



www.wsgvar.com

West San Gabriel Valley
Association Of REALTORS® Inc

1039 E. Valley Blvd., #205B, San Gabriel, CA 91776. 626-288-6212, 626-288-7658 (Fax). Office Hours: M-F 9AM-5PM

Weekly Updates

January 26, 2017

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KEVIN KWAN

EXECUTIVE OFFICER

ALBERT TRAN



Year of the Rooster

Breakfast Meeting...

January Program Chair:

Helen Marston, Keller Williams Realty/Arcadia

- **January 26th** ... Affiliate Lenders Panel: Mario Manzanilla, Kennedy Capital; Jannet Lo, Wells Fargo Home Mortgage; Richard Zaleta, Guaranteed Rate; Karol Mosquera, South Pacific Financial.
- **February 2nd** ... Lunar New Year Celebration

Attendance Drawing (1/19/17)

Chanyi Hsiung's name from Red Dragon Realty was drawn; however he was not present. This week's drawing will be for \$100.00.

50/50 Winner (1/19/17)

Congratulations to Rodolfo "Rudy" Castro of Wells Fargo Home Mortgage who won \$32.00 at our last MLS Breakfast Meeting.

Inspirational Quote from 1/19/17:

"Watch your thoughts; they become words. Watch your words; they become actions. Watch your actions; they become habits. Watch your habits; they become character. Watch your character; it becomes your destiny." By Unknown

Did You Know?

- Weekly Caravan listings are printed on page 8.

Save the Date

Eight Strategies for Super Star Success!
Friday, February 3, 2017
10:00 a.m. to 12:00 p.m.
Speaker: Bob Wolff REALTOR® & Top Producer
\$10.00/Person
Lunch Included

Upcoming Chambers of Commerce
Mixers & Events

San Gabriel Chamber of Commerce

"Complimentary Business Networking Breakfast"

Reservations Absolutely Required - No Walk Ins!

Friday, January 27, 2017 - 7:00 a.m. to 9:00 a.m.

San Gabriel Country Club

350 E. Hermosa, San Gabriel, CA

For more information contact (626) 576-2525 or Email

rosco_sandy@yahoo.com

Upcoming Committee Meetings:

Wednesday, February 1st ...

Education Committee Meeting, 9:00 a.m. to 10:30 a.m.

Thursday, February 2nd ...

Affiliate Committee Meeting, 8:45 a.m. to 9:30 a.m.

Legislative Committee Meeting, 9:30 a.m. to 11:00 a.m.

Education Schedule

All education classes can be found at www.wsgvar.com by clicking on the "Education Schedule" under the "Education & Events" menu.



Friday, January 27, 2017 from 11:30 a.m. to 12:30 p.m. **"Brown Bag Lunch & Learn: Reverse Mortgage"** Speaker: Mario Manzanilla, Kennedy Capital



Friday, February 3, 2017 from 10:00 a.m. to 12:00 p.m. **"Eight Strategies for Superstar Success!"** Speaker: Bob Wolff, REALTOR® and Top Producer, Harcourts



Monday, February 6, 2017 from 8:30 a.m. to 5:00 p.m. **"New Salesperson & New Broker Exam - 1 Day Crash Course"** Instructor: Duane Gomer Seminars



Wednesday, February 8, 2017 from 10:00 a.m. to 3:00 p.m. **"CRMLS Training"**
Searching 101
10:00 a.m. to 11:00 a.m.
Cloud CMA
11:00 a.m. to 12:00 p.m.
The Advantages of your CRMLS Benefits
1:00 p.m. to 2:00 p.m.
Engaging Clients with Matrix
2:00 p.m. to 3:00 p.m.



Friday, February 10, 2017 from 9:30 a.m. to 12:30 p.m. **"45 Hour Continuing Education License Renewal"** Instructor: REVEI



Tuesday, February 14, 2017 from 1:00 p.m. to 3:00 p.m. **"Commercial Seminar: Introduction - How to List and Sell Commercial/Investment Property"**
Instructor: Michael Simpson, Founder and Senior Instructor of Michael Simpson Systems



Tuesday, February 21, 2017 from 9:30 a.m. to 12:30 p.m. **"zipForm® Plus Training"**
Instructor: Brian Chen, zipForm® Certified Trainer



MLS MONTHLY PROGRAM CHAIR ... JANUARY 2017



Helen Marston, Keller Williams Realty/Arcadia

Helen Marston has been a member of WSGVAR since March 2009. She graduated from Peking University and received her MBA from California State University, Los Angeles. She firmly believes knowledge is power. After becoming a REALTOR®, Helen actively went through many educational programs. She has earned her GRI, CRS, CIPS, SRES®, MRP, SFR and GREEN designations. She takes great pride in her professionalism, ethics and customer service. She currently serves as President-Elect of WSGVAR and is involved in different committees. Helen works with Keller Williams Realty. She is a Mentor, ALC (Agent Leadership Council) member and Six times Copper. Outside of real estate, she serves as the Temple City Planning Commissioner. She is Vice-Chair of Temple City Camellia Festival Committee, Committee member of Relay for Life Temple City, a member of Kiwanis Temple City Club and Woman's club, a life member of Temple City Historical Society, a board member of the Temple City School Foundation, PTA board member and a lifetime member of multiple high school Booster Clubs. Helen is happily married with two children: Kelvin, currently in the Navy and Dillon, a 4th grader.

January 26th Breakfast Meeting

"Lenders Panel...2017 Mortgage Information"



Mario Manzanilla, Kennedy Capital



Jannet Lo, Wells Fargo Home Mortgage



Richard Zaleta, Guaranteed Rate



Karol Mosquera, South Pacific Financial

February 2nd Breakfast Meeting



LUNAR NEW YEAR CELEBRATION



FULL DIM SUM BREAKFAST

LION DANCE



FUN ACTIVITIES

BREAKFAST SERVED AT 8:15 A.M.



**January 19, 2017 MLS Breakfast Meeting
50/50 Drawing**

Congratulations to Rodolfo "Rudy" Castro from Wells Fargo Home Mortgage who won \$32.00 at the last MLS Breakfast Meeting.



**DON'T FORGET TO SUPPORT OUR
WONDERFUL AFFILIATES FOR ALL
YOUR REAL ESTATE NEEDS!**

MLS Breakfast Meeting on January 19, 2017

West San Gabriel Valley Association of REALTORS® would like to thank Bill R. Manis, City Manager of the City of Rosemead for his presentation. His topic was "City of Rosemead Update."



The National Association of REALTORS®

Code of Ethics



Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional.

www.realtor.org/code-of-ethics.

Our MLS Breakfast Meetings are available on WSGVAR TV.

You may follow us on
www.youtube.com/WSGVAR10

**Watch us on
YouTube!**



WATCH US LIVE ON:



Eight Strategies for Super Star Success!

You will learn:

- How to jump-start your year
- Visualize your goals
- Set and keep your goals in 2017
- Acknowledge and accept your business
- Become a better agent

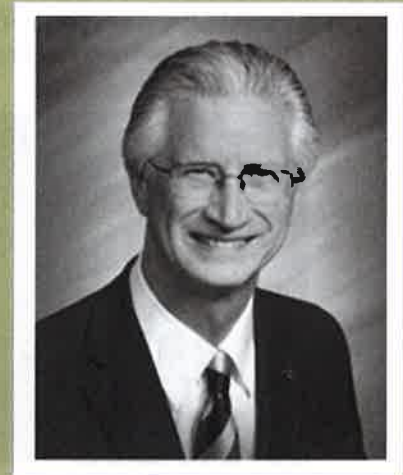
When: Friday, February 3, 2017
10AM to 12PM

Where: WSGVAR
1039 E. Valley Blvd., #205B
San Gabriel, CA 91776

Cost: \$10 (Lunch included)

About the Speaker:

REALTOR® and "Super-Agent" Bob Wolff, of Harcourts Prime Properties, is globally-regarded as a "Top-Producer" in the industry of residential real estate -- a reputation he has responsibly crafted through 36 years of hardworking experience, with a record of over \$1 Billion closed in residential sales transactions. As an area expert and Certified Residential Specialist (C.R.S.) in Southern Orange County, California, Bob's breadth of experience spans every property-type, from Beach City condos to luxury coastal estates in all areas - from the beaches of Newport and Corona del Mar, the hills of Mission Viejo and Coto de Caza, all the way to coasts of Dana Point, Monarch Beach, and San Clemente. Most importantly, it is Bob's integrity, unrivaled work ethic, steadfast positive attitude, and unstoppable drive to supersede customer expectations that make him one of the most personable and effective Real Estate Agents throughout the nation -- and especially in the beautiful beach city areas of Dana Point, Newport Coast, and Laguna Beach.



Bob Wolff,
REALTOR® & Top Producer



WAYS TO REGISTER: Register online at www.WSGVAR.com and click on the "Education Schedule" under the "Education & Events" tab 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 _____

By signing, you are confirming that you have read, understand and agree with our cancellation policy (see below)

Please note no refunds will be given for cancellations.

Contact: Education Department
1039 E. Valley Blvd., #205B, San Gabriel, CA 91776 Office: (626) 288-6212 Fax: (626) 288-7658
Email: education@wsgvar.com Web: <http://www.wsgvar.com/>



Real Estate Investing:

Build Wealth Representing Investors and Becoming One Yourself

WHAT YOU WILL LEARN:

Why Invest in Real Estate?

- Recognize the advantages, adapt core real estate, pros and cons and risk/reward potential

Working with Investor Clients

- Plan business strategy, identify and make contacts, build a support team of other professionals

Making the Purchase Decision

- Identify and evaluate property types and locations, comply with the REALTOR® Code of Ethics, Use comparable sales data and other methods

Financing Options and Tax Issues

- Financing for achieving investment goals, leverage in real estate investment, tax considerations

Owning the Property

- Pros and cons of self-managing properties, selecting tenants and managing tenant relationships, exit strategies

Investing as a Real Estate Professional

- Build your own portfolio, use favorable tax treatment, avoid conflicts of interest



Instructor: Ginni Field,
ABR®, BPOR, CRB, GRI,
SFR®, SRES®, SRS and
2013 REBAC Hall of Fame

Ginni Field has been a National Trainer since 1990.

Ginni is certified to teach National Association of REALTORS® designation courses including Accredited Buyer Representative (ABR), Certified International Property Specialist (CIPS), Certified Real Estate Brokerage Council Manager (CRB), Real Estate Negotiation Expert (RENE), Seller Representative Specialist (SRS), Senior Real Estate Specialist (SRES) and multiple certification courses. Ginni also served as Vice President, Leadership Development for an International Real Estate company where she created their agent and brokerage leadership curricula. She has written multiple courses on time management, business planning and goal setting, organizational efficiency and other programs for real estate agents, companies and small businesses.



Course Fee:

- **\$49 Early-bird pricing for all REALTORS® until 2/17/2017**
- **\$59 for all REALTORS® who sign up on or after 2/18/2017**

A continental breakfast and lunch will be provided the day of the course!

WAYS TO REGISTER: Register online at www.WSGVAR.com and click on the "Education Schedule" under the "Education & Events" menu 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 # _____
Company _____	NRDS # _____
Address _____	City, State, Zip _____
Phone _____	E-mail _____
Credit Card Type: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> AMEX <input type="checkbox"/> Discover or <input type="checkbox"/> Check Enclosed payable to: WSGVAR or <input type="checkbox"/> 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.





COME CELEBRATE
LUNAR NEW YEAR

WITH THE

West San Gabriel Valley Association of REALTORS®

WE PUT OUR MEMBERS FIRST

Full Breakfast Served at 8:15a.m.

Lion Dance and Fun Activities

Thursday, February 2, 2017

**1039 E. Valley Blvd. #205B
San Gabriel, CA 91776**

Hosted by the Special Events Committee

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 – January 26, 2017



516 E Newmark Av, Monterey Park 91755
S Garvey Ave/ E of Garfield

STATUS: **Active**

LIST PRICE: **\$698,000**



BED / BATH: **4/3,0,0,0**
SQFT(src): **1,963 (A)**
LOT(src): **0.8591/37,424 (A)**
GARAGE: **3**
YEAR BLT(src): **2002 (ASR)**
SUB TYPE: **TWNHS (D)**
DOM / CDOM: **2/2**

SALE TYPE: **Standard**
APN: **5259007130**
ML#: **AR16763945**
B TRACT / MODEL:
VIEW / Pvt.POOL: **Yes/No**
AREA: **641 - Monterey Park**

PRICE PER SQFT: **\$355.58**
ORIGINAL \$: **\$698,000**
BAC: **2.5%**
HOA: **\$100.88 (MO)**
OCCUPANT TYPE: **Owner**
OWNER'S NAME:

LO: [Re/Max Premier Prop Arcadia](#)
LA: [\(A36879\) Sharon Liu](#)

1.LA DIRECT: **626-229-2298**
LA CalBRE: **01720175**

SHOWING: **GD. Gate code is *5111 Call Listing Office/33329648**

AGENT REMARKS:

AGENT SHORT: Residential ML#: AR16763945

3053 Ivar Av, Rosemead 91770
West of Rosemead Blvd and North of Garvey Ave.

STATUS: **Active**

LIST PRICE: **\$799,000**



BED / BATH: **4/4,0,0,0**
SQFT(src): **2,542 (A)**
LOT(src): **0.1476/6,431 (A)**
GARAGE: **2**
YEAR BLT(src): **2010 (ASR)**
SUB TYPE: **SFR (D)**
DOM / CDOM: **15/15**

SALE TYPE: **Standard**
APN: **5289011059**
ML#: **WS17009693**
B TRACT / MODEL:
VIEW / Pvt.POOL: **No/No**
AREA: **651 - Rosemead/S. San Gabriel**

PRICE PER SQFT: **\$314.32**
ORIGINAL \$: **\$799,000**
BAC: **2%**
HOA: **\$0**
OCCUPANT TYPE: **Owner**
OWNER'S NAME:

LO: [C-21 DYNASTY](#)
LA: [\(WS80056\) ROBERT LI](#)

1.LO PHONE: **626-607-0382**
LA CalBRE: **01971942**

SHOWING: **No Supra, appointment only. Please contact Elaine at (626) 607-0382 or email her at elaineku@dynasty1.net Call Listing Office, None/N/A**

AGENT REMARKS: **Call (626)607-0382 and ask for Elaine for showing instructions, you can also email us at: elaineku@dynasty1.net**

AGENT SHORT: Residential ML#: WS17009693

©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.