



## Tuolumne County Association of Realtors®

“The Voice of Real Estate for Tuolumne County

14195 Tuolumne Road

Sonora, California 95370

Phone: 209.532.3432 Fax: 209.5339418

www.TCRealtors.org



# June 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7 9am - Board of Directors Meeting @ TCAR 11am YPN Meeting @ TCAR	8 SRES Designation 9am to 4:30pm @ TCAR	9 SRES Designation 9am to 4:30pm @ TCAR	10
11	12	13	14 12pm LGR Meeting	15 11:30am MLS Meeting @ TCAR	16 4:30pm Golf Tournament - @ Phoenix Lake Golf Course - 7pm Dinner	17
18	19	20	21 12pm Business Council	22	23	24
25	26	27	28	29	30 11am Geo Thermal Class @ TCAR	

## Tuolumne REALTOR®

“The Voice of Real Estate for Tuolumne County”

Our mission is to contribute to the elevation of our professional Realtor® image and to support our members commitment to success.



For jumbo loans, introducing the

## Wells Fargo Jumbo Rate Reducer Option<sup>SM</sup>

*Helping your buyers purchase the home they want today, with the opportunity to lower their rate tomorrow*

### Discover the benefits of the Jumbo Rate Reducer Option

- **Low down payment** — your buyers can put as little as 10.01% – 14.99% down (an 85.01% – 89.99% loan-to-value (LTV) ratio).
- **Lower their rate** — your buyers can reduce their interest rate by 0.375% when they make a principal payment that lowers their LTV to 80% or below (within 180 days of their loan closing).
- **Lower their payment** — we reduce their interest rate by 0.375% and recalculate their monthly payment based on the reduced principal balance and reduced interest rate — without refinancing.
- **No mortgage insurance required<sup>1</sup>** — with this low down payment (versus the typical 20% down payment requirement).

### Key considerations

In addition to the benefits available with the **Jumbo Rate Reducer Option**, there are a few requirements for buyers:

- Their loan must be a long-term, fixed-rate jumbo mortgage.
- Their mortgage must have an initial LTV of 85.01% – 89.99%.
- They must make additional principal payments that bring their LTV to 80.00% or lower within 180 days of their closing date.
- Their mortgage must be current, with no outstanding past-due payments.
- Your buyers can take advantage of this option only once, and we'll reduce their interest rate by 0.375% only once.

Talk to us about loan amount, type of loan, and type of property to ensure eligibility.

### Count on us to help you

We specialize in jumbo financing, and we're here to explain how the **Jumbo Rate Reducer Option** could work for your buyers.



### How the Jumbo Rate Reducer Option helps meet needs: a sample customer scenario

- Chris and Blake are relocating, and they found the home they want to buy now.
- They need a jumbo loan, but don't have a 20% down payment because they haven't sold their current home yet.
- They get a jumbo loan with the **Jumbo Rate Reducer Option**, put 10.01% down, and do not need mortgage insurance.
- Chris and Blake close on their mortgage and move into their new home.
- Four months later, they sell their original home and with some of the proceeds, they pay down a portion of their principal balance and lower their loan-to-value to 80%.
- We reduce their interest rate by 0.375% and recalculate their monthly payment based on the reduced principal balance and reduced interest rate.
- Chris and Blake have a lower monthly principal-and-interest payment going forward.

### Call today

**Jamie Trimeloni**

Home Mortgage Consultant

Phone: 209-627-5742

jamie.r.trimeloni@wellsfargo.com

NMLSR ID 226528

1. Non-conforming loans with 10.01% down payment and no mortgage insurance when purchasing a primary residence with a maximum loan amount of \$750,000 (up to \$1 million in some areas). Other restrictions apply.

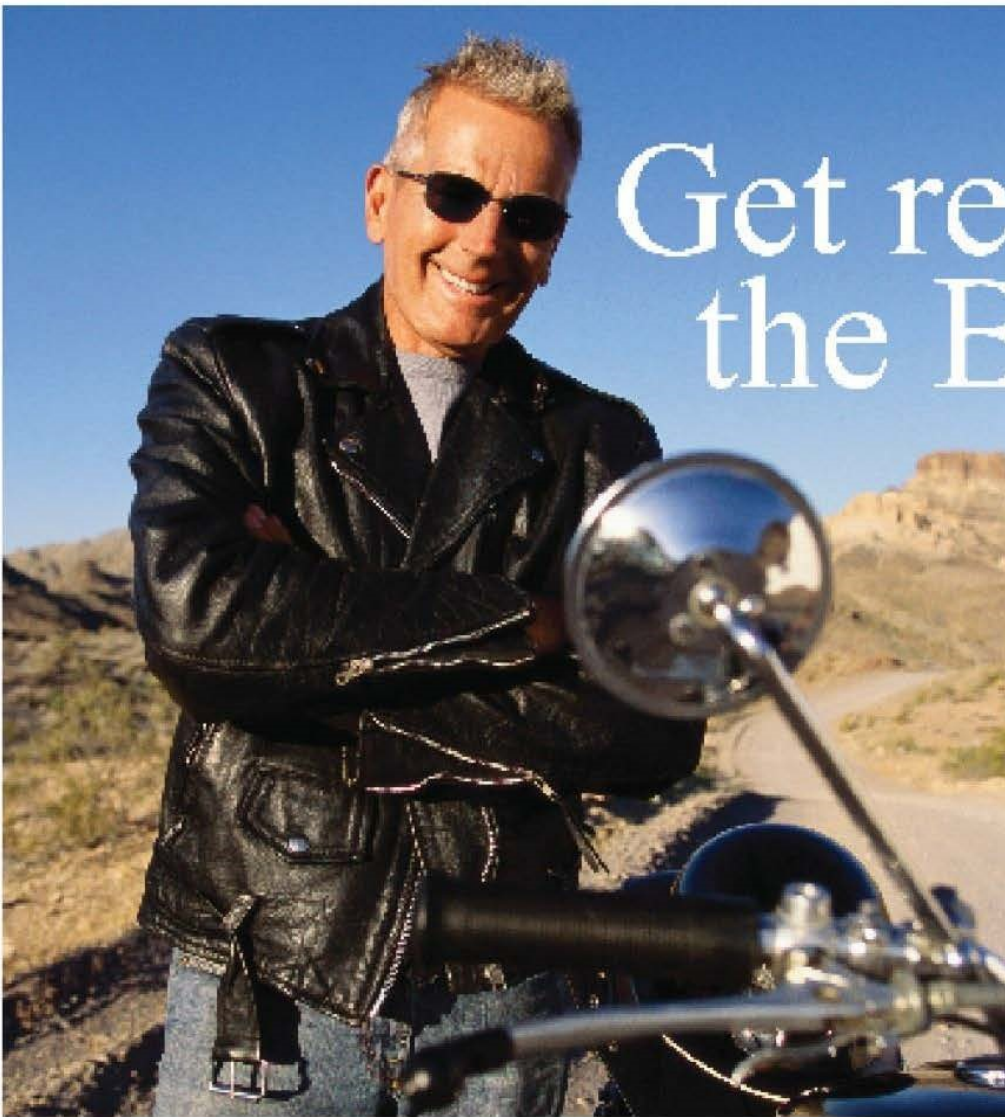
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**Together we'll go far**





# Get ready for the Boomers

Get up to speed with an SRES® designation

## They're not your average grandparents.

The SRES® designation is the only real estate designation addressing the needs of today's home buyers age 50-plus within your market. This unique designation is designed for the real estate agent who wants to focus on working with mature clients through major financial and lifestyle transitions. When you earn the SRES® designation you'll learn **how to:**

- Identify the power of generational demographics.
- Develop and maintain marketing skills.
- Counsel local seniors rather than selling the family home.
- Use team-building skills with other SRES® professionals.
- Understand the implications of tax laws, probate and estate planning.
- Create a unique marketing opportunity separating you from the competition.

You will also be listed online in the SRES® referral database which provides direct client contact and referrals from other SRES® designees.

*This course is Bureau of Real Estate (BRE) accredited for 12 hours of Continuing Education (CE) in Consumer Service (0001).*

# **Tuolumne County Association of Realtors® Twilight 4 Person Scramble Phoenix Lake Golf Course Friday, June 16th**

**4:30pm  
Check-in**

**5:00pm  
Shotgun Start**

**\$70 Includes:**

- **Round of Golf**
- **Golf Cart**
- **Chicken & Tri-tip Dinner**

**Dinner Only \$25**

**Raffle to  
Follow!!**



**Cash Prizes!!!**

- **Longest Drive - Men**
- **Closest to the line - Women**
- **Closest to the pin - Men & Women**
- 1st & 2nd Place Awards**

**Proceeds from this event will go towards:  
Realtor Action Fund®  
Housing Affordability Fund  
Offset the cost of Installation**

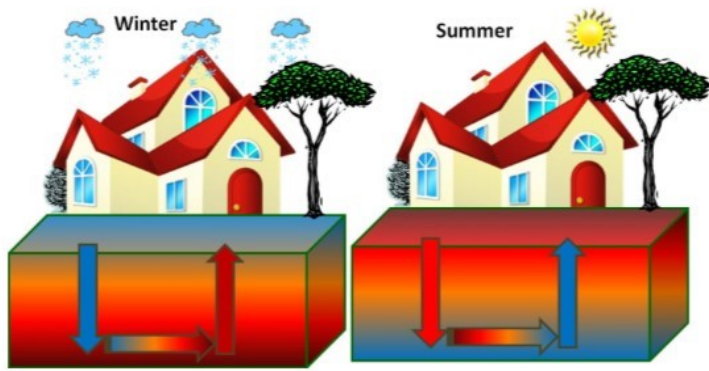
**Not an avid golfer? No worries!**

**FUN for ALL Skill Levels!!!**

**Call Jennifer at T.C.A.R. (209.532.3432)**

**To register an individual or foursome**

**and to purchase dinner tickets.**



# What is Geothermal Energy?

- Geothermal is the heat from the Earth
- It is a clean, renewable, limitless source of energy

- Energy extracted using geothermal heat pumps (GHPs) can provide heating, cooling, and hot water to homes and commercial buildings, while utilizing average ground temperatures between 40° and 70°F
- GHPs have heating efficiencies of 50 to 70% higher than other heating systems and cooling efficiencies of 20 to 40% higher than available air conditioners

## How It Works

- GHP heating systems circulate water to pull heat from the Earth through pipes in a continuous loop
- During the winter, the circulated water collects heat from the earth and carries it through the system and into the building
- During the summer, the system reverses itself to cool the building by pulling heat from the building, carrying it through the system and placing it in the ground
- Residential systems that are equipped with de super heaters transfer excess heat from the geothermal heat pump's compressor to the house's hot water tank

## Advantages

- Since Earth's interior produces a constant flow of power and energy, geothermal energy is available year-round
- The pipe used carries up to a 50-year warranty and is manufactured by Centennial Plastics
- No exposed equipment outdoors; children or pets cannot injure themselves or damage exterior units
- Geothermal heat pump projects may qualify for either the Federal Investment Tax Credit or the Production Tax Credit
- Climate Master geothermal systems save substantial costs in heating, cooling and hot water production compared to traditional HVAC systems

## Presented by:

**Lisa Meline**

**Certified Geoexchange Designer**

**Friday, June 30th at 11am**

**RSVP to T.C.A.R. 532-3432**

**Sponsored by: Veronica Hemphill**



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sweeter  
than 12!



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**You're Welcome.**



**YPN'ers Just Wanna Have Fun!!**  
Everyone had a great time at the Tuolumne  
County Association of Realtors YPN Kick  
Off Mixer at Sonora Tap Room!



Thank you to all that attended and for  
those who weren't able to make it we  
hope you can come to the next  
event... [#TcarYpn2017](https://twitter.com/TcarYpn2017)



### **GOT GAME?**

**Adam's A's vs.**

**Roy's Giants vs.**

**(Affiliates) Dodgers**

**When: Wednesday, August 2nd**

**Where: Wood Creek Park**

**More info. to come....**

**#TeamWorkMakesTheDreamWork**

*Need someplace to host your next event or  
know someone who does??  
We have the perfect place for you!*



### **Contribute to the Realtor® Action Fund!**

By contributing to the REALTOR® Action Fund,  
you are helping to protect private property rights thru  
C.A.R.'s lobbying efforts, and creating the opportunity  
to help someone achieve the American Dream!

**[CLICK HERE](#) FOR MORE INFO ON**

**C.A.R. REALTOR ACTION FUND**