT MATTERS



Great 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 Herndon Ave. (Herndon & Fowler)

(559) 256-1090

www.expressinsurance.com

personalexpress
INSURANCE

Personal Express Insurance is a brand utilized by the following insurance underwriting companies: Integon National Insurance Company and National General Premier 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®.



Your Ad Could Be Here!

CLICK HERE TO LEARN MORE



FRESNO
ASSOCIATION of
REALTORS®



FRESNO
ASSOCIATION of
REALTORS®



Fresno Association of REALTORS® | fresnorealtors.com

6720 N. West Avenue Fresno, CA 93711 | (559) 490-6400

Fresno Office: Curbside pick-up by appointment only, Mon-Fri 8:30am - 5:00pm

Yosemite Gateway Branch: 40298 Junction Drive, Suite B, Oakhurst, CA 93644

YGB Hours: Temporarily closed for in-person visits

© 2020 | All rights reserved.