



The Joshua Tree



May 1, 2018

Buying a House on Amazon

This week we got to hear from Honorary Rotarian **Caroll Yule** from Shear Realty and instead of sharing about the median home prices in the High Desert, she told us what is actually happening in the market in terms of home buying, and it's not too good for Realtors.

What has changed? Companies like Zillow, Purple Bricks and Redfin, have transformed the home buying process to the same equivalent of buying a book on Amazon. You put in the price you are willing to pay for a house, and if accepted, it's

yours. Easy and simple right? You'd be surprised.

This change began to happen due to economic challenges we have faced in California. Back in 1985, the High Desert was a

small community and all Realtors were local and helped each other out...one big happy family. That has all changed now.

Last year on the High Desert MLS (HDAOR) non-members (Realtors from out of the area) sales on homes here exceeded \$500,000,000! This has happened because there are so many Realtors in California. The State consists of 184,000 agents, and 101,000 Brokers, which means that there are a lot of Realtors looking for money! On top of that the median home prices are up throughout the State, but here in the Victor Valley, the home prices are still lower which makes them easier to sell, so agents are coming far and wide to get the "easy money".

Nowadays, what a lot of sellers don't know is that their home is listed everywhere on the Internet! If you list with a local agent you will be on thousands of sites, and this was all done for free 10-15 years ago on Zillow as a database site to get a seller's home on different web pages. Now Zillow charges Realtors for their listings and top agents are having to pay up to \$2,000 a month to get their clients homes on the Internet. The worst part is that 3 out of 4 buyers are now looking for a home on these sites and their estimating systems are inaccurate with wrong information, according to Caroll. What make it even worse, is that although Zillow swears they are not a Real Estate Broker, they now provide instant offers for the sellers, which takes out a true and knowledgeable Real Estate Agents.

Realtors are ready to go into battle. This "do it yourself approach" mindset consumers have bought into needs to change and to do that in the Real Estate Market, Agents are going to provide excellent service, embrace technology and remind clients that nothing beats a working with a real person.



This Week's Functionaries

- | | |
|---------------------|-----------------------|
| Invocation: | Mike Johnson |
| Flag Salute: | Rick Bessinger |
| 4-Way Test: | Robert Barton |
| Song: | Al Castellucci |
| Finemaster: | Mark Taylor |

Dwight's Writes



We had a full house this week, and that was for one reason only, because when **Carol Yule** speaks...everyone listens! Even if you are not in Real Estate, the information she shared on how purchasing is now being conducted, affects us all.

We received a very nice card from **Gary Adams**, t h a n k i n g everyone in the Club for their support and well wishes while he has been out on medical leave. We hope to see him back in just a few short weeks.



Congrats to **Jon Hove** and **Ben Tafoya** for being named our Rotarians of the Month for March and April. Read more about it on page 3.

The Read B4K graduation ceremony is coming up very soon, so make plans to join us for this great event, hosted by **Brad Letner**.

Don't forget to book your rooms at the Queen Mary for the District Conference on May 18-20 this month. Special rates are still available with complete packages, but disappearing soon. So if you are wanting to go, sign up now.

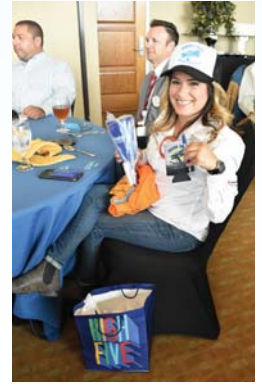
Finally, the thought of the week is "Life is simple, people make it complicated."

- Reka

ROTARY: MAKING A DIFFERENCE

Raffle Prizes

Arsalee Morales was the big winner this week, taking home a set of cake plates from **Bill Edwards**, a hat and shirt from Endura Steel courtesy of **Jon Hove** and the Alaska USA bag and chip clip from **David North!**



Donna Wells and **Jim Doltar** took home cakes from **Marie Langley** at Desert Valley Hospital and the \$25 Midway gift card from **Don Lager** went to **Corey Beck**.

Other winners today were **Bill Edwards**, **Ryan McEachron**, and **Don Lager**.

Rotary Guests

Robert Kilpatrick brought guest **Dean Paradise** from David Evans & Associates, and **Robert Barton** brought staff member **Amy Torres** to join him at his table. President **Dwight Johnson** invited the new GM of El Dorado Broadcasters this week, **Bruce Law**, who has been a Rotarian with the Ashland North Carolina Club for many years.

It was a family affair, as **Mark Taylor** had his wife **Donna Taylor** with him and **Harrison Hove** joined his father **Jon Hove** at the meeting.

Our Stand-ins this week were **Ryan Orr** for **Brad Poiriez** and **Richard Gonzales** for **Dr. Ron Williams**.

The Polio Pig

Collected this week: \$22.43

Polio Pig: \$17.43 + Dice (Arsalee Morales): \$5.00 = \$22.43

Collected to Date: \$15,226.93

Total equals: 91,500 Doses!

One dollar equals 2 doses of vaccine!
\$500 pays for a Polio Clinic!

Lucky Blue Dice



Arsalee Morales got the first chance in this new round to get some big money but drew a white dice.

We continue next week with 13 dice and \$225 for one lucky Rotarian who can grab the Blue Dice!

Rotarian of the Month(s)

This week we honored two Rotarians for the months of March and April. The Rotarian of the Month for March was none other than **Jon Hove**.



Jon, a second generation Rotarian, has taken our strive for membership to a whole new level by making it visual with his chart and almost weekly teachings on membership goal setting.

For the month of April, President **Dwight Johnson** awarded the distinction to **Ben Tafoya**. Ben was instrumental in planning the whole of 3.5 days with our exchange visitors from India, as well as his tireless work with other Clubs in gaining grant money in the amount of \$51,000 for the Ensenada Water Project.

Congratulations to both men for your dedication to Rotary.

Spoon of Exemption

Don Lager began his 5 weeks with the Spoon and shared that in 2003 Midway Home Solutions bought an old Kmart building and added onto their already successful business of furniture and appliances, to opening up a Kitchen Remodeling Center.



Now a fixture at Midway, they offer many solutions such as almost indestructible granite and marble counter tops, to the now infamous (if you went to his off-site) smart refrigerators and much more!

Fine Session

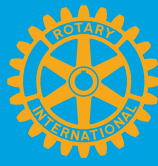
Mark Taylor was our Fine Master and began by fining **Robert Barton** \$5 for his first time conducting the 4-Way Test, and the same amount to **Ryan McEachron** in honor of National Life Insurance Day.

Penalties of \$10 went to **Jon Hove**, because of his new retro cement trucks Mark keeps seeing all over town, **David North** for not knowing that May 4th is Star Wars Day (May the 4th be with You), and **Donna Wells** for having a very successful tax season.

The final fine of the day was given to **Stew Anderson** in the amount of \$28, in honor of his 28 years as a Rotarian.

May Anniversaries

Margaret Cooker	30 Years
Stew Anderson	28 Years
Dr. Roger Wagner	9 Years
Brad Letner	4 Years
Rosanne Weathers	3 Years
Captain Dan Mejia	1 Year



VICTORVILLE ROTARY CLUB OFFICERS

Board of Directors

President 2016-2018	Dwight Johnson
Immediate Past President	Ben Tafoya
Treasurer	Donna Wells
Executive Secretary/Foundation/Administration ...	Margaret Cooker
Publicity/Public Relations	Kevin Kane
Club Service & President 2018-2020	Brad Letner
President 2020-2021/Fundraising/Billing Officer	Rosanne Weathers
Community Service	Victor Rocha
International Service.....	Ben Tafoya
Youth Service/RYLEA & TLC	Rob Kilpatrick
Vocational Service/Speech Contests	Ryan McEachron

Members-at-Large:

Steve Orr • Mark Taylor • Dan Dever • Rob Kilpatrick • Jon Hove
Steve Murray • Russ Stringham

Positions & Committee Chairs

BOD Secretary	Marilyn Buttlerwerth
Sergeant At Arms.....	Gary Adams
Song Master	Al Castellucci
Programs	Mike Page
Public Safety Awards.....	Jon Schuler
Scholarships.....	David North
Dan Stover Music Contest.....	Marie Langley
George Hensel Ethics Essay Contest	Ron Boyd
S.T.A.R. Students	Robin Cackler
Flowers and Gifts	Trish Johnson
Joshua Tree Editor	Chris Ackerman

The Victorville Rotary Club meets every Tuesday for fellowship
at 11:30 a.m. and meeting at 12:00 noon at the Green Tree Golf
Course Clubhouse, 14144 Green Tree Blvd., Victorville

Make-up Days and Locations

MONDAY:	San Bernardino East, Imperial Palace, noon
TUESDAY:	Rancho Cucamonga Sunrise, 7:15 a.m. Empire Lakes Golf Course Rancho Cucamonga, 12:00 p.m., Etiwanda Gardens
WEDNESDAY:	High Desert/Hesperia Club meets 7:00 a.m., Denny's, 14165 Main St., Hesperia Adelanto Club meets 2nd Wed. at Chamber Room at Maverick Stadium at 11:30 a.m., and the 3rd and 4th Wed. at Budweisers, Adelanto Rd, Adelanto at 8am. San Bernardino Crossroads, Hilton, noon, Barstow, Quigley's, 2841 Lenwood Road, 12:00 p.m.
THURSDAY:	Apple Valley, Apple Valley Country Club, noon Ontario, 12:15 p.m., Doubletree Hotel San Bernardino, Denny's at I-15, 7 a.m. Redlands, Masonic Temple, noon
FRIDAY:	San Bernardino North, Elks Lodge, 12:05 p.m.

Calendar Dates

- May 14:** **Board of Directors Meeting**
5:00pm Fellowship • 5:30pm Meeting
DCB Board Room, 2nd Floor
Hesperia and Silica Roads
- May 18-
May 20** **District Conference**
Queen Mary, Long Beach

Future Rotary Programs

- May 8:** San Bernardino County Deputy Sheriff
Stephen Kessler **TOPIC: "Frauds,
Scams and Identity Theft - The
latest Trends"** (Castellucci)
S.T.A.R. Students from Victor Valley
Christian, Oro Grande and Puesta del Sol
- May 15:** **Dr. Dale Marsden Elementary
4-Way Test**
- May 22:** Michael Stevens, Community Advocate
**TOPIC: "Community Engagement:
The Key to Safer Communities"**
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- May 29:** **Special Evening Rotary Meeting**
(TBA)

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