

## Weekly Updates

March 16, 2017



### OFFICERS

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**HELEN MARSTON**  
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VENEZIANO**  
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**MINDY YEH**

### IMMEDIATE PAST PRESIDENT

**KEVIN KWAN**

### EXECUTIVE OFFICER

**ALBERT TRAN**



### **Breakfast Meeting...**

#### **March Program Chair:**

Silvia Rosich, Landz Real Estate, Inc.

- **March 16<sup>th</sup>** ... Julie Tran, Government Affairs Field Representative, California Association of REALTORS®. Her topic will be "Upcoming issues, legislations and regulations affecting the real estate industry in 2017."
- **March 23<sup>rd</sup>**... Art Carter, Chief Executive Officer, CRMLS, Inc. His topic will be "CRMLS Update."

#### **Attendance Drawing (3/9/17)**

Benjamin L. Ueng's name from Pacific Asia Group Realty was drawn; however he was not present. This week's drawing will be for \$275.00.

#### **50/50 Winner (3/9/17)**

Congratulations to Nancy Lin from Ko Tai Realty who won \$53.00 at our last MLS Breakfast Meeting. She generously donated her winnings to the WSGVAR Foundation.

#### **Inspirational Quote from 3/9/17:**

*"Alone we can do so little, together we can do so much."*  
By Helen Keller

#### **Did You Know?**

- Weekly Caravan listings are printed on pages 7 and 8.

#### *\*Save the Date\**

**CCIM: Foundations for Success in Commercial Real Estate (2 Day Course)**

**Tuesday, March 21, 2017 & Wednesday, March 22, 2017**  
8:00 a.m. to 5:00 p.m.

**Instructor: Carmela Ma, CCIM Senior Instructor**



**Upcoming Chambers of Commerce  
Mixers & Events**

**San Gabriel Chamber of Commerce**

**"First Day of Spring Patio Party"**

**Monday, March 20, 2017 from 4:00 p.m. to 7:00 p.m.**

**Clearmans Galley (The Boat)**  
7215 Rosemead Blvd., San Gabriel, CA

### **Upcoming Committee Meetings:**

#### **Thursday, March 16<sup>th</sup> ...**

Membership Committee Meeting, 9:30 a.m. to 10:30 a.m.

#### **Thursday, March 23<sup>rd</sup> ...**

Board of Directors Meeting, 9:30 a.m. to 12:00 p.m.

### **Education Schedule**

All education classes can be found at [www.wsgvar.com](http://www.wsgvar.com) by clicking on the "Education Schedule" under the "Education & Events" menu.



Monday, March 20, 2017 from 9:30 a.m. to 12:30 p.m. "**zipForm® Plus Training**"  
Instructor: Ling Chow, zipForm® Certified Trainer and WSGVAR Officer



Monday, March 20, 2017 from 1:30 p.m. to 4:30 p.m. "**Code of Ethics Training Course**"  
REALTORS® are now required to complete ethics training within two-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®. A new two-year cycle began January 1, 2017. The deadline for this cycle is December 31, 2018.



Tuesday, March 21, 2017 and Wednesday, March 22, 2017 from 8:00 a.m. to 5:00 p.m.  
**CCIM: (2 Day Course) Foundations for Success in Commercial Real Estate**  
Instructor: Carmela Ma, CCIM Senior Instructor



Friday, March 24, 2017 from 11:30 a.m. to 12:30 p.m. "**Brown Bag Lunch and Learn: IRS 1031**" Speaker: Jeff Huang, CPA, J Huang & Associates



Monday, March 27, 2017 from 1:00 p.m. to 2:30 p.m. "**Staying Out of Court**" Speaker: Robert Brand, Real Estate Risk Management Training.



Wednesday, March 29, 2017 from 9:30 a.m. to 10:30 a.m. "**Top Tax Secrets for the Successful REALTOR®/Investor**" Speaker: Tony Watson, Robert Hall & Associates.



## MLS MONTHLY PROGRAM CHAIR ...MARCH 2017



### **Silvia Rosich, Landz Real Estate, Inc.**

Silvia is a full time REALTOR® at Landz Real Estate. She is currently serving as Vice Chair for the Global Business Council and Grievance Committee. Silvia is also serving her fourth year as a member of the Education Committee and her third year as a member of the MLS Committee. In the past, she was Co-Chair of Special Events. Silvia takes pride in her professionalism, ethics and customer service skills. She developed these traits early in her career working in the banking industry from 1978 until 2009. Silvia has been a member of the WSGVAR since she got her license in 2005. After becoming a REALTOR®, Silvia went on to get designations and certifications, such as GRI, SFR®, SRES®, CNE, ABR®, CIPS, GREEN, and is currently a CRS Candidate.

Silvia developed a passion for singing at a very young age. At the age of 13, her father prompted her to start singing with a mariachi band in Los Angeles where he was a member himself. She later joined her brother's band as the lead singer. Soon she took ownership of her family owned musical group as the manager, where she, her two sisters, brother and friends performed as the *Santa Maria Band* and *Silvia, "La Baby"*. Santa Maria Band has two single 45 rpm records and you can find two of her big hits on YouTube as well as on "[Klie Radiosuerte.com](http://KlieRadiosuerte.com)". Silvia is married to her second husband and they will be celebrating their 26<sup>th</sup> Wedding Anniversary this year. Silvia has one daughter, she is married and together they have two children, ages 5 and 3. Silvia is bilingual, fluent in both Spanish and English. She has resided in Alhambra since 1989 and loves the community she serves.

### March 16<sup>th</sup> Breakfast Meeting



### **Julie Tran, Government Affairs Field Representative California Association of REALTORS®**

#### **Topic: "Upcoming issues, legislations and regulations affecting the real estate industry in 2017"**

As a member of the C.A.R. Government Affairs team covering the Greater Los Angeles area and the Central Coast, Julie's main focus is educating and mobilizing C.A.R. members on a wide variety of legislative issues, to ensure broad and consistent engagement in C.A.R.'s political activities. Julie worked for 5 years in state and federal levels of elected government offices and grassroots campaign organizing before joining C.A.R.

### March 23<sup>rd</sup> Breakfast Meeting



### **Art Carter, Chief Executive Officer CRMLS, Inc.**

#### **His topic will be "CRMLS Update"**

Art Carter is CEO of California Regional Multiple Listing Service, Inc. (CRMLS), the nation's largest and most recognized subscriber-based Multiple Listing Service (MLS).

Carter oversees strategic direction of the San Dimas, CA based company. With nearly 80,000 member agents from 34 Associations, 3 Board of REALTORS® and 1 MLS, CRMLS connects California real estate professionals to millions of property listings across the state. Carter joined as Chief Executive Officer in August of 2005. Before that, he served as Chief Financial Officer of Pacific West REALTORS®.

Carter is a tenacious advocate for brokers and leads the data share initiative in California. He is the driving force in uniting MLSs across the state with the intent to form a single, shared database for the benefit of all California real estate professionals. Under Carter's leadership, CRMLS has successfully merged with three MLSs since 2008, obtaining over 40,000 new members.

**March 9, 2017 MLS Breakfast Meeting  
50/50 Drawing**

Congratulations to Nancy Lin from Ko Tai Realty who won \$53.00 at the last MLS Breakfast Meeting. She generously donated her winnings to the WSGVAR Foundation.



**Cosmo Sanchez**  
NMLS ID 1476794  
Wells Fargo Home Mortgage  
8255 Firestone Blvd., Suite 502  
Downey, CA 90241  
626-497-9002  
Cosmo.sanchez@wellsfargo.com



**MLS Breakfast Meeting on March 9, 2017**

West San Gabriel Valley Association of REALTORS® would like to thank Connie Cohen of Vista Staging for her informative presentation.



**The National Association of REALTORS®**

**Code of Ethics**

***Article 2***

REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law.

[www.realtor.org/code-of-ethics](http://www.realtor.org/code-of-ethics)

Our MLS Breakfast Meetings are available on WSGVAR TV.

You may follow us on  
[www.youtube.com/WSGVAR10](http://www.youtube.com/WSGVAR10)

**Watch us on  
YouTube!**



**WATCH US LIVE ON:** 

# Greater Los Angeles CCIM Chapter



**Carmela Ma, CCIM**  
Senior Instructor  
CCIM

Carmela Ma was awarded the "CCIM Instructor of the Year" in 2003, a once-in-a-lifetime award from the CCIM Institute. In addition, the CCIM "People's Choice Award" 2003, and 2006; "Senior Instructor of the Year" for Financial Analysis in Commercial Real Estate CI-101 2001; the CI 104 CCIM Investment Decision Analysis Senior Instructor of the Year award in 2011.

## Foundations for Success in Commercial Real Estate

This two-day classroom course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Through real-world case studies you will learn how to analyze leases and investment value, and develop a plan to kick-start your career.

After taking this course, you will be able to:

- Access and use demographic information as a decision-making tool
- Differentiate between the needs of the owners and tenants
- Develop a personal marketing plan
- Develop a property marketing plan
- Utilize basic financial analysis tools
- Solve investment problems using a financial calculator
- Perform basic mortgage calculations using compounding and discounting techniques
- Project income and expenses for a real estate property
- Calculate the yield on a potential investment

You will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

**Dates:** Tuesday, March 21, 2017 and Wednesday, March 22, 2017

**Registration:** 8AM — 8:30AM

**Time:** 8:30AM — 5PM

**Cost:** WSGVAR Member — \$295.00  
Non-WSGVAR Member — \$395.00  
CCIM Member Tuition — \$325.00

**Location:** WSGVAR | 1039 E. Valley Blvd., #205B | San Gabriel, CA 91776

**Contact:** education@wsgvar.com | 626.288.6212 | www.wsgvar.com

**For additional questions, please contact:**  
Carmela Ma, Senior Instructor  
CCIM  
President  
(310)838-8333, Carmela@Carmelama.com

**Registration and logistical questions:**  
Laura Byrnes  
Executive Administrator  
CCIM Greater Los Angeles Chapter  
(310) 572-5874, Laura.ccimla@gmail.com

**WAYS TO REGISTER:** Register online at [www.WSGVAR.com](http://www.WSGVAR.com) by clicking on the Education Schedule under "Education & Events" or fill out the information below and mail to WSGVAR, 1039 E. Valley Blvd., #205B, San Gabriel, CA 91776 or fax to 626-288-7658

Name \_\_\_\_\_ WSGVAR Member # \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Address \_\_\_\_\_ City, State, Zip \_\_\_\_\_

Credit Card Type:  Visa  MasterCard  AMEX  Discover or  Check Enclosed payable to: WSGVAR or  Cash

Cardholder Name \_\_\_\_\_ Credit Card Number \_\_\_\_\_

Exp. Date \_\_\_\_\_ CVV: \_\_\_\_\_ Signature \_\_\_\_\_

Please note cancellations within 7 days before the course will result in a \$10 cancellation fee or you may apply it as a credit towards another WSGVAR class within the same calendar year. For a hotel directory please contact WSGVAR staff.

# Real Estate REvive!

CONFERENCE & EXPO

2017

TICKETS ON SALE NOW AT  
[www.realestaterevive.com](http://www.realestaterevive.com)

**March 30, 2017**

9:00 a.m. - 4:00 p.m.

Victoria Gardens Cultural Center  
12505 Cultural Center Dr.  
Rancho Cucamonga, CA 91739

Tickets only \$19

Partnering Associations



## FREE BUS TRANSPORTATION!

WSGVAR is providing free bus transportation for WSGVAR members to the REvive! Conference & Expo in Rancho Cucamonga on a first come, first served basis.

Sign up today as the bus will fill up quickly.

**COST: FREE to WSGVAR Members**  
(A \$20/person refundable deposit is REQUIRED. If you are unable to ride the bus, the \$20 deposit will be forfeited).

### Information about the bus ride:

- The bus will leave WSGVAR at **7AM** and will depart from Rancho Cucamonga at 4:30PM.
- Meet at the **PARKING LOT of Claro's Italian Market**  
1003 Valley Blvd., San Gabriel, CA 91776
- **Park your car at WSGVAR's parking lot and walk to Claro's Italian Market. NO PARKING at Claro's Italian Restaurant.**
- Arrive early for check-in.

**Seating is limited! Please sign up today to reserve your seat!**

Register now by filling out the form below and returning it to the office, faxing it to 626-288-7658, or emailing it to: [phong@wsgvar.com](mailto:phong@wsgvar.com)

Name \_\_\_\_\_ Company \_\_\_\_\_ Amount \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_ Member # \_\_\_\_\_

Credit Card Type: Visa  MasterCard  AMEX  Discover  or  Check Enclosed payable to: **WSGVAR** or  Cash

Cardholder Name \_\_\_\_\_ Credit Card Number \_\_\_\_\_

Exp. Date \_\_\_\_\_ CVV: \_\_\_\_\_ Signature \_\_\_\_\_

Contact: Education Department

1039 E. Valley Blvd., #205B, San Gabriel, CA 91776 | Office: (626) 288-6212 | Fax: (626) 288-7658

Email: [education@wsgvar.com](mailto:education@wsgvar.com) | Website: <http://www.wsgvar.com/>



THE WSGVAR YPN PRESENTS  
**Happy Hour  
Mixer**

Join the WSGVAR YPN Committee for  
a night of drinks, fun, and  
social networking opportunities!

**WHEN:** Wednesday  
March 22, 2017

**TIME:** 5PM - 8PM

**COST:** FREE

**WHERE:** 28 West  
28 W. Main Street  
Alhambra, CA

Appetizers included!

Register on [www.wsgvar.com](http://www.wsgvar.com)  
under upcoming events!

WSGVAR, CA Chapter

**YPN**

Young  
Professionals  
Network

[www.REALTOR.org/ypn](http://www.REALTOR.org/ypn)

# WEST SAN GABRIEL VALLEY ASSOCIATION OF REALTORS®, INC.

Multiple Listing Service Caravan Thursday ... 10:00 A.M. - 1:00 P.M. PREVIEW OF HOMES

## Caravan – March 16, 2017



**301 N Almansor St, Alhambra 91801**  
North of Main St on Almansor St & cross street Woodward

STATUS: **Active**

LIST PRICE: **\$938,000**



BED / BATH: **3/1,0,0,0**  
SQFT(src): **1,495 (A)**  
LOT(src): **0.2157/9,396 (A)**  
GARAGE: **2**  
YEAR BLT(src): **1926 (ASR)**  
SUB TYPE: **SFR (D)**  
DOM / CDOM: **6/6**

SALE TYPE: **Standard**  
APN: **5336002012**  
ML#: **WS17048054**  
B TRACT / MODEL:  
VIEW / Pvt.POOL: **Yes/No**  
AREA: **601 - Alhambra**

PRICE PER SQFT: **\$627.42**  
ORIGINAL \$: **\$938,000**  
BAC: **2%**  
HOA: **\$0**  
OCCUPANT TYPE: **Owner**  
OWNER'S NAME:

LO: **KELLER WILLIAMS EXECUTIVE**  
LA: **(W75047) EDWARD CHEN**

1.LA CELL: **626-560-5470**  
LA CalBRE: **01758593**

SHOWING: **Supra will install after first openhouse on Saturday 3/11 5pm. Text listing agent Eddy Chen 626-560-5470 name, BRE#, and showing time, then go direct with supra.626-560-5470 Supra/Front Side Fence**

AGENT REMARKS: **OpenHouse 3/11 Sat & 3/12 Sun 2-5pm. Text listing agent Eddy Chen 626-560-5470 for any question. Offer are due on 3/22/2017 Wednesday 2pm. Please include cover letter, proof of fund, pre-approval letter, and purchase agreement in the offer and submit to eddy@expgre.com.**

AGENT SHORT: Residential ML#: WS17048054

**652 De Sales St, San Gabriel 91775**  
CROSS ST: DOMINGO DR

STATUS: **Active**

LIST PRICE: **\$958,000**



BED / BATH: **3/1,1,0,0**  
SQFT(src): **1,803 (A)**  
LOT(src): **0.2102/9,155 (A)**  
GARAGE: **2**  
YEAR BLT(src): **1948 (ASR)**  
SUB TYPE: **SFR (D)**  
DOM / CDOM: **1/1**

SALE TYPE: **Standard**  
APN: **5365017004**  
ML#: **WS17051999**  
B TRACT / MODEL:  
VIEW / Pvt.POOL: **Yes/Yes**  
AREA: **654 - San Gabriel**

PRICE PER SQFT: **\$531.34**  
ORIGINAL \$: **\$958,000**  
BAC: **2.5%**  
HOA: **\$0**  
OCCUPANT TYPE: **Owner**  
OWNER'S NAME:

LO: **COLDWELL BANKER/GEORGERLTY/ALH**  
LA: **(W72397) RODNEY RUIZ**

1.LA CELL: **626-627-1307**  
LA CalBRE: **01362123**

SHOWING: **APPOINTMENT ONLY, CALL FIRST. CONTACT LISTING AGENT \*NO SHOWING UNTIL BROKER CARAVAN 3-16-17 10AM-2PM PUBLIC 3-18-17 10AM-2PM Supra/SEE REMARKS**

AGENT REMARKS: **STANDARD SALE WITH NO CONTINGENCIES FROM SELLER CONTACT LISTING AGENT RODNEY 626-627-1307 BY TEXT TO SET UP APPOINTMENT TO VIEW OR IF YOU HAVE ANY QUESTIONS. PLEASE SEND OFFERS TO RODNEY.RUIZ@COLDWELLBANKER.COM WITH EXECUTED RPA, POF, FIRST PAGE OF CREDIT REPORT, PRE-APPROVAL LETTER AND EMD.**

AGENT SHORT: Residential ML#: WS17051999

**401 San Marino Oaks, San Gabriel 91775**  
South of Huntington, North of Las Tunas off of N. San Marino Ave; private street

STATUS: **Active**

LIST PRICE: **\$1,488,000**



BED / BATH: **5/2,1,0,0**  
SQFT(src): **3,207 (A)**  
LOT(src): **0.3258/14,190 (A)**  
GARAGE: **3/Attached**  
YEAR BLT(src): **1993 (ASR)**  
SUB TYPE: **SFR (D)**  
DOM / CDOM: **1/1**

SALE TYPE: **Standard**  
APN: **5365030030**  
ML#: **317002176**  
B TRACT / MODEL: **Not Applicable**  
**-654**  
VIEW / Pvt.POOL: **No/Yes**  
AREA: **654 - San Gabriel**

PRICE PER SQFT: **\$463.99**  
ORIGINAL \$: **\$1,488,000**  
BAC: **2.5%**  
HOA: **\$0**  
OCCUPANT TYPE:  
OWNER'S NAME:

LO: **Partners Trust Real Estate Bro**  
LA: **(ITC-P2061) Michael Dilsaver**

1.CoLA AGENT DIRECT:  
LA CalBRE: **00620166**

SHOWING: **Call Listing Agent, Call FirstEasy to show. Call listing agent first: 626-696-4806 or 626-755-7372626-696-4806 ext.0**  
**Supra/Call Listing Agent**

AGENT REMARKS: **CLA or Assistant to show. Weekdays call Cindy 626.696.4806 to show or Weekend call Michael 626.755.7372**

AGENT SHORT: Residential ML#: 317002176

©CRMLS. Information is believed to be accurate, but shall not be relied upon without verification.  
Accuracy of square footage, lot size and other information is not guaranteed.



**Your home is a big  
investment. Protect it.**  
Call me today.

**Pomes Insurance Services, Inc.**

**626-286-7734**

CA Insurance

Agent #: 0728948

Leticiapomes@allstate.com



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