

# THE GRAPEVINE

*OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®*



## THE PRESIDENTS MESSAGE

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# MLS Rules Update

## MLS Desk

There have been a few updates to the Fresno MLS Rules and Regulations to be in line with the C.A.R. Model Rules & Regs. The updated revisions to the rules are highlighted in **RED**.

### 7.12 Unilateral Contractual Offer; Subagency Optional.

In filing a property with the MLS, the Broker Participant makes a blanket unilateral contractual offer of compensation to the other MLS Broker Participants for their services in selling the property. Except as set forth in Rule 7.15 below or pursuant to California Civil Code Section 1087, a Broker Participant must specify some compensation to be paid to either a buyer's agent or a subagent and the offer of compensation must be stated in one, or a combination of, the following forms (1) a percentage of the gross selling price; or (2) a definite dollar amount. The amount of compensation offered through the MLS may not contain any provision that varies the amount of compensation offered based on conditions precedent or subsequent or on any performance, activity or event. **In the event there are any service fees or administrative costs, etc to be imposed on buyer's agent's compensation, any such reductions should be factored in as a reduced amount the listing broker initially offers to a cooperating broker and may not be made a condition of the offer.** Furthermore, the MLS reserves the right to remove a listing from the MLS database that does not conform to the requirements of this section. At the Broker Participant's option, a Broker Participant may limit his or her offer of compensation to buyer's agents only, to subagents only, or make the offer of compensation to both. Any such limitations must be specified on the property data form and in the MLS. The amount of compensation offered to buyers' agents or subagents may be the same or different but must be clearly specified on the property data profile sheet. Broker Participants wishing to offer subagency to the other MLS Broker Participants must so specify on the property data profile sheet and on the MLS, otherwise, the offer of compensation does not constitute an offer of subagency.

### 7.19 Expiration, Extension, and Renewal of Listings.

Listings shall be **changed to the appropriate off-market status** on the expiration date specified on the listing unless the listing is extended or renewed by the listing broker. The listing broker shall obtain written authorization from the seller(s) before filing any extension or renewal of a listing. Any renewals or extensions received after the expiration date of the original listing shall be treated as a new listing and will be subject to any fees applicable to new listings. At any time and for any reason, the MLS has the right to request a copy of the seller's written authorization to extend or renew a listing. If a listing broker is requested to provide a copy of such authorization and does not do so within 1 day after the request, the listing shall be subject to immediate removal from the MLS.

#### 7.19.1 Extension for Protected Buyer.

**In the event a listing broker's listing has expired but a commission extension right for a protected buyer has been timely activated in the listing agreement and listing broker represents seller in said transaction, listing broker may be considered the "listing broker" for MLS reporting of sale as long as satisfactory documentation is presented to MLS.**

Fresno Association of REALTORS®  
6720 N West Avenue  
Fresno, CA 93711

### WHERE CAN I FIND THESE FORMS?

Fresno Seller Exclusion Form:  
[www.fresnomls.com](http://www.fresnomls.com)  
Select "tools" then "Documents"

ZipForms - C.A.R. SELM (Seller Instruction To Exclude  
Listing From the MLS)

### 7.5 MANDATORY SUBMISSION

Within 3 business days after all necessary signatures of the seller(s) have been obtained on the listing or at the start beginning date of the listing as specified in the contract, whichever is later, on any exclusive right to sell or exclusive agency listing on one to four unit residential property and vacant lots located within the service area of the MLS, Broker Participants shall (1) input the listing to the service, or (2) submit a seller-signed exclusion in accordance with Section 7.6 (Exempted Listings) to the service.



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Is your listing  
just not ready  
to hit the  
market?

What does your Active  
Listing Agreement need  
to support delayed  
submission?

- Fresno Seller Exclusion or C.A.R. SELM (Seller Instruction to Exclude Listing from the MLS)
- Submit Exclusion into the FMLS within 3 business days after beginning contract date or after all signatures are collected, whichever is later.



Click the form to register

## KNOW YOUR FORMS MONTHLY SERIES

Every Second Tuesday  
from 10 am to 11:30 am  
at F.A.R. & streamed at our  
Yosemite Gateway Branch  
Must register in advance 559-490-6400



Tuesday, August 14th

C.A.R. Form RCSD  
Representative Capacity Signature Disclosure  
& C.A.R. Form TA  
Trust Advisory

A collage of two California Association of Realtors (C.A.R.) forms. The top form is the Representative Capacity Signature Disclosure (Form RCSD), and the bottom form is the Trust Advisory (Form TA). Both forms are partially visible, showing their headers and introductory text. The RCSD form includes sections for identifying the principal, the representative, and the transaction. The TA form includes sections for disclosing the nature of the trust and the responsibilities of the trustee. Large, semi-transparent arrows point from the text above towards the forms.



# YPN MONTH OF GIVING BACKPACK DRIVE

YPN is collecting back to school supplies for 1st-3rd graders .

A collection bin is located in the FAR office

Materials Needed:

Backpacks (fun ones for little kids)

Crayons

Colored Pencils

Markers

Wide ruled notebooks

Number 2 pencils

Monetary donations are welcome as well, please  
call the FAR office. 559.490.6400



Fresno State is offering discounted  
tickets for the Kickoff game for the  
2018 Season

Click the banner below to purchase  
tickets



## BREAKING NEWS

### Flood Ins. Extension Passes Overwhelmingly

In a big win for REALTORS®, the National Flood Insurance Program will continue renewing or issuing new insurance for four more months under legislation overwhelmingly passed by the U.S. Senate today. The bill, which cleared the House last week, is expected to be signed into law before midnight on July 31, 2018, when the program expires.

"We applaud lawmakers for taking this needed action to prevent disruptions to closings in thousands of communities across the country," says NAR President Elizabeth Mendenhall. "Although the program is now extended through November 30, the NFIP is in desperate need of reforms that will make the program solvent and sustainable for the long term. The National Association of REALTORS® will continue fighting for these reforms."

REALTORS® have been urging extension of the program for months. Almost 125,000 REALTORS®, about 15 percent of the NAR membership, contacted their members of Congress in support of the extension. The REALTOR® voice was critical through the process. This clean extension of the National Flood Insurance Program shows that it's clear Congress heard the concerns of REALTORS®

## DID YOU KNOW?

A lockbox transfer form is needed anytime you buy or sell a lockbox from another agent.

Please be aware the staff cannot make changes to the lockbox information without this form.

When bringing a lockbox from another association, this form is not needed. However the box needs to be DEPROGRAMED by the association it came from.

Fresno Association of Realtors® LOCKBOX OWNER TRANSFER FORM		
Date of transfer: _____		
New Owner: _____	Member #: _____	
Office: _____	Office#: _____	
Original Owner: _____	Member #: _____	
Office: _____	Office#: _____	
This is to certify that I have transferred the ownership of the listed Supra iBox Keybox(es) to the agent named above.		
Signature: _____		Date: _____
Keybox serial number(s), found on back of box:		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

# Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

Tues.  
07

8:30am - MLS Home Tour Meeting  
Speaker : Sarah Mirhadi - Poverello House  
10:30am - Rapattoni MLS Training  
1:30pm - CRMLS Training

Tues.  
14

8:30am - MLS Home Tour Meeting  
Speaker : Brian Cuttone Attorney -  
New Ad Laws For DRE  
10:00am - Know Your Forms:  
Form RCSD & CAR Form TA

Thurs.  
09

9:00am - CRMLS Training  
9:00am - Wake Up YPN at Rocket Dog  
8:30am - Yosemite Gateway Branch  
Home Tour Meeting  
Speaker - Susan Britter : First American  
Warranty  
2:00pm - CRS Data Training

Thurs.  
16

8:30am - Yosemite  
Gateway Branch Home Tour  
Meeting  
Speaker - TBD  
10:30am - RPR Training

Fri.  
10

8:30am - Investors/Exchangers

Fri.  
17

8:30am - Investors/Exchangers



# Cruz Insurance Agency

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(559) 558-8122

**Email:**

[ncruz@farmersagent.com](mailto:ncruz@farmersagent.com)

**Website:**

<https://agents.farmers.com/ca/fresno/noe-cruz>

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# Let our team help you grow your business

## Ask us how



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**Guild**  
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Guild Mortgage Company is an Equal Housing Lender; NMLS #3274. Fresno Branch NMLS #1312447. I am authorized to conduct business in the state of California. 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. (18-7306)  
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9/26/17

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- Simple. Secure. Easy. The way homebuying should be.

## 2. We quickly set the wheels in motion!

- 11, 14, 21 days or more – we get you to the closing table when you and your client are ready.<sup>1</sup>
- We process and underwrite loans in-house, so your originators can provide clients with accurate updates.

## 3. Jump start house-hunting with a Pre-Approval.<sup>2</sup>

- Lets you offer possibilities that other lenders can't.
- Gives your customers a competitive edge when bidding.

## 4. We can help you. And so can the rest of the Stearns Lending team.

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<sup>1</sup>Closing times may vary based on various transactional factors such as borrower's document response times, property location, and credit profile.

<sup>2</sup>TBD Pre-Approval is for qualifying buyers whose property is yet To Be Determined. Supporting documents include 1 month of pay stubs, W2 forms for last two years, and other documentation that substantiates the borrowers' income and debt obligations derived from assets, self-employment and any other documentation that Stearns Lending, LLC requires.

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