

THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®

REALTOR DUES

Dues have been mailed out and are now due.

The minimum due is \$479.00
All dues must be paid prior to
February 15th 2019

Open Enrollment
for Benefits has
been extended.
Check inside for
more information

WHAT'S IN THIS ISSUE

REALTOR Dues - 1
MLS Rule Update - 2
Supra E-key Update- 3
Real Green - 3
Remodeling Impact
Report from NAR - 4
Benefit Enrollment - 5
Calendar - 6
Affiliate Advertisers - 7



Supra has updated the software for the E-key app, Please read the information inside to ensure continued success using your key.

From the MLS Desk

An update to the MLS Rules

Updated Fresno MLS Rules & Regs:

The mandatory NAR policy changes pertain to Rules 9.4 (Presentation of Offers), 9.5 (Submission of Offers and Counter-Offers) and 12.10 (False or Misleading Advertising and Representations; True Picture Standard of Conduct). The revisions are set forth as follows:

9.4 (Presentation of Offers) has been revised to incorporate the new provision of NAR Code of Ethics/Standard of Practice 1-7, effective January 1, 2019, requiring listing agents, if asked, to present written verification that the offer was submitted (or that the seller has waived the obligation to have the offer presented) so that the C.A.R. Model MLS Rules will require listing agents to obtain written direction from seller for any altered presentation time and to provide clear and accurate notice of any such altered presentation date/time in the MLS.

9.5 (Submission of Offers and Counter-Offers) has been revised to incorporate the new provision of NAR Code of Ethics/Standard of Practice 1-7, effective January 2019, requiring listing agents, if asked, to provide written verification of submitting offers so that the C.A.R. Model MLS Rules will require listing agents who receive a written request from buyer's agent to provide written verification that the offer was submitted (or that the seller has waived the obligation to have the offer presented) within 3 days of buyer's agent's request.

12.10 (False or Misleading Advertising and Representations; True Picture Standard of Conduct) has been revised to incorporate recently added additional provisions of NAR Code of Ethics/Standard of Practice 12-10 setting forth Internet ethics and behavioral standards.

Updates from CALIFORNIA REAL ESTATE LAW:

The remainder of the revisions set forth throughout the rules incorporate newly adopted C.A.R. sponsored "clean-up" statutory changes made to California Real Estate Law [AB 1289 (CA Civil Code) and AB 2884 (CA B&P Code)]. Adoption is mandatory as the statutory changes in the law go into effect January 1, 2019.

Changes made to the law include technical corrections, revised and updated terminology and procedures and modified statutory structure and references. The most notable of those impacting the MLS Rules are as follows:

- "Selling agent" or "cooperating agent" – now termed "buyer's agent";
- "Exclusive agency listing" – now termed "seller reserved listing agreement";
- "Open listing" – retains the same basic definition (which is no exclusive rights for a listing agent and a commission due only if the listing agent procures an enforceable offer from the buyer), but no longer grants a statutory exception to the MLS requirement that all listings make an offer of compensation in the MLS;

NAR Remodeling Impact Report

Highlights

Homeowners and renters remodel, redesign, and restructure their home for a variety of reasons. This report takes a deep dive into the differences between remodeling when hiring a professional compared to individuals who “do it yourself” (D.I.Y.).

- More than half of all home projects were done by hired professionals, compared to 56 percent of pet projects, which were D.I.Y. projects.
- For home projects done by a hired professional, consumers reported a Joy Score of 9.6 and those who did the project themselves reported a Joy Score of 9.9.
- Respondents who did pet projects and hired someone to complete a project reported a Joy Score of 9.3 and those who did the pet project themselves reported a Joy Score of 9.4.
- Forty-one percent of consumers preferred hiring a professional on a project when they wanted the finished product to have better functionality or livability.
- Projects that reflected adding the consumer’s personality to their home were twice as popular to D.I.Y. than hiring a professional.

Click here to read or view the full report

Most Common Project Type (Interior Projects)

- The most popular interior project for all renovators was a bathroom renovation, followed by kitchen upgrades, and complete kitchen renovations.

Project Type (Interior Projects)	Hire Professional	D.I.Y.
Bathroom renovation	25%	26%
Kitchen upgrade	17%	19%
Complete kitchen renovation	16%	9%
New wood flooring	10%	7%
New master suite	4%	3%
HVAC replacement	4%	1%
Basement conversion to living area	3%	4%
Insulation upgrade	2%	2%
Hardwood flooring refinish	2%	3%
Add new bathroom	2%	1%
Closet renovation	1%	3%
Attic conversion to living area	1%	1%
Other projects (ie, painting, new floor or carpet)	14%	24%

Exterior or Interior Projects

- Of projects that involved hiring a professional, 72 percent were interior and 28 percent were exterior.
- For D.I.Y. projects, 77 percent were interior and 23 percent were exterior.



Dear Customer,

We are pleased to announce that we are beginning the release of the new Supra® eKEY® app for iOS (iPhone®) users on Monday, January 7.

The Supra eKEY app released to a limited number of Android™ users over the past couple of weeks. We will begin releasing the app to the rest of Android users beginning later today.



How and when will the app be delivered?

For eKEY app users that have automatic app updates turned on, the app stores will automatically deliver the app to users. eKEY users that do not have automatic updates turned on can go to the app store and download it. The minimum requirement for the new eKEY app is Android OS 5 or iOS 10.

Do the apps need a new authorization code?

The eKEY app does not require a new authorization as long as it is installed on a device that already has an authorized eKEY app.

How will Supra let Keyholders know about the new eKEY app release?

When the new eKEY app is available to all users, Supra will send a message within the existing eKEY app letting users know that a new version of the app is available along with a link to resources for more information.

Important Note for Android users

To open keyboxes with the new Supra eKEY app, Location Services need to be enabled. To turn on Location Services, tap **Settings**, tap **Location**, and tap the slider to turn it **On**.

Agent Resources

Please feel free to share with your members the following web page containing links to all of the agent resources available:

<http://www.supraekey.com/CustomerSupport/Pages/eKEY-Resources.aspx>.

The advertisement features a collage of images of fruit trees: lemons, white blossoms, oranges, peaches, and a flowering pear. A large green rectangular box is centered over the collage, containing the text '2 TREES FOR \$75' and 'REAL GREEN' in large white letters. Below this, it lists 'Available trees: Apple, Lemon, Nectarine, Peach, Mandarin, Orange, Flowering Plum, Flowering Pear'. At the bottom of the green box, it says 'TREES DELIVERED TO FRESNO AND CLOVIS ONLY'. In the bottom right corner, there is a logo for 'REALTORS® BRANCHING OUT' with a tree icon and 'Fresno Association of REALTORS®' below it.

BENEFITS STORE



INSURANCE SERVICES

Open Enrollment Extended!
Now Open Until January 20th, 2019

Anthem Blue Cross Group Plans Continue to be Available Throughout California!

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- ⇒ Including access to PPO providers Nationwide (Blue Card Program)
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***Please refer to the Benefit Summary for complete details.**

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Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

Mon.
21

The F.A.R. and Yosemite Gateway Branch will be closed January 21, 2019 in observance of Martin Luther King Jr. Day

Tues.
15

9:00am – Tuesday Home Tour
Speaker: CAR President: Jared Martin
10:30am – Zipforms / Digital Ink Training

Tues.
22

9:00am – Tuesday Home Tour
Speaker: Know Your Forms
10:30 – CRS Data Training
1:30pm – CRMLS Training
Topic: Managing your Listings in Matrix

Thurs.
17

8:30am – Home Tour @ YGB
10:30am – RPR Training

Thurs.
24

8:30am – Home Tour @ YGB
10:30am – Websites Presentation

Fri.
18

8:30am – Investors / Exchangors

Fri.
25

8:30am – Investors / Exchangors

JOIN US IN FRESNO ON JANUARY 22ND TO LEARN HOW YOU CAN EFFECTIVELY COMPETE AGAINST THE NEW TECHNOLOGY PLATFORMS!! GET INFORMED AND BE PREPARED FOR 2019!

*In collaboration with The Career Compass, the CA Association of Mortgage Professionals presents the **ONLY** class in California **teaching RE Agents HOW TO COMPETE** with new tech platforms.*

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**And... THE CAREER COMPASS
REAL ESTATE SUCCESS TRAINING**

What: Luncheon, Education, Networking
Who: All Real Estate and Mortgage Professionals
Where: Fort Washington Golf & Country Club
10272 N. Millbrook Ave., Fresno
(Business attire - please no jeans)
When: Tuesday, January 22nd, 2019
12:00 PM - 3:00 PM
Registration begins at 11:30
Cost: \$20 CAMP Members
\$30 Non-Members
(Price includes lunch -pay at the door)
RSVP: Please RSVP to campcv@gmail.com by
Friday, January 18th
Phone: Please direct inquiries to 559.347.8000

**Seating is limited!
Register early!**

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With roots in the Central Valley, we pride ourselves in establishing partnerships with local, trustworthy builders and real estate companies.



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Who We Are

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