

# THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®

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JANUARY 2018 | ISSUE 2

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Calling all Brokers and  
Managers!  
Don't forget to sign up for  
the Forum

Call FAR at 559.490.6400  
to register

## WHAT'S INSIDE THE ISSUE

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# California Housing Market Update

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Monthly Sales and Price Statistics  
November 2017



CALIFORNIA  
ASSOCIATION  
OF REALTORS®

## NEW MEMBER ORIENTATION

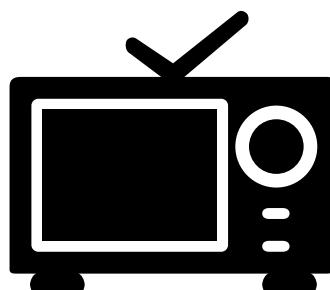
The first Orientation  
of the year is taking  
place at the FAR  
office on  
January 25th, 2018

To register please  
call 559-490.6400

## NAR AND THE FAIR HOUSING ACT

This year NAR has chosen to spend a year commemorating the Fair Housing Act; the video below is a brief history of NAR's involvement. This year they are focusing on three main goals

- Acknowledging the organization's past role in the fight for fair housing;
- Understanding how we as a nation are constantly improving our commitment to fair housing; and
- Embracing REALTORS®' role at the forefront of advancing fair housing, leading efforts to address community fair housing issues.





Introduction of Board of Directors  
and Executive Committee

# 2018 Fresno REALTOR® Broker & Manager Forum

**F.A.R. office on Tuesday,  
January 23 @ 11:30**

**Join F.A.R. President  
Brandon Gonzales &  
Leadership Team for  
lunch and a look at  
what's ahead for 2018**

**Free to attend**

**Must R.S.V.P.  
in advance by  
calling F.A.R. at  
559-490-6400**



**CAR 2018  
Advertising Rules  
Tax Portability**



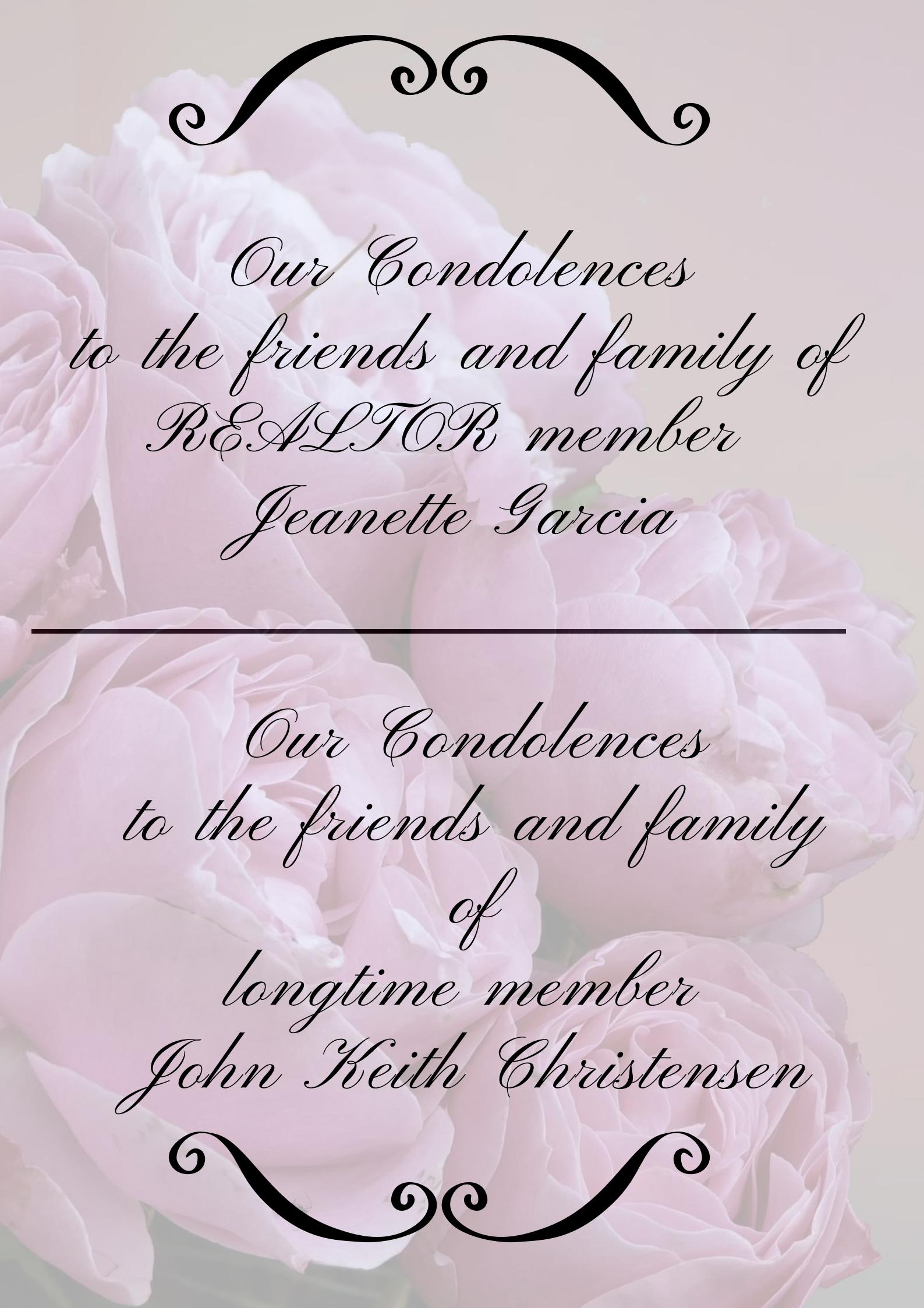
**FAR 2018  
New Orientation Format  
Enhance Professional Standards**



**MLS  
Understanding Exclusion Rules &  
On Market Days  
CRS**



**FRESNO  
ASSOCIATION of  
REALTORS®**



Our Condolences  
to the friends and family of  
REALTOR member  
Jeanette Garcia

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Our Condolences  
to the friends and family  
of  
longtime member  
John Keith Christensen

# Calendar

## Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Branch Office

Mon.

**15**

**\*\* FAR office and Yosemite  
Gateway Branch are closed in  
observance of  
Martin Luther King Day\*\***

Tues.

**23**

8:30am - MLS Home Tour Meeting  
11:30am - Broker/Manager Forum  
**11:30am - CRS Data Training**

Tues.

**16**

8:30am - MLS Home Tour Meeting  
Speaker: Ken Meyer, CPA  
10:30am - Zipforms/Digital Ink  
Training

Wed.

**24**

Thurs.

**18**

**8:30am - Yosemite  
Gateway Home Tour Meeting**  
10:30am - Websites Class

Thurs.

**25**

8:30am - New Member Orientation  
**8:30am - Yosemite Gateway  
Home Tour Meeting**  
**2:00pm - Zipforms/Digital Ink  
Training**

Fri.

**19**

8:30am - Investors/Exchangers

**26**

8:30am - Investors/Exchangers



**Closing loans and  
opening doors  
since 1960**

## Meet our team



**Lu Beltran**

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**Judy Neisler**

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Our wide variety of programs can  
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available for you and your clients on  
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Guild Mortgage Company is an Equal Housing Lender; NMLS ID# 3274. Fresno Branch NMLS #1312447. I am authorized to conduct business in California State. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. Guild Mortgage offices are not available on the weekends to conduct any substantial business.

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**Guild**  
mortgage



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**KAMPS INSURANCE AGENCY**

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**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](mailto:sheila@kampsinsurance.com)**

**750 E Bullard Ste. 104 – Fresno 93710**

**CA License #: 0E48936**

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# meet OUR TEAM



**PacificUnionFinancial**

We work hard to *make mortgage easy.* <sup>SM</sup>



## **Michael Gilmore**

NMLS #234739

Manager

Certified Mortgage Planner

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## **Bacilio Maciel**

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*Se Habla Español*



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*Se Habla Español*



Pacific Union Financial, LLC, 8900 Freeport Parkway, Suite 150, Irving, TX 75063, (800-809-0421), NMLS Number 2221, ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)); Equal Housing Opportunity; Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act, Residential Mortgage Lending Act License #4150081 and the California Finance Lender Law, Finance Lenders Law License #6053971, loans will be made pursuant to either the Residential Mortgage Lending Act or the Finance Lenders Law license. "This is a paid advertisement, not necessarily endorsed by the Fresno Association of REALTORS®"



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- Specializing in high value homes
- Headquartered in the Central Valley since 1984
- Multi-Policy, Safe Driver and Good Student Discounts

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NMLS #13589



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100% of the customers  
to whom I've issued a  
pre-approval letter  
have closed their  
loans."*



## Mohan Cheema

NMLS ID #698952

Senior Mortgage Consultant  
[mohan.cheema@phmc.com](mailto:mohan.cheema@phmc.com)  
[www.mohancheema.com](http://www.mohancheema.com)

**CALL ME!**

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Information subject to change without notice. This is not a commitment to lend and all loans are subject to credit approval; certain restrictions may apply. Licensed by the Dept. of Business Oversight under the CA Residential Mortgage Lending Act. See [www.phmc.com/licensing](http://www.phmc.com/licensing) for additional licensing information. NMLS ID #13589 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)).

9/26/17

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**Call One of Our Loan Officers Today!**

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**Kay Connell**  
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NMLS 309399



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