

100

CENTENNIAL MAGAZINE



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Letter from the President



Ladies and Gentlemen, it is with great joy and pleasure that I welcome you to the Centennial Celebration of the West San Gabriel Valley REALTORS®. Tonight's celebration marks the first event for the 100th year of our association in providing excellent service to its members and communities.

The mission of the West San Gabriel Valley REALTORS® is to advocate and enhance the interest of REALTORS®; to promote adherence to the REALTOR® Code of Ethics and professional competency of members; to safeguard and preserve private property rights, always mindful of cultural backgrounds within our communities. In servicing our culturally diverse membership and communities, the West San Gabriel Valley REALTORS® have consistently received the prestigious Diamond Award from the National Association of REALTORS® Global Achievement Program.

Since its formation in 1922, our association has always been a shining beacon which has stood up to the highest standard of professionalism and ethics for our members. The West San Gabriel Valley REALTORS® is the voice of real estate for the Los Angeles County and San Gabriel Valley areas serving the communities of Alhambra, Monterey Park, Rosemead, San Gabriel, and Temple City. Our rich and culturally diverse membership is composed of over 3,000 residential and commercial REALTORS® who are brokers, salespeople, property managers, appraisers, and affiliates. They are committed to providing the highest quality of real estate and related services to the public.

We have always sought to provide the most cutting-edge technology to our members in order to enhance their ability to deliver the best services to their clients. Our association is one of the original founding members of the California-Regional Multiple Listing Services, which has become the largest MLS Organization in the United States. It provides the best MLS system and over 25 of the most advanced applications and services to our members. Our member's Internet Data Exchange (IDX) property listing information is available in 13 languages and is distributed through various internet portals to internet viewers worldwide. This gives our members' listings the widest possible exposure on the domestic and global market.

Have a wonderful time and a great 2022 and beyond!

Respectfully yours,

A handwritten signature in black ink that reads "Brian H. Chen". The signature is written in a cursive, flowing style.

Brian H. Chen
2022 President



PINNACLE
REAL ESTATE GROUP

PREG Management Team



Calvin Gong
CEO



Louis Wang



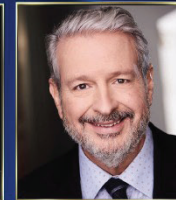
Irene Lin



Wen Li



Michael Kwok



Earl Knudson

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1925 • Chris Campbell*
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1927 • Grant Lorraine*
1928 • Albert Janssen*
1929 • E. V. Latham*
1930 • Floyd Covey*
1931 • J. B. Blue*
1932 • Wm. E. Miller*
1933 • R. H. French*
1934 • R. Thorton Smith*
1935 • A. W. Connor*
1936 • A.L. Valentine*
1937 • H. P. Carnahan*
1938 • Charles W. Haas*
1939 • T. R. McClelland*
1940 • Parrish Barker*
1941 • Chas. L. Turner*
1942 • Carl E. Millyard*
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1945 • C. Clark Battelle*
1946 • Maurice V. Blue*
1947 • Nick Jacobson*
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1963 • E. R. Dickerson*
1964 • J. R. Kuhns*
1965 • L. C. Mellinger*
1966 • Norman Q. McClure*
1967 • Clyde J. Harless*
1968 • Raymond F. Albrecht*
1969 • Phillip H. Welty*
1970 • Peter Hoyt*
1971 • Carl D. Woods
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1987 • Kahn L. Quan*
1988 • Adela Nicely
1989 • Myrna Bills
1990 • Darrell M. Flanery
1991 • Robert W. Bodkin, II
1992 • Kenneth L. Peterson*
1993 • Betty Walther*
1994 • Joy Lyn Carothers
1995 • Henry Noguchi
1996 • Kathleen Mueller
1997 • Loraine Lefler*
1998 • Dennis M. Ohler
1999 • Esther Johnson
2000 • Brian Chen
2001 • Lorraine Morrison
2002 • Cecelia "Cyl" Rudar
2003 • Robert W. Bodkin, II
2004 • Lorraine Lefler*
2005 • Carl Feldstein
2006 • Lorraine Clark
2007 • Nancy Lin
2008 • Arthur Shu
2009 • Rita Chio
2010 • Ling Chow
2011 • Art Luna*
2012 • Yin Bihr
2013 • Lee Lieberg
2014 • Mel Wong
2015 • Tom Berge Jr.
2016 • Kevin Kwan
2017 • Suzi Dunkel-Soto
2018 • Helen Marston
2019 • Giuseppe Veneziano
2020 • Mindy Yeh

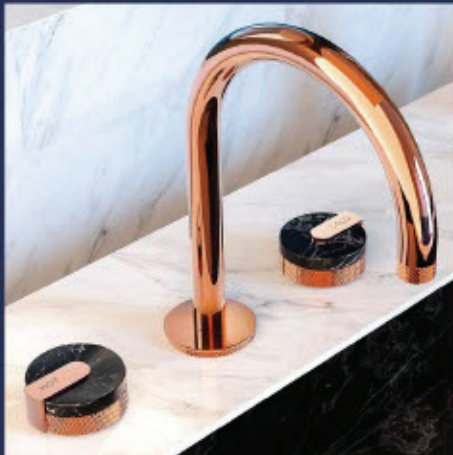
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- 2020 - Cosmo Sanchez
2019 - Alina Chu
2018 - Richard Zaleta
2017 - Annie Fan
2016 - Oriana Chan
2015 - Joseph Haggerty
2014 - Bob & Jacqueline Cheou
2013 - Marcus Jacques
2012 - Vanessa James
2011 - Ruben Minjarez*
2010 - Mary Key Keshishian
2009 - April Hass
2008 - Frank Flores
2007 - David Tran
2006 - Leticia Pomes
2005 - Cecil Lam
2004 - Chris Shevlin
2003 - Yolanda Martinez
2002 - Millie Chung
2001 - Sophia Wong
- 2000 - Hugh Ellis*
1999 - Mark Wu
1998 - Mario Manzanilla
1997 - Chris Haun
1996 - Rick Starr
1995 - David Tran
1994 - Marty Vasquez
1993 - Joey Villamayor
1992 - Ron Drake*
1991 - Diane Ball
1990 - Alice Okubo*
1989 - Nancy Chan
1988 - Stephanie Booker
1987 - Richard Dearth
1986 - Ron Fleishman
1985 - Rich Chovan
1984 - Christine Sinclair
- 1983 - Susan Ramirez Orr
1982 - Yvonne Menard
1981 - Vito D'Alessandro
1980 - James C. Coleman
1979 - Nick Pappas
1978 - Judy Mancuso-Davidson
1977 - Fran Spotti*
1976 - Ruth McClellan*
1975 - Nick Nowak
1974 - Margie Zerker

*Deceased

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2022

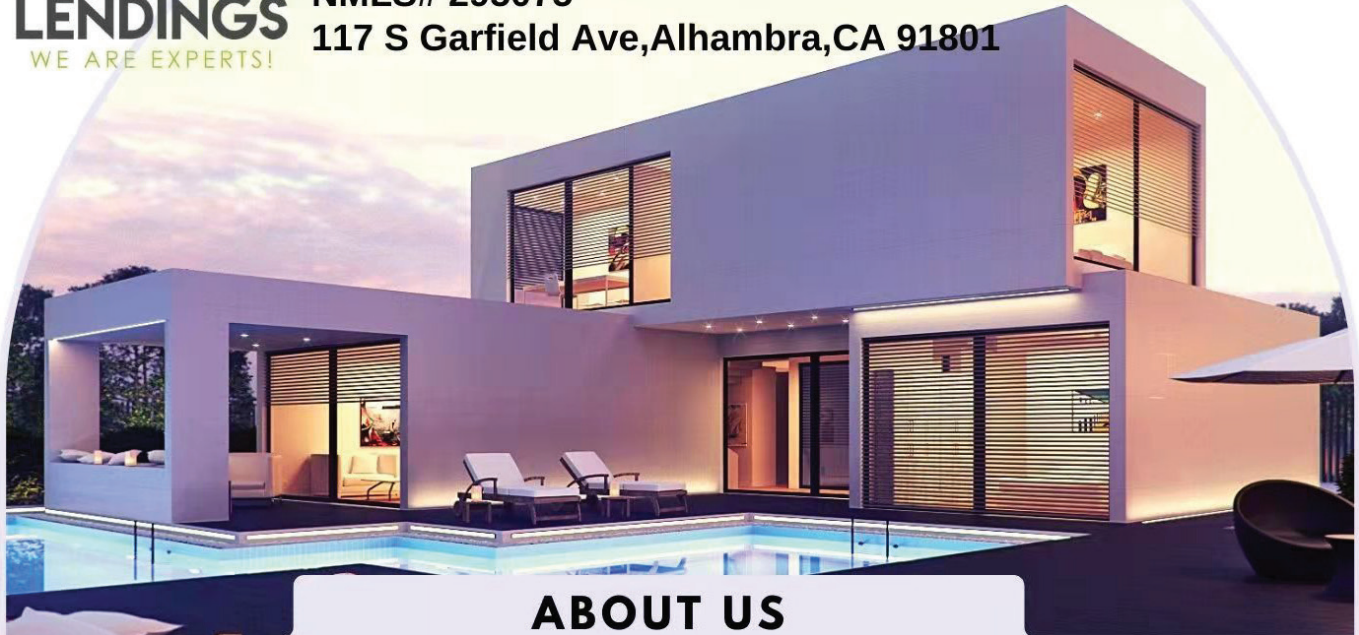
Committee Chairs & Vice Chairs

Committee	Chairs	Vice Chairs
Affiliates	Brandon Savransky	Joseph Nguyen
Bylaws/Policies & Procedures	Lorraine Clark	Tomas Wong
Education & Commercial	Jennie Ching	Jeff Huang
Finance	Earl Knudson	Pauline Lam
Global Business Committee	Tom Tseng	Mauricio Capetillo
Grievance	Marian Cavataio	Sylvia Rosich
Legislative	Shun Zhang	Pauline Lam
Membership/Special Events	Lorraine Clark	Dora Leung
MLS/Technology	Cecelia Rudar	William Wei
Orientation	Giuseppe Veneziano	Karen Kuit
Ombudsman	Yin Bihr	Lorraine Clark
Premises	Lorraine Clark	Shun Zhang
Goldworld HOA Chair	Ling Chow	
Professional Standards	Ling Chow	Earl Knudson
Sergeant-At-Arms	David Tran	
Strategic Planning	Ling Chow	
Young Professional Network	Kimberly Tran	Ziren (Sharon) Wang





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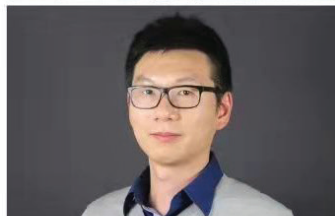
- 3/12/24/ Bank Statement
- VOE
- ATR-In-Full
- DSCR Program
- P & L Program
- Foreign National

QM / 查收入類

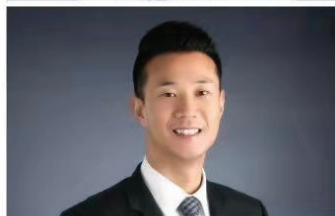
- Conventional
- FHA
- VA
- Prime Jumbo



Michael Huang
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E:steve@aaalendings.com



Foundation

Benefitting Scholarships & Charities

Formation of West San Gabriel Valley Association of REALTORS® Foundation
Contributors: Lorraine Clark, Nancy Hunt, Cecelia Rudar, and Karen Snow

West San Gabriel Valley Association of REALTORS® (WSGVAR) Foundation is formerly part of the West San Gabriel Valley Association of REALTORS® (now West San Gabriel Valley REALTORS®) Scholarship and Charity Committee.

The foundation was established in 2013. It received its tax-exempt status on October 21, 2014, with an effective date of March 13, 2013, the date the foundation was established. The foundation raises funds for scholarships and charities throughout San Gabriel Valley. Since 2013, the WSGVAR Foundation has raised over \$137,000 and has given out scholarships to 14 students each year and donations to several charitable organizations in the five city areas we serve: Alhambra, Monterey Park, San Gabriel, Rosemead, and Temple City.

The WSGVAR Foundation operates exclusively for charitable and educational purposes within the meaning of IRC Section 501(c)(3). The organization has five (5) Directors, called the Board of Directors. Directors have included:

- Nancy Hunt – Director 2014-2021; President from 2013-2018; Secretary 2019-2021
- Robert Bodkin – Director 2014-2021; Vice President 2014, 2015 & 2017; Second Vice President 2016, 2018-2021
- Yin Bihr – Director, 2014 Vice President
- Cecelia Rudar – Director 2014-2018; Secretary 2014-2016; Treasurer 2017-2018
- Marian Cavataio – Director 2014-2021; Treasurer 2014-2016; Secretary 2017-2018; Treasurer 2019-2021
- Marva Gleen – Director 2015-2017; Vice President 2015-2017
- Lorraine Clark – Director 2018-2021; 2018 1st Vice President; President 2019-2021
- Cesar Aviles – First Vice President 2019-2021

WSGVAR Foundation conducts fundraisers throughout the year from the following events: Game Night, Comedy Night, Fundraisers – i.e., Holiday Gift Basket Raffles, Bi-Annual Auctions – donated items provided by members, member affiliates, and staff -- Century Club, Golf Tournaments, donations from members, as well as MLS breakfast meetings, 50/50, and Shoeshine.

Early 2021, WSGVAR Foundation launched the Amazon Smile program. When members purchase merchandise from Smile.Amazon.com, the proceeds go to the WSGVAR Foundation. The above accomplishments could only be achieved with the help of the WSGVAR membership, affiliates, staff, donors, and everyone who has ever purchased a raffle ticket. We appreciate all you have done--a very sincere thank you to you all!

100 **A CENTURY** 1922-2022

of Serving the West San Gabriel Valley

Article Contributors: Gloria A. Pietri, Executive Vice President of WSGVR from 1957 to 2001

Barbara Yelinek, Director of Operations, from April 1976 to May 2019

Albert Tran, Executive Officer, from July 2010 to present

The West San Gabriel Valley REALTORS® serves an area which forms the gateway to the San Gabriel Valley and includes the cities of Alhambra, Monterey Park, Rosemead, San Gabriel, and Temple City.

The association was organized in 1921 as Alhambra Real Estate Board, and only served Alhambra, with a membership of 9 brokers. However, they soon realized the necessity to enlarge the organization and in 1922 it was reorganized as the Alhambra District Board of REALTORS® serving the above-mentioned cities (Alhambra, Monterey Park, Rosemead, San Gabriel, and Temple City) plus South San Gabriel. At that time, the board became affiliated with the California Association of REALTORS®.

In those early years, some of the Presidents were extremely involved in the various communities, i.e., 1923 – John Mills, City Commissioner, Alhambra; 1925 – Chris Campbell, Mayor, Alhambra; 1927 – Grant Lorraine, City Manager, Alhambra; 1928 – Albert Janssen, member of the Alhambra School Board and later the auditor for the State Board of Equalization; 1929 – E. Val Latham, Assemblyman for the then 53rd District; 1930 – Floyd Covey, Chairman, Alhambra Planning Commission (it was in this year that President Covey suggested the idea of a state sales tax to the California Association of REALTORS®, which was adopted in July 1933); 1933 – R.H. French, outstanding leader in promotion of the YMCA; and 1934 – R. Thornton Smith, who was the first postmaster of Temple City.

Our association recognized the merits of cooperative selling as early as 1937 when the first Multiple Listing Division was organized with twelve participating members. Economic conditions at the time, as well as the small number, contributed to its short life. The Multiple was again formed in 1947 with sixty-one charter members who paid an entrance fee of \$25.00. In March of that same year, charter membership was closed, and the member fee became \$50.00 annually with a \$1.00 listing fee. Sales for that year totaled \$4,427,540.00 with the average selling price of \$7,000.00.

In 1950, the members recognized the importance of TV advertising even though at the time not every household had a TV. They contracted with KFI Channel 9, now

known as KCAL, which is still Channel 9, at \$75.00 per week to showcase homes for sale. This was a 30-minute program every Sunday from 11:30am – 12:00pm (noon). As time went on, costs increased and TV advertising was discontinued.

In 1952, the Executive Committee of the Multiple arranged reciprocal agreements with the Multiple from Arcadia, Monrovia, and Pasadena. Also, in 1952 the name of the Multiple Division of the Alhambra District Board of REALTORS® incorporated to the Big 6 Multiple Listing Service affiliated with the Alhambra District Board of REALTORS®. This change eliminated the Multiple as a division of the board and became a separate entity. The breakfast meetings were held at the Morris Café, which was on the northeast corner of Valley and Chapel in Alhambra. About five years later, the location for the Wednesday morning breakfast meetings changed to the Masonic Temple in San Gabriel.

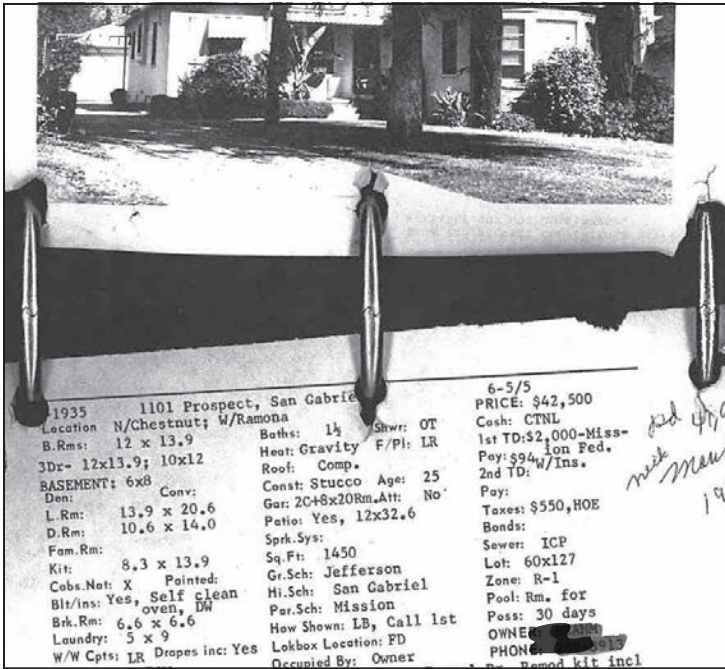
***The West San Gabriel Valley REALTORS®
serves an area which forms the
gateway to the San Gabriel Valley.***

In 1956, we contracted with James P. McNair, San Francisco, to furnish lock boxes which were an innovation for showing properties. These boxes sold very quickly due to the convenient access to properties.

In 1957, groundbreaking ceremonies took place at the association's site, 221 E. Valley Blvd., San Gabriel and in 1958 the board and Multiple moved their operations from Second and Main Street in Alhambra to the new site. The grand opening took place shortly thereafter. At the time, the name the Big 6 Multiple Listing Service became San Gabriel Valley Multiple affiliated with the Alhambra District Board of REALTORS®.



Past Presidents and Secretaries	
Presidents	Secretaries
Tom Acton 1922	J. Homer Hough 1922
John L. Mills 1923	Wm. J. Clark 1923
W. M. Crown 1924	R. R. Ivins 1924
Chris Campbell 1925	B. B. Ivins 1925
R. R. Ivins 1926	Arthur Nye 1926
Grant Lorraine 1927	Albert Janssen 1927
Albert Janssen 1928	R. H. French 1928
E. V. Latham 1929	J. B. Blue 1929
Floyd Covey 1930	R. Thornton Smith 1930
J. R. Blue 1931	Himany Mayo 1931
Wm. E. Miller 1932	Bert Pollock 1932
R. H. French 1933	Albert M. Gish 1933
R. Thornton Smith 1934	A. W. Connor 1934
A. W. Connor 1935	Patrik Barker 1935
A. L. Valentine 1936	Chas. W. Haas 1936
H. P. Carnahan 1937	Mrs. T. M. Talbot 1937
Chas. W. Haas 1938	Harold W. Ward 1938
T. R. McClelland 1939	Carl E. Millyard 1939
Patrik Barker 1940	Chas. L. Turner 1940
Chas. L. Turner 1941	Nick Jacobson 1941
Carl E. Millyard 1942	B. A. Klutz, Jr. 1942
Sam Conclafdi 1943	R. R. Nohls 1943
Arlie B. Tift 1944	R. R. Nohls 1944
C. Clarke Battelle 1945	Ray Cromley 1945
Maurice V. Blue 1946	Chas. H. Sneed 1946
Nick Jacobson 1947	M. F. Sholes 1947
Emerson Winger 1948	E. Robert Cone 1948
Virgil O. McChure 1949	Tom B. Hutchinson 1949
D. M. Kilpatrick 1950	Fred Erickson 1950
R. F. Toppfer 1951	J. A. Fallo 1951
L. W. Townsend 1952	Jerry Ruseler 1952
Archib. Carmichael 1953	A. Bruce Swope 1953
Ross W. Shinn 1954	Herbert P. Hawkins 1954
J. A. Fallo 1955	R. F. Toppfer 1955
Herbert P. Hawkins 1956	R. W. Carney 1956
H. H. Smith 1957	Phil Browning 1957
Joseph H. Sabol 1958	Kurt E. Thierfelder, Jr. 1958
Roger W. Carney 1959	Robert O. Jones 1959
Earle Fennell 1960	Clyde J. Barless 1960
Joseph Conclafdi 1961	J. R. Kuhns 1961
Kurt E. Thierfelder, Jr. 1962	O. W. Hazen 1962



Also in 1958, listing information was imparted to members via a simple 3 x 5 loose leaf paper which was housed in a small three ring binder by property types. Status change information was disseminated once a week and it was incumbent upon the agent to make that change in the proper place, keeping in mind each agent carried four or five of these small three-ring binders filled with listing information.



In 1963, groundbreaking ceremonies for the West San Gabriel Valley Association of REALTORS® took place in the auditorium at 1532 South Palm Avenue, San Gabriel. In 1964, we had our grand opening at which time we

discontinued all breakfast meetings at the Masonic Temple and held them at our new auditorium along with many of our new functions. The auditorium was also available for weddings, civic organizations, outside educational seminars, etc. The West San Gabriel Valley Association of REALTORS® auditorium was one of the finest of its kind in San Gabriel Valley.

In 1968, the state-of-the-art listing book arrived.

In 1975, we became semi-computerized through a company called City Data, Northridge, who had dumb terminals which the members purchased/leased. This terminal was used to access listing information only. The listings were typed by staff on a manual typewriter and sent to City Data for processing.

Also in 1975, the National Association of REALTORS® (NAR) approved our name change from the Alhambra District Board of REALTORS® to the West San Gabriel Valley Board of REALTORS®, Inc. (WSGVBR) and at that time we became one entity. The San Gabriel Valley Multiple became the Multiple Listing Service, a committee of WSGVBR.

In 1985, we recognized the members need to access the tools of the trade to provide a greater opportunity for success. Therefore, we established an in-house real estate store, which stocked most of the California Association of REALTORS® (C.A.R.) standard forms, a variety of books and publications, and Q&A pieces from the Legal department of C.A.R. We also had sign riders, flags, signs, and stakes for open house viewing, several educational audio tapes, and many other supplies.

In 1988, the WSGVBR joined the Multi-Regional Multiple Listing Service (MRMLS) and became the 13th member board/association of the large entity. With input from all 13-member boards/associations MRMLS equated to approximately 10,000 members all on one common database, housing approximately 50,000 active listings and well over \$3 billion in sales in a vast geographical area. In 1997, due to board/association mergers, we became 10 boards/associations with a collective membership of 9,200, with approximately 42,000 active listings, \$5.6 billion in sales, 2,653 offices, and reciprocal/computer access from Santa Barbara to the Mexican border. In 2010, MRMLS became California Regional Multiple Listing Services (CRMLS), which now has 39 participating boards/associations/MLSs and 14 data share boards and MLS.

In 1989, NAR approved our name change from WSGVBR to West San Gabriel Valley Association of REALTORS®, Inc. (WSGVAR).

In 1990, the boards/associations of MRMLS contracted

with Multaac, Torrance, for a common lock box system throughout MRMLS for easier access for all members.

In 1991, the Association Office implemented a state-of-the-art computerized membership networking system, Rapattoni, Simi Valley, which interlinks with Interealty Corporation and C.A.R.

In 1994, MRMLS again took advantage of the latest state-of-the-art electronic lock box and key when we switched to Supra Products, Salem, Oregon. The lock boxes and keys have advanced, and the industry has demanded a more secure lock box that also provides accountability. In 2010 via the Bluetooth iBox, wireless technology was added so that smart phones could communicate directly with the device through the Supra eKey.

WSGVAR Inc. has grown well beyond its original charter date of 1922, and has provided its members with products, services, and a vast number of resources so our members can excel in their real estate profession. Our growth and performance over the years has also attributed to the enormous number of volunteers, both REALTOR® and affiliate members, who continually give their time, energy, and devotion to this association, which has been blessed and enriched by the spirit of giving.

In the year of 2000, the WSGVAR leadership team was truly the pioneer in recognizing and celebrating Asian Cultures. They started celebrating Chinese New Year and the Moon Festival in February 2000 and continue to do so.

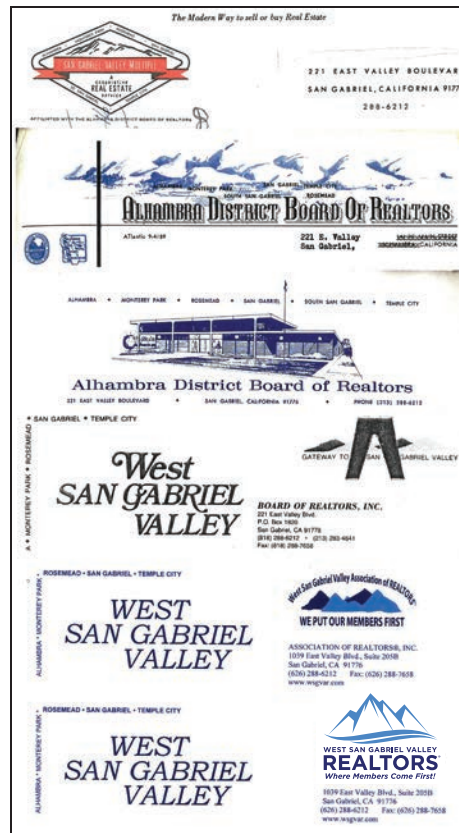
In the same year, C.A.R. launched its zipForm®, electronic forms software, in a subscription basis for members to use in their real estate transactions. In 2002, C.A.R. put zipForm® as a member benefit in addition to its most popular Legal Hotline service. This game changing software has improved and enhanced the life of the real estate professionals who can now conduct real estate transactions at their fingertips.



On November 8, 2007, WSGVAR sold its headquarters at Valley Blvd. and Palm Avenue.



The headquarters were moved to 1039 E. Valley Blvd. Suite 205B in San Gabriel "Goldworld Plaza" as well as an investment property "Chapman Professional Building" in Garden Grove. The Goldworld Plaza property added more parking for members and the Chapman Professional Building produced non-dues revenue for the association.




**West San Gabriel Valley
Association of REALTORS®, Inc.**

**MOVING FORWARD
NOVEMBER 8, 2007**

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**Friday, February 8, 2008
 11:00 am – 3:00 pm
 1039 E. Valley Blvd. #205B
 San Gabriel, CA 91776**

**Ribbon Cutting Ceremony
 Lion Dance
 Refreshments and Entertainment**



On February 8, 2008, the WSGVAR had a Grand Opening & Chinese New Year Celebration.



In 2022, WSGVR will launch its workspace for members to use. In this workspace, members can relax during their work hours. In addition, members can rent out mailboxes for their own offices at minimal cost.

As we contemplate the next 25 years, we look forward to adapting new technology and offering additional new and improved benefits and educational services to our members.

In 2019, NAR approved our name change from the West San Gabriel Valley Association of REALTORS®, Inc. to the West San Gabriel Valley REALTORS®, Inc.



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Title Ownership Change

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Jocelyn Zheng
 California Escrow Group CEO

☎️ Jocelyn Cell:310-658-1325

✉️ Jzescrowteam@californiaescrowgroup.com

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📍 22632 Golden Springs Dr 392 Diamond Bar, CA 91765

📍 Irvine Office:949-593-1800

📍 1110 Roosevelt Ave, Suite 200, Irvine, CA 92620

微信二维码



Distinguished Service Awards

2020 - Ling Chow
2019 - Karla Joseph
2018 - Nicholas Baldry
2017 - Thomas O. Berge

2016 - Brian Chen
2015 - Kevin Kwan
2014 - Gigi Lee
2013 - Nancy Lin



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Congratulations

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May God grant you and all WSGVR members with health and wealth.
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Master Alex Zi has been serving as Feng Shui Article writer to Hong Kong Beauty Professional magazine for 7 years, job853.com monthly magazine for 4 years and Megalife magazine. More than 8,000 learners have benefited from Master Alex's teachings. For details, please visit our www.masteralexzi.com



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Congratulations to the West San Gabriel Valley REALTORS® on celebrating their 100th Anniversary! Congratulations to our 2022 President Brian Chen and Board of Directors!

**Shun Zhang, 張順紅, CIPS, CRS, AHWD
REALTOR®**

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Timeline of Documents

1922

Alhambra District Realty Board chartered.

1948

Name Change from Alhambra District Realty Board to Alhambra District Board of Realtors.

1953

Alhambra District Board of Realtors jurisdiction registered as comprising Alhambra, Monterey Park, San Gabriel, Rosemead, Temple City, and South San Gabriel (formerly known as Garvey and Wilmar).

1975

Name change from Alhambra District Board of Realtors to West San Gabriel Valley Board of Realtors.

1989

Name Change from West San Gabriel Valley Board of REALTORS® to West San Gabriel Valley Association of REALTORS®, Inc.

2019

Name Change from West San Gabriel Valley Association of REALTORS® to West San Gabriel Valley REALTORS®.

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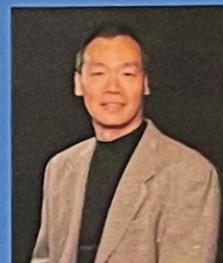
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REALTOR® of the Year

2020 - Nancy Lin	1994 - Robert W. Bodkin, II
2019 - Giuseppe Veneziano	1993 - Kenneth L. Peterson*
2018 - Helen Marston	1992 - Lorraine Morrison
2017 - Kevin Kwan	1991 - Darrell M. Flanery
2016 - Suzi Dunkel-Soto	1990 - Kahn L. Quan*
2015 - Gigi Lee	1989 - Ernest W. Henry
2014 - Lee Lieberg	1988 - Betty Walther*
2013 - Yin Bihr	1987 - A.G. "Jerry" Broadie*
2012 - Tom Berge, Jr.	1986 - Russell J. Stacey
2011 - Ling Chow	1985 - Rose Wynn*
2010 - Mel Wong	1984 - Adela Nicely*
2009 - Arthur A. W. Shu	1983 - Robert C. Bent*
2008 - Brian Chen	1982 - Helen Warren*
2007 - Lorraine Clark	1981 - John Schumacher*
2006 - Carl Feldstein	1980 - Carl M. Berg
2005 - Art Luna*	1979 - Robert E. Williams*
2004 - Alma Smith	1978 - William M. Tomanovich*
2003 - Cecelia "Cyl" Rudar	1977 - Roger P. Gosswein*
2002 - Nancy Hunt	1976 - Thomas O. Berge
2001 - John Klawiter	1975 - Anna Garvin*
2000 - Esther Johnson	1974 - Peter Hoyt*
1999 - Dennis Ohler	1973 - Raymond Albrecht*
1998 - Loraine Lefler*	1972 - Clyde Harless*
1997 - Kathleen Mueller	1971 - Phillip Welty*
1996 - Mary Lou Graff	1970 - Earle Fennel*
1995 - Joy Lyn Carothers	1969 - E. R. Dickerson*

*Deceased

The Benefits of WSGVR Membership

By Rachel Stryzik



At WSGVR, we feel we have the best to offer our members and after 100 years of existence we have a few secrets we believe have kept the association alive. From our educational classes to committees to social and holiday events, there is something for everyone.

Our members have found great success both personally and professionally through their membership. Nancy Chan, WSGVR Affiliate, was quoted as saying, "I have learned from each and every person during my 40 years as a member," as well as, "The association is my second family. I have formed life-long friendships because of my participation." Joe Haggerty, WSGVR Affiliate, spoke about the "lasting bonds," he's made within the WSGVR community. On that same note, Cecelia Rudar, 2002 President, considers WSGVR her "family away from family." Nancy Lin, 2007 President, put it simply, "WSGVR is the best." It's clear there is something special about every member in this association and it is well worth your time to get to know your peers.

The benefits from connecting with other members also extends into their professional lives. Lorraine Clark, 2006 President, said, "Networking and sharing experiences and ideas has made me a better agent." Haggerty also had a positive statement to make, "If you want your business to grow and be sustainable, make connections with and respect everyone." In a

community full of people pursuing the same career, the hostile competitive environments alive in most industries is not be found here. Arthur Shu, 2008 President, said, "I have learned so much from other REALTOR® members during my 33 years of membership at WSGVR." Whether you are looking for people to learn from so you can grow your business or simply a new addition to your social circle, we're positive you can find both in our organization.

One of the aspects most enjoyed by our members is their constant access to educational classes. "Our association has a very strong Education Committee that is constantly looking to provide our members with classes on the most current real estate knowledge as well as cutting edge technology to help the members be more productive in their business," said Brian Chen, 2000/2022 President. Chan stated, "The association also offers so many professional classes that help the members to improve in their careers. I know I am a better person because of this association." "The education opportunities and events never get old," said Haggerty. Chris Haun, WSGVR Affiliate, recommends attending the weekly breakfast meetings because, "we often have speakers who give us information that would take years to accumulate on our own. It is great to see how much education we receive from this association, unlike many others. Take full advantage of the great educational opportunities we have." Lin believes,

We've asked a few long-standing members to share about their personal and professional experiences and how they've impacted them.

“Education is the most important thing in the real estate industry. The more you learn, the easier it is to convince your client.” Rudar is also a big one for education stating, “That’s how I grew! If I didn’t know something, I joined the committee for it and learned.” Giuseppe Veneziano, 2019 President, said that “Education has supported my growth.” We suggest you take these members advice and get yourself into a class to help you learn and grow.

We have many events each year that are well received and looked forward to by our members. Chen especially enjoys the Halloween Costume Contest stating, “It’s full of fun and laughter and really brings out the kid inside of us all.” Shu agrees with Chen and shared, “The 2009 Halloween Costume Contest was the best for me because I won 1st prize dressing up as a silly Sea Pirate.” Lin enjoys the Chinese New Year Celebration most and said, “Maybe it’s because I’m Chinese. We give everyone one red envelope that has lucky money inside. That was fun.” Chen also said, “We were truly the pioneers in recognizing and celebrating Asian Cultures,” as they started celebrating Chinese New Year and the Moon Festival in 2000. He especially loved that year’s celebration due to it being the Year of the Golden Dragon, which they celebrated with a Dragon Dance. Make sure you check our calendar, so you don’t miss out on our next event!

We want to take a moment to share some of our member’s favorite memories, key takeaways from their membership, and any words of wisdom they were gracious enough to share with us. Cesar Aviles, First Vice President of WSGVAR Foundation, said his favorite memory was when he was the Associate REALTOR® of the year in 2020 and his advice is to, “Become a life-long learner. Learn something new every day.” Chen said, “It is truly an experience of ‘the more you give, the more you will receive.’” He also says the committees have helped him to be more effective in his daily business and, “Organizations must be innovative and embrace new ideas in order to grow and meet the challenges ahead.” Clark looks back on the monthly new agent luncheons in 1978 where the broker introduced new agents to the

REALTOR® community and stated, “I remember feeling like I was very important, and this was a milestone of acceptance.” Haggerty advises, “Let go of the desire for immediate results and you will eventually find your results come through effortlessly.” “Be persistent, participate in as many events and meetings as possible, and eventually the business will come,” says Haun.

Lin’s favorite memory was in 2007 when she was the President of the association. Rudar said,

“Never stop learning. Then never stop sharing what you have learned.” She also recommends joining as many committees as you can because, “that’s how you know the inside workings of a corporation.” Shu believes it’s unfair if we don’t give credit to the past Presidents for their great contributions and would like to acknowledge those who have served multiple times and under many positions. “I really take my hat off to them.” He believes the past Presidents have been, currently are, and always will be strong pillars of the association. He also said, “That is really the true strength and power of our great association. Thank you!” Veneziano’s words of wisdom are succinct, “You make your own opportunities, and you create your own living.” He

encourages everyone to get involved and get the most out of the association by getting involved in committees.

We are proud of the association we’ve created as well as the culture that’s been cultivated. We’re lucky to have such outstanding members who have contributed to our ability to grow and continue operations even during the inevitable market downturns. The work they do to benefit their clients helps us maintain our reputation which is why we believe we have survived so long. “We should all be very proud of our long-standing history and the fact that we can boast about our association’s very solid financial foundation,” Shu said. Thank you so much for all the work you have done and will do! We are so thrilled to hit this landmark of 100 years and look forward to serving our community for 100 more!



The benefits from connecting with other members also extends into their professional lives.

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***Congratulations to the 2022 President Brian Chen
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Emergence of Global Real Estate at WSGVR

By Albert Tran

The global real estate began in the 1980s and has kept pace with globalization. The term “globalization” encompasses real property development, sales, and leasing transactions across national borders.

Global real estate opportunities are everywhere. People move to the U.S. from other countries, foreign-born individuals residing in the U.S. move to new markets, and Americans look to purchase overseas. No matter what, since 2007 WSGVR Global Business Council (GBC) has established connections with other real estate associations overseas. This has allowed our members to network with qualified international REALTORS®, provide education to help them work well with international clients, and deliver the right business tools to help them globalize their business.

Since 2009, the WSGVR GBC has been appointed as the Ambassador Association to Taiwan by the National Association of REALTORS®. As Ambassador Association we work closely with the Global Ambassador assigned to Taiwan and NAR’s Regional Coordinator for that part of the world. The program also gives WSGVR members the opportunity to expand their global business networks and get involved in international real estate activities at the local level.

The WSGVR GBC has organized a number of inbound and outbound trade missions to and from other countries, such as Taiwan, Japan, Malaysia, Philippines,

Hong Kong, China, Vietnam, Mongolia, Indonesia, Canada, Mexico, and South Korea. While conducting these trade missions, WSGVR has partnered and signed MOUs with 18 of the following NAR’s Bilateral Partners:

1. Taipei Association of Real Estate Brokers - Taiwan
2. New Taipei City Real Estate Agent Association - Taiwan
3. Taichung City Association of Real Estate Brokers - Taiwan
4. Malaysian Institute of Estate Agents (MIEA) - Malaysia
5. Asosiasi Real Estate Broker Indonesia - Indonesia
6. Aliansi of Real Estate Agen Indonesia - Indonesia
7. Japan-American Real Estate Coalition Office - Japan
8. La Asociación Mexicana de Profesionales Inmobiliarios (AMPI) - Mexico
9. Chamber of Real Estate & Builders' Associations, Inc. (CREBA) - Philippines
10. Vietnam National Real Estate Association (VNREA) - Vietnam
11. Real Estate Academy of Mongolia - Mongolia
12. China Alliance of Real Estate Agencies - Beijing, China
13. Taoyuan Association of Real Estate Brokers - Taiwan
14. Kaohsiung Association of Real Estate Brokers - Taiwan
15. Overseas Property Alliance - Hong Kong
16. Hualien Association of Real Estate Brokers - Taiwan
17. Canadian Real Estate Association - Canada
18. Global Real Estate Association of Seoul - South Korea

After a decade of hard work by the WSGVR GBC, NAR awarded WSGVR with the most prestigious award - the Diamond Global Achievement Program Award in October 2019.

We are proud to announce that the WSGVR GBC has met the NAR criteria to maintain its Diamond status and will continue to retain its Diamond Global Achievement Program Award for 2022 and 2023.



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- Ling Chow, President-elect
- Cecelia Rudar, Vice President
- Earl Knudson, Treasurer
- Pauline Lam, Secretary

Directors

- Marian Cavataio
- Lorraine Clark
- Jeff Huang
- Nanette Ong
- Tom Tseng
- Tomas Wong
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Immediate Past President

- Mindy Yeh



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