

THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®



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Orientation!

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Call FAR to sign up today: 559.490.6400

Thursday, April 26th 8:30 am - 2:30 pm

Thursday, May 31st 8:30 am - 2:30 pm

Monday, June 18 8:30 am - 2:30 pm



Candidate Application for Nomination to
Fresno Association of REALTORS® Board of Directors
6720 N. West Ave, Fresno CA 93711
Phone: 559-490-6400
Fax: 559-490-6464

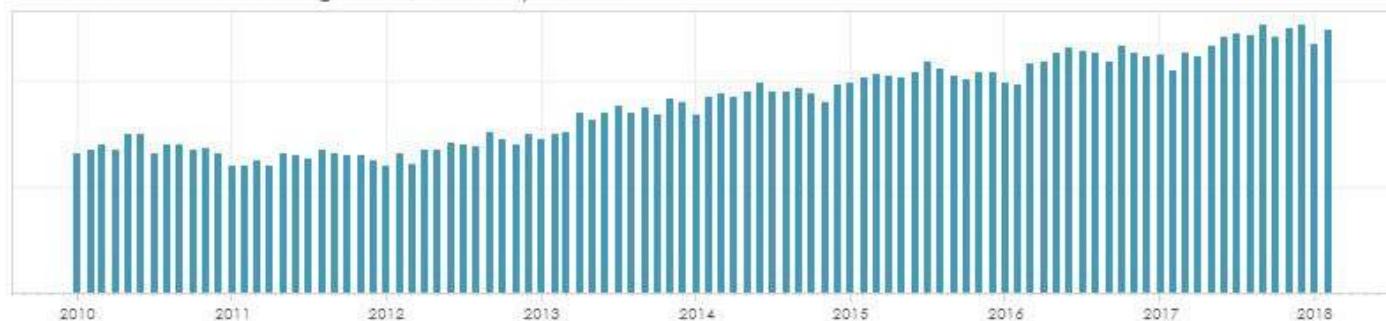
DEADLINE April 13th 2018

MARKET STATS

City of Fresno At A Glance

	Feb - 2017	Jan - 2018	Feb - 2018
Median Home Price	\$211,500	\$235,500	\$249,000
Price Per SQ Feet	\$135	\$150	\$154
Days on Market	21.0	19.0	13.0
Sales to List Ratio	98.6%	99.0%	99.2%
Housing Units	17,864	18,966	19,894
Unsold Inventory Index	4.0	3.2	3.2

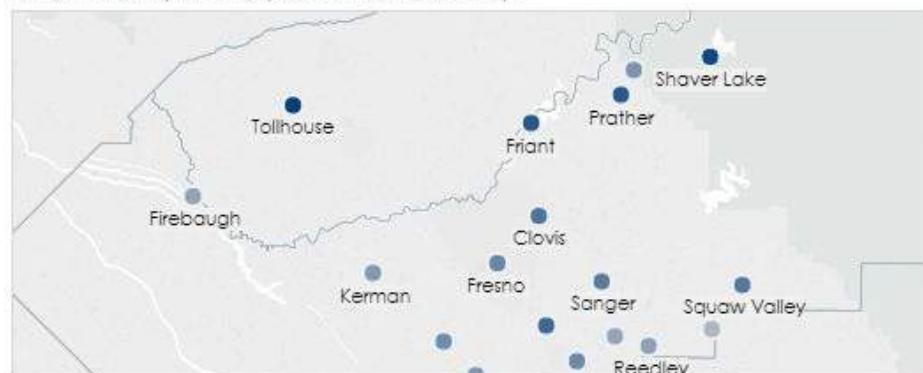
Fresno: Median Housing Price, Monthly Value



Fresno County: Map of Median Housing Price

To see monthly details, please hover over city.

59,000 515,000



* An aggregate of unweighted, averaged median prices from a sample of city level data.



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HUD TRAINING

Learn the Ins and Outs of Selling HUD Homes



HELD AT F.A.R. AND STREAMING AT YGB

April
23rd

2pm-4pm | Every fourth Monday of the month. Call F.A.R. to register for this free event! | 559-490-6400

BLACK BELT NEGOTIATING
THE ART OF DEFENDING
YOUR COMMISSION

Lunch & Learn

with Michael Soon Lee

*Tuesday, April 24th
from 12 - 2:30*

**BiWiSE
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700 Van Ness Ave.
Fresno, CA 93721

*Tickets are \$15 and
include parking validation*

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Calendar

Upcoming Training and Events

- Held at FAR Office

- Held at Yosemite Gateway Branch Office

- Held at FAR Office

Tues.

17

8:30am - MLS Home Tour Meeting
 Speaker : Kasey Christiansen /Brandon Uribe - YPN
 10:30am - Zipform Plus/ Digital Ink

Wed.

18

10:30am - CRS Data Class

Thurs.

19

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

Fri.

20

8:30am - Investors/Exchangers

Mon.

23

2:00pm - HUD Training
 *Streaming at Yosemite Gateway Branch

Tues.

24

8:30am - MLS Home Tour Meeting
 Speaker : TBD
 10:30am - Clerical Training
 12:00pm - Black Belt Negotiating: Lunch and Learn
 2:00pm - Zipform PLus/ Digitalink

Wed.

25

10:30am - MLS Training

Thurs.

26

8:30am - Yosemite Gateway Branch Home Tour Meeting
 Speaker : TBD
 8:30am - New Member Orientation

Fri.

27

8:30am - Investors/ Exchangers

MEET OUR TEAM

TOP 10 LENDER FOR
CLOSED UNITS IN
FRESNO!



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Website:

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



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Resource Lenders Inc. Real Estate Broker BRE #01079003 NMLS #254765

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Visalia branch:
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Visalia, CA 93227



Pacific Union Financial, LLC, 8900 Freeport Parkway, Suite 150, Irving, TX 75063, (800-809-0421), NMLS Number 2221, (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®."

There's a new lender in town!

Helping customers secure their dream home is the best part of your job. And with Stearns Lending, LLC on your side, you'll have even more resources to serve your clients.

1. We have revolutionized the home loan experience.

- Our online verification of employment, income and assets eliminates the need for your clients to have to dig up documents.
- 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.¹
- 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.²

- 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.

- We had humble beginnings and still treat customers and business partners as we did from the start.
- For more than 25 years, we've been helping people find their one-of-a-kind loan for their one-of-a-kind home.

Ready to work together? Call us today!



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LENDING



¹Closing times may vary based on various transactional factors such as borrower's document response times, property location, and credit profile.
²TBD 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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