



S A C R A M E N T O



ASSOCIATION OF REALTORS®

**NEW MEMBER  
ORIENTATION**

**WELCOME!**

CHERIE  
HUNT

2023 SAR  
PRESIDENT'S  
MESSAGE



CLICK TO PLAY



JESSICA  
COATES

CHIEF  
EXECUTIVE  
OFFICER



**SAR hired Jessica Coates, who began as our new CEO on August 1, 2022. Jessica Coates has been the chief executive officer of the Howard County Association of REALTORS® (HCAR - in the Columbia, Maryland metro area) since 2018, and has been responsible for the strategic direction, vision, growth and performance of the HCAR brand. At HCAR, she has worked directly with the board of directors and oversees all facets of the association. With over 15 years' experience in Association Management and Government Relations.**

**Before being named HCAR's CEO in 2018, Jessica was the first woman to have served as the vice president of government and community affairs for the Birmingham Association of REALTORS®, where she served as its principal liaison to elected officials at all levels. We here at SAR are so lucky to have Jessica as our new CEO. Don't hesitate to Say Hello if you see her around!**





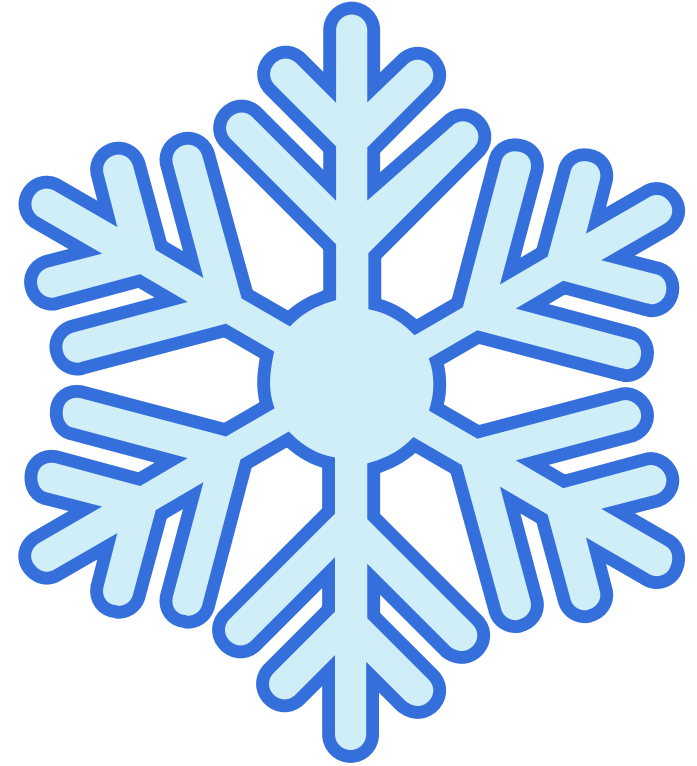
# ANTI-TRUST POLICIES

- Commissions are always negotiable and are set by and are only the business of each individual broker
- Respect all legal and ethical business practices
- Penalties for violation can run in the millions of dollars



# ICEBREAKER

- Please stand
- Please introduce yourself by name and brokerage office
- Please share the number of years, months & days you've been in business.





# FAIR HOUSING



CLICK TO PLAY






# Alexia Smokler

**Director, Fair Housing Policy & Programs**



Alexia Smokler represents NAR's positions on fair housing to Congress and federal agencies and leads NAR's ACT! initiative, which emphasizes Accountability, Culture Change, and Training to advance fair housing in the industry. She led the development of [Fairhaven: A Fair Housing Simulation](#), and [Bias Override: Overcoming Barriers to Fair Housing](#). Alexia also oversees NAR's discrimination self-testing program for real estate brokerages, NAR's fair housing real estate licensure reform efforts, and other projects aimed at closing racial and ethnic homeownership gaps. Alexia serves as staff executive to NAR's Fair Housing Policy Committee and writes and speaks regularly on fair housing issues to audiences around the country. Her 2021 cover story for REALTOR® Magazine, [Repairers of the Breach](#) , won several awards for excellence in business-to-business journalism.





**MEMBERSHIP**

# MetroList®


## NEARBY MULTIPLE LISTING SERVICES





# MetroList®

## PRODUCTS




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Home Training Calendar Prospector+ Products Forms & Documents MLS Rules Help Center Contact

Products


At MetroList, our goal is to provide you with the very best value in product solutions and services so you can focus on growing your real estate business.  
Click on a box to learn more.




Prospector+ MLS System  
by Rapattoni




Supra Keyboxes  
+Keys




Realist<sup>™</sup>  
Tax  
Realist Tax  
Records




MetroList  
MLS  
Prospector+  
MetroList  
Mobile Apps




Cloud CMA  
Cloud CMA




Cloud Streams  
Cloud Streams




TRENDVISION  
Professional Market Reports  
TRENDVision




realtor.com<sup>®</sup>  
Professional Search  
Realtor.com Pro Search




MetroList.com<sup>™</sup>  
Complimentary  
Agent Website



MetroListPRO<sup>™</sup>  
Cost Effective IDX  
Plug-in Solutions




RatePlug<sup>™</sup>  
Mortgage  
Information



IDX Vendors

# MetroList®


## FORMS AND DOCUMENTS




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Search


Forms & Documents




Listing Profile Sheets  
& Change Forms




MetroList Applications




Agent & Office Forms



Seller Acknowledgement  
& MLS Waiver



Supra Forms



IDX Forms +  
1004 MC 4c



## AGENT & OFFICE FORMS



### Agent & Office Forms

#### Subscriber

##### Agent Change

[Online+DocuSign](#)   [Printable](#)

##### Clerical Change

[Online+DocuSign](#)   [Printable](#)

##### Keybox Transfer

[Online+DocuSign](#)   [Printable](#)

##### Automatic Credit Card Billing

[Printable](#)

#### Participant

##### Authorized Signer

[Online+DocuSign](#)   [Printable](#)

##### Broker Change

[Printable](#)

##### Office Change

[Online+DocuSign](#)   [Printable](#)


##### Certification of Non-Use

[Online+DocuSign](#)   [Printable](#)

[Back to Top](#)

# MetroList®


## FORMS AND DOCUMENTS




Home Training Calendar Prospector+ Products Forms & Documents MLS Rules Help Center Contact

Search


Forms & Documents




Listing Profile Sheets  
& Change Forms




MetroList Applications




Agent & Office Forms



Seller Acknowledgement  
& MLS Waiver



Supra Forms




IDX Forms +  
1004 MC 4c



# MetroList®

## METROLIST APPLICATION



Home Training Calendar Prospector+ Products Forms & Documents MLS Rules Help Center Contact

Search

Applications submitted **before** 2:00 pm will be reviewed and sent for DocuSign Signatures by end of business day.  
Applications submitted **after** 2:00pm will be reviewed and sent for DocuSign Signatures within one business day.

Try our paperless Online Application process. It's fast and easy to obtain the signatures you need!

Click which applies  
I am applying as a...

SUBSCRIBER

Agent, Broker Associate or Appraiser In-Training working under a Responsible Member.

PARTICIPANT

Broker, Corporate Officer or Appraiser and I am the Responsible Member for the office.


CLERICAL USER

Clerical Staff working under a Broker/Office, Agent or Appraiser.

RECIPROCAL KEY SUBSCRIBER


Already have primary MLS & Key service with a Reciprocal Partner.

Note: MetroList requires a valid DRE License to join the MLS. Is your DRE License valid?

 LICENSE LOOKUP

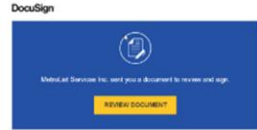
1

COMPLETE ONLINE APPLICATION

 Online Application


2

CHECK EMAIL(S) & COMPLETE DOCUSIGN



3

ADMIN CENTER WILL REACH OUT TO FINALIZE



# MetroList®

## METROLIST APPLICATION



Supra Forms

Cooperating Key Agreement

[Online+DocuSign](#) [Printable](#)

eKEY Agreement

[Online+DocuSign](#) [Printable](#)

KeyBox Transfer

*\*MetroList Agent to MetroList Agent KeyBox Transfer*


[Online+DocuSign](#) [Printable](#)

Remote KeyBox Transfer

*\*Remotely transfer KeyBox from one MLS to another*

[Online+DocuSign](#) [Printable](#)

# MetroList®


**NATIONAL  
ASSOCIATION OF  
REALTORS®**

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## Who We Are



America's largest trade association, representing 1.5 million+ members, including NAR's institutes, societies, and councils, involved in all aspects of the residential and commercial real estate industries.

**Mission, Vision, and Diversity & Inclusion**

**Code of Ethics**

**Leadership & Staff**

National, state & local leadership, staff directories, leadership opportunities, and more.

**Committee & Liaisons**

**History**

Founded as the National Association of Real Estate Exchanges in 1908.

**Affiliated Organizations**

**Strategic Plan**

NAR's operating values, long-term goals, and DEI strategic plan.

**Policies**

**Governing Documents**

Code of Ethics, NAR's Constitution & Bylaws, and model bylaws for state & local associations.

**Awards & Grants**

Member recognition and special funding, including the REALTORS® Relief Foundation.

**NAR's Consumer Outreach**

# NAR WEBSITES

# NAR.REALTOR



# National Association of REALTORS®



## Code of Ethics Course for Existing Members (Free)

- Customizable learning experience
- No final exam, members must pass module quizzes
- Specialized content for residential, commercial, and appraiser practitioners
- View your options for customizing this course

[Existing Member Course](#)



## C2EX Endorsement for Existing Members (Free\*)

- NAR's Commitment to Excellence (C2EX) program fulfills the Code of Ethics Training Requirement for existing members
- An Endorsement empowering REALTORS® to evaluate, enhance and showcase their highest levels of professionalism

[C2EX Endorsement](#)



## Code of Ethics Course for New Members (Free)

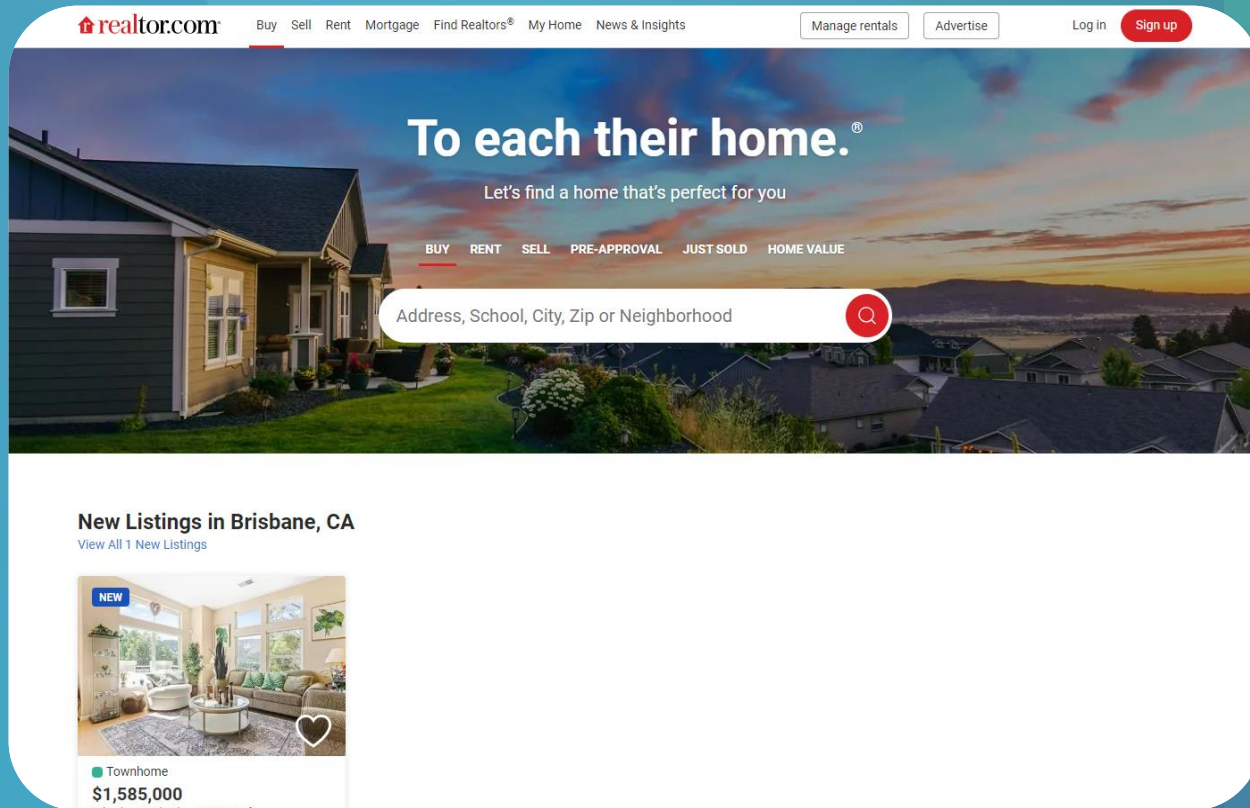
- New members and individuals with a break in membership over one year are required to take this training.
- A new, updated version of the course is now available!

[New Member Course](#)

# NAR WEBSITES

# NAR.REALTOR

# National Association of REALTORS®



NAR WEBSITES  
REALTOR.COM

**National Association of  
REALTORS®**

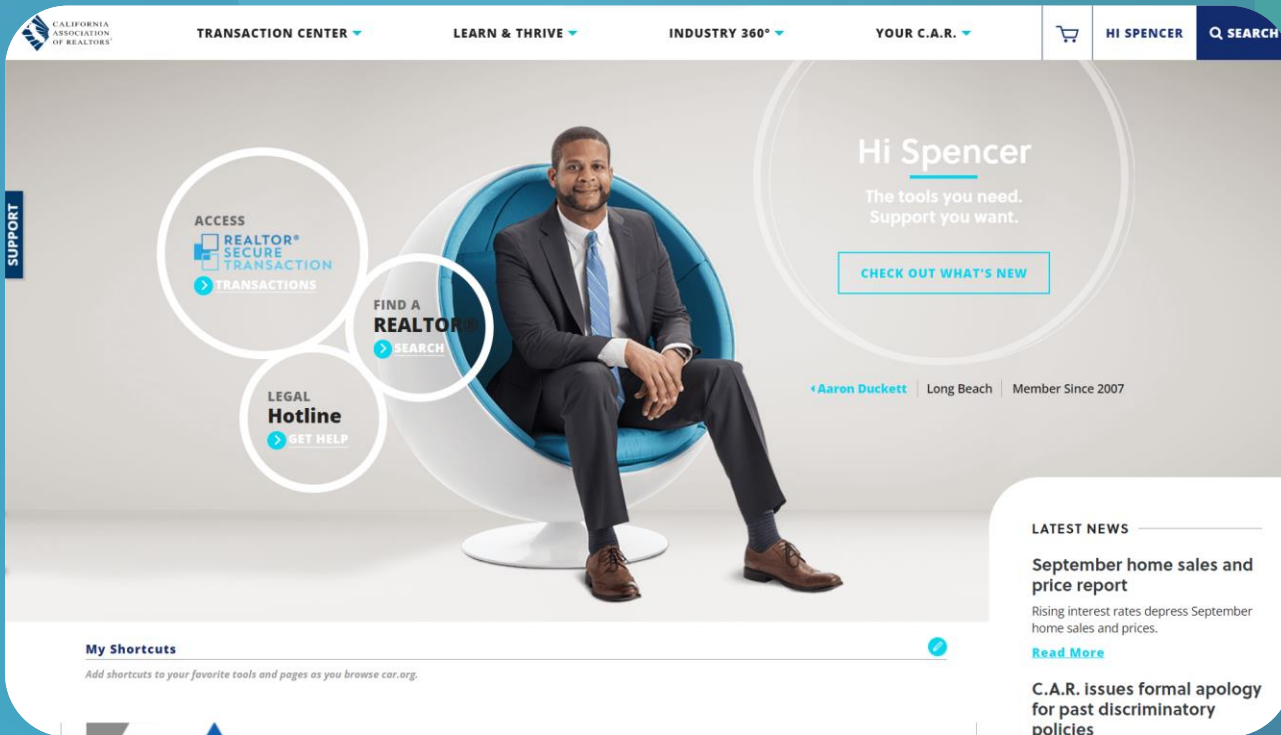
**INFORMATION  
CENTRAL  
1-800-874-6500**



# California Association of REALTORS®

## CAR WEBSITES

## CAR.ORG



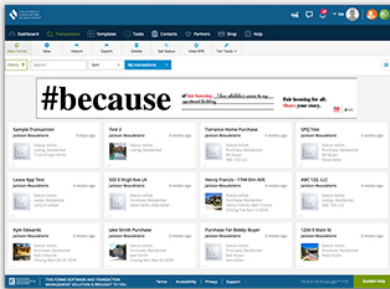
# California Association of REALTORS®

## CAR WEBSITES ZIPFORMS



brought to you by CALIFORNIA ASSOCIATION OF REALTORS®

### WELCOME TO LONE WOLF TRANSACTIONS ZIPFORM EDITION



C.A.R. keeps REALTORS® at the center of the transaction today and in the future. Your membership provides you with access to Lone Wolf Transactions (zipForm Edition), zipVault® document storage, the C.A.R. Standard Forms Library and numerous other transactional products. With this comprehensive transaction platform, C.A.R. is committed to making sure you have the tools you need to succeed in today's dynamic real estate environment and remain at the center of the real estate transaction.

[Trouble accessing zipForm®?](#)



#### C.A.R. also offers the following FREE zipForm member benefits:

- zipForm® Mobile
- zipForm MLS-Connect®
- Forms Tutor/Forms Advisor™
- Digital Ink® 2.0
- OfferPlace™
- iMessage app®

[LEARN MORE](#)

[CONTINUE  
to Transactions](#)

The additional products are provided as C.A.R. member benefits.  
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#### C.A.R. also offers the following FREE zipForm member benefits:

- Forms Tutor/Forms Advisor™
- zipForm MLS-Connect®
- zipForm® Mobile
- iMessage app®
- OfferPlace™
- Digital Ink® 2.0

[CONTINUE  
to Transactions](#)

[LEARN MORE](#)

# **Sacramento Association of REALTORS®**

## **HOURS**

**MONDAY-FRIDAY**

**8:30 AM - 5:30 PM**

**SATURDAY**

**9:00 AM - 2:30 PM**

**CLOSED  
SUNDAYS**



**Sacramento Association of  
REALTORS®**

**CONTACT ERIN**

**ERIN SMITH  
(916) 437-1217**

# Sacramento Association of REALTORS®

YOUR TRAVEL  
NETWORK



ALSO, AT [HTTPS://BIT.LY/3KM9PRW](https://bit.ly/3KM9PRW)

# RETAIL CENTER

**Free  
Shipping\***

\*Up to \$30

Use code  
**23FREE**

\*limit 1 per calendar year\*

Visit us at

**RealtySupplyCenter.com**

Shop from the comfort of your home, office, or even on your smart phone, and have all your realty supply needs shipped directly to you.



**15% off  
Online Orders**

Use code  
**23FIFTEEN**

\*limit 1 per calendar year\*





# RETAIL CENTER

SAVE \$0.97

## BUSINESS CARD HOLDER

6 OR 8 POCKET



Item #1354-6POCKET  
Item #1354-8POCKET

**\$1.00 each**  
(Originally \$1.97 each)

SAVE \$3.00



Item #3451

## JEWELRY

VARIOUS STYLES

**\$6.99 each**  
(Originally \$9.99 each)

SAVE \$5.00

## LADIES REALTOR® LOGO POLO SHIRTS

VARIOUS COLORS & SIZES  
(IN STORE OFFER ONLY)



Item #1327

**\$24.99 each**  
(Originally \$29.99 each)

SAVE \$5.00

## MEN'S REALTOR® LOGO POLO SHIRTS

VARIOUS COLORS & SIZES  
(IN STORE OFFER ONLY)



Item #1327

**\$24.99 each**  
(Originally \$29.99 each)

SAVE \$7.00



Item #5323

## MILITARY MAGNETIC PIN

VARIOUS VERBIAGES

**\$10.99 each**  
(Originally \$17.99 each)

SAVE \$13.00

## 30" x 60" VINYL BANNERS

VARIOUS VERBIAGES



Item #10191

**\$1.99 each**  
(Originally \$14.99 each)

**10 MINUTE  
BREAK**



# REALTOR SAFETY VIDEO



CLICK TO PLAY



**Chrystal Prowse**  
*Web Developer and Designer*



**Tony Vicari**  
*Director of Communications*



**Mason Chapple**  
*Marketing Manager*

# COMMUNICATIONS





## Apply for SAR's 2024 Board of Directors

Get Involved in Your Association,  
Be Active in Your Real Estate Future!

**Apply by Apr. 14, 2023 @ 5:30pm**

[Apply Today](#)

# SACREALTOR.ORG

# SAR'S WEEKLY DOCKET

Week of March 15, 2023  
**THE WEEKLY DOCKET**  
Up to Date Information and Resources



**SAR'S 2024  
BOARD OF  
DIRECTORS**

[Apply Now](#)

Get involved in SAR, help make improvements, and be active in Your Real Estate Future!

APPLY ONLINE AT  
SACREALTOR.ORG/BOD-APPLICATION  
BY APRIL 14, 2023 AT 5:30PM

SACRAMENTO  
ASSOCIATION OF REALTORS®

## April Main Meeting

### Main Membership Meeting

**Tuesday, April 4 | 9-10:30am**

Mack Powell Event Center

Join us for a Fair Housing Discussion featuring guest speakers Colette Massengale, Senior Policy Representative for Fair Housing for NAR's Advocacy Team, and Laurie Benner, Associate VP of Housing and Community Development for the National Fair Housing Alliance (NFHA).

### MAIN MEMBERSHIP MEETING



**Tuesday, April 4th, 2023**  
**9:00 - 10:30 am**  
Mack Powell Event Center



Colette Massengale



Laurie Benner  
Associate Vice President of  
Housing and Community  
Development for the

Week of February 22, 2023  
**THE WEEKLY DOCKET**  
Up to Date Information and Resources

### Meetings

**REAL ESTATE  
FINANCE &  
PREFERRED  
PARTNER FORUM**  
Thursday, March 2nd  
9:00 - 10:30 am  
Mack Powell Event Center



**Real Estate Finance & Preferred  
Partner Forum**  
Thursday, March 2nd | 9:00am - 10:30am  
Mack Powell Event Center  
Motivational Keynote Speaker and former  
record-setting San Francisco 49ers' Otis  
Amey will share his experiences of over a  
decade worth of life enhancing workshops and  
shaping the "Overcomer Mindset" with  
attendees.

[Join on Zoom](#)

### Events

### Fall in Love with SAR

Congratulations on becoming a Realtor®!  
You've joined the ranks of a great association.  
Come celebrate with us.

Week of February 08, 2023  
**THE WEEKLY DOCKET**  
Up to Date Information and Resources

### President's Message



**SAR Leaders attend C.A.R.  
Meetings**  
Greetings from Indian Wells California and  
the Winter California Association of  
REALTORS® winter meeting sessions.  
SAR is well-represented here and we are all  
here to support the association, your  
business and private property rights. We are  
the REALTOR® Party...

[Read More](#)

### Meetings

### MAIN MEMBERSHIP MEETING



**Tuesday, February 14**  
**9:00 - 10:30 am**  
Mack Powell Event Center

**Shanta Patton-  
Golar**

• 18 year Real Estate Expert  
• National Real Estate Expert



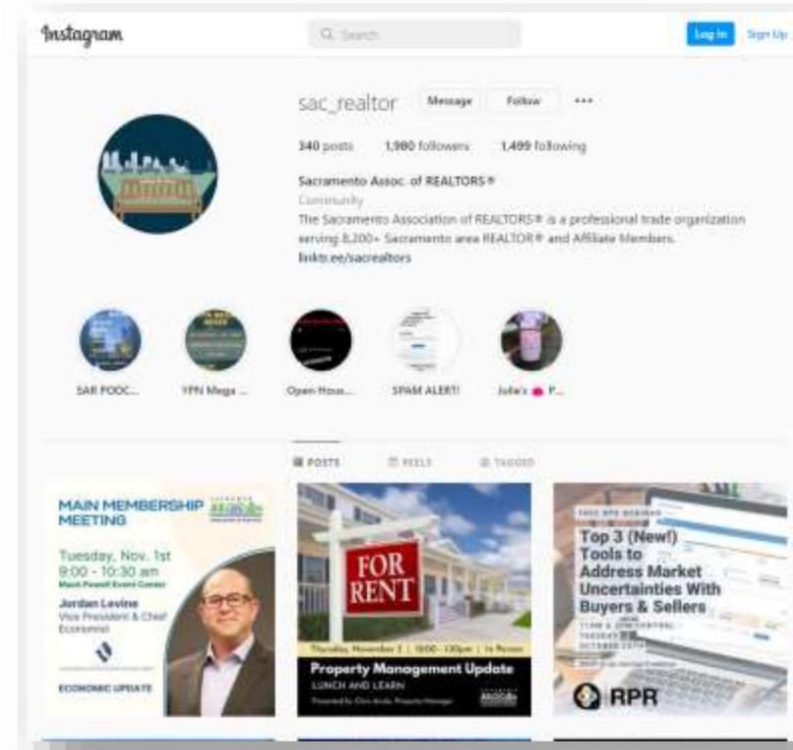
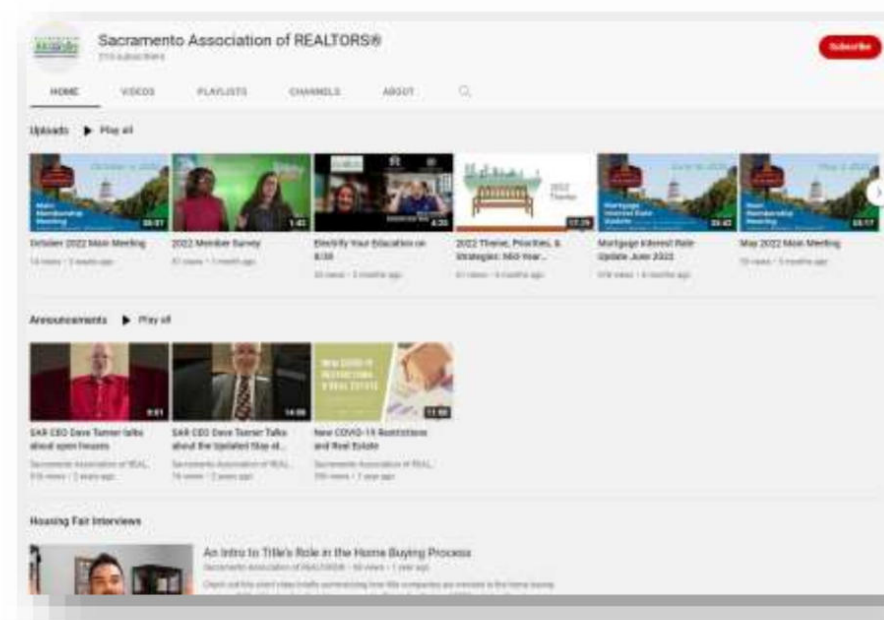


**FACEBOOK**  
**@SACREALTOR**

**INSTAGRAM**  
**@SAC\_REALTOR**

**TWITTER**  
**@SAC\_REALTORS**

**YOUTUBE**  
**@SACRAMENTOAO**





## **SARTEXT ALERTS**

- Text saralerts to (844) 673-7480 or scan the code and press send
- Text are limited to 3 to 4 times a month



# STAY CONNECTED!

- The linktr.ee has all of SAR's social media accounts and quick access to upcoming events.



**<https://linktr.ee/sacrealtors>**

# WHO HERE LIKES DATA?

SAR publishes detailed monthly statistics reports that give an in-depth look at the Sacramento County Housing Market.

- Market Overview (Single Family & Condo)
- County-wide Zip Code Report
- Official SAR Press Release

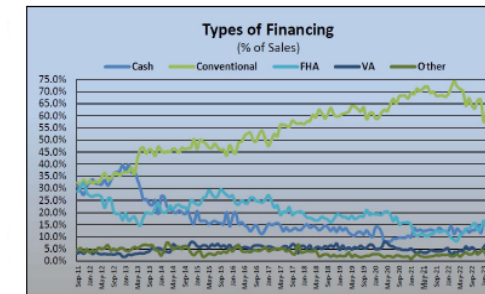


FOR IMMEDIATE RELEASE

## February 2023 Statistics – Sacramento Housing Market – Single Family Homes

### Market picks up in February: sales climb, price steady

February closed with 699 sales, a 22.2% increase from January (572). Compared to one year ago (1,082), the current figure is still down 35.4%. Of the 699 sales this month, 105 (15%) used cash financing, 432 (61.8%) used conventional, 98 (14%) used FHA, 49 (7%) used VA and 15 (2.1%) used Other types of financing. The chart below shows percentage of sales by types of financing since September 2011.



The median sales price remained unchanged at \$499,000. This figure is a 7.6% decrease from February 2022 (\$540,000). The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.

The Active Listing Inventory decreased 14.5% from January to February, from 1,300 units to 1,111 units. Compared with February 2022 (890), inventory is up 24.8%. The Months of Inventory

decreased from 2.3 Months to 1.6 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory.

The Median DOM (days on market) decreased from 29 to 22 and the Average DOM increased from 44 to 45. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 699 sales this month, 54.6% (382) were on the market for 30 days or less and 71.3% (499) were on the market for 60 days or less.

Market Snapshot - February 2023					
	Feb-23	Jan-23	Change	Feb-22	Change (from 22)
Sales	699	572	22.2%	1,082	-35.4%
Median Sales Price	\$499,000	\$499,000	0.0%	\$540,000	-7.6%
Active Inventory	1,111	1,300	-14.5%	890	24.8%
Median DOM	26	29	-10.3%	7	271.4%
Avg. Price/SqFt	\$323	\$317	1.9%	\$355	-9.0%

The Average Price/SqFt of all homes sold increased from \$317 to \$323. Compared to one year ago (\$355), this is a 9% decrease. See all statistical reports compiled by the [Sacramento Association of REALTORS®](https://www.sacrealtor.org).

Tony Vicari, Director of Communications  
[tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org)  
916-437-1205

# TAKE ME TO YOUR DATA

- Scan to go directly to SAR's statistics webpage
- Stats reports are published around the 10<sup>th</sup> of each month
- Email [tony@sacrealtor.org](mailto:tony@sacrealtor.org) to be added to the monthly mailing list



**<https://sacrealtor.org/housing-statistics/>**



## **CONTACT YOUR COMMUNICATIONS DEPARTMENT**

**Tony Vicari**

tony@sacrealtor.org

916-437-1205

**Chrystal Prowse**

cprowse@sacrealtor.org

916-437-1229

**Mason Chapple**

mchapple@sacrealtor.org

916-437-1213



# GOVERNMENT AFFAIRS

# SAR GOVERNMENT AFFAIRS MISSION

Protect Your Business Interest

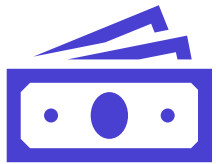
Protect Your Client

- Private Property Rights
- Private Property Values

Fight to keep your business interests heard

Ensuring free enterprise and a responsible government

# REALTOR ACTION FUND



Supported by  
mandatory and  
voluntary  
investments, not  
dues



Supports candidates  
& issues friendly to  
you *and* your  
business



You may contribute  
any amount, any  
time during the year



**Strongly urge that  
every new Member  
contribute at least  
\$148 their first  
year**



**CONTACT  
YOUR  
GOVERNMENT  
AFFAIRS  
DEPARTMENT**

**Erin Teague**

[eteague@sacrealtor.org](mailto:eteague@sacrealtor.org)

916-437-1227

**Derek Catron**

[dcatron@sacrealtor.org](mailto:dcatron@sacrealtor.org)

916-437-1208



The background features a solid blue field with a teal-colored semi-circle on the right side. A horizontal teal band runs across the middle of the image. On the left, there are vertical teal and blue rectangular blocks. The word "EDUCATION" is written in white, bold, uppercase letters, positioned over the blue area and partially overlapping the teal semi-circle.

**EDUCATION**

# LICENSE RENEWAL

As a member of the California Association of REALTORS®, you may renew your license with the **free** 45-hour license renewal package at [www.car.org](http://www.car.org).




<https://www.car.org/education/licenser renewal>

[TRANSACTION CENTER](#) [LEARN & THRIVE](#) [INDUSTRY 360](#) [YOUR C.A.R.](#)

[HOME](#) > [EDUCATION](#) > [LICENSE RENEWAL](#)

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**FREE 45-Hour CE Package for C.A.R. Members**  
*Join the thousands of members who have already claimed their free license renewal package!*  
*Please visit the DRE's COVID-19 Executive Order FAQ page for up to date info regarding examinations.*

Have you already claimed and started your classes?  
**LOG IN AND CONTINUE YOUR CLASSES**

You can also log in directly to [www.onlneed.com](http://www.onlneed.com) to continue your classes.

**Claim your FREE CE 45-Hour Package of Online CE Courses for your License Renewal.** All packages meet DRE requirements for mandatory subjects and course categories. All packages below include an ethics course that also fulfills the REALTOR® Code of Ethics Training Requirement for NAR.

**Salesperson First-Time Renewal:** Click the link below for first time Salesperson license renewal.

[Salesperson First Time Renewal](#)

.....

**Broker First-Time, Broker Subsequent, and Salesperson Subsequent Renewal:** Click the link below if you need to renew your license.

[Subsequent Renewal](#)

.....



# SAR EDUCATION EMAIL

View in browser

SACRAMENTO  
ASSOCIATION OF REALTORS®

Home Education Calendar

## Education Update

Week of October 11, 2022

Visit SAR's Online Education Portal today! You will have access to online training 24/7 with several webinars offered for free! You can access live classes, recorded webinars, and options for license renewal at your convenience.

We welcome your feedback, please contact us with comments or suggestions!  
Marcus, Education Services Coordinator 916.437.1210 | [marroyo@sacrealtor.org](mailto:marroyo@sacrealtor.org)  
Judy, Education Director 916.437.1207 | [judy@sacrealtor.org](mailto:judy@sacrealtor.org)

SACRAMENTO  
ASSOCIATION OF REALTORS®

### What Every REALTOR® Needs to Know About ADUs

Register

Oct. 12 | 10am-12pm | \$10 | In Person

[education.sacrealtor.org](http://education.sacrealtor.org)

October 12, 2022 | 10:00am - 12:00pm | \$10 | Live Class

Learn how to think about ADUs and how to answer your clients' questions in this ever-changing landscape from a panel of experts including County Assessor Christina Wynn, Senior Planner Garrett Norman, Ellen Martin with CalHFA, Jim Glickman, Chief Real Property Appraiser and more. A panel discussion will complete the event with MC Ryan O'Connell, Founder of How to ADU.

Register →

View in browser

SACRAMENTO  
ASSOCIATION OF REALTORS®

Home Education Calendar

## Education Update

Week of October 17, 2022

Visit SAR's Online Education Portal today! You will have access to online training 24/7 with several webinars offered for free! You can access live classes, recorded webinars, and options for license renewal at your convenience.

We welcome your feedback, please contact us with comments or suggestions!  
Marcus, Education Services Coordinator 916.437.1210 | [marroyo@sacrealtor.org](mailto:marroyo@sacrealtor.org)  
Judy, Education Director 916.437.1207 | [judy@sacrealtor.org](mailto:judy@sacrealtor.org)

SACRAMENTO  
ASSOCIATION OF REALTORS®

### Tax Reduction Strategies for Real Estate Professionals

Oct 19, 2022 | 9:30am - 12:00 pm  
\$10 | Live Webinar

Register

October 19, 2022 | 9:30am - 12:00pm | \$10 | Webinar

Instructor Maline Shafer of Bradford Tax Solutions will review all the tax deductions that real estate professionals can take advantage of. Learn about the latest deductions introduced in 2022 so you can save as much money as possible.

Register →

View in browser

SACRAMENTO  
ASSOCIATION OF REALTORS®

Home Education Calendar

## Education Update

Week of October 3, 2022

Visit SAR's Online Education Portal today! You will have access to online training 24/7 with several webinars offered for free! You can access live classes, recorded webinars, and options for license renewal at your convenience.

We welcome your feedback, please contact us with comments or suggestions!  
Marcus, Education Services Coordinator 916.437.1210 | [marroyo@sacrealtor.org](mailto:marroyo@sacrealtor.org)  
Judy, Education Director 916.437.1207 | [judy@sacrealtor.org](mailto:judy@sacrealtor.org)

SACRAMENTO  
ASSOCIATION OF REALTORS®

### MARKET UPDATE

with Ryan Lundquist

Attend via Zoom  
Friday, Oct. 7th | 9am - 10:15am | \$20

REGISTER  
[education.sacrealtor.org](http://education.sacrealtor.org)

October 7, 2022 | 9:00am - 10:15am | \$20 | Webinar

Ryan Lundquist gives you an update on the real estate market. How is it moving? What can you expect for the next few months? Discover ways to talk about trends with clients and how to focus your business in light of the current market. This webinar will have a Q&A at the end as well.

Register →



# SAR'S EDUCATION WEBSITE



**EDUCATION.SACREALTOR.ORG**

# EDUCATION.SACREALTOR.ORG

## LIVE WEBINARS and IN-PERSON TRAININGS

Join our Interactive and Impactful Educational Offerings

[Click Here To See The Full List](#)



### Leverage the Purchase Agreement to Win More Business with Jim Pojda

Friday, May 19

9:00 am - 1:00 pm | In person

Learn how to "Wow" your clients as you skillfully guide them through the RPA with finesse and receive a bucket of "Gold Nuggets" of knowledge to win more business.

[Register Here](#)



### Listing Agreements with Dave Tanner

Thurs., June 1

9:00 am - 12:00 pm | In person

Instructor Dave Tanner reviews the elements required to make a listing agreement valid, how to select the right agreement for a specific situation, and other forms to be used with listing contracts.

[Register Here](#)



### Fundamentals of Transaction Coordination

Wednesday, June 14

9:30 am - 3:00 pm | In person

Whether you are a REALTOR® or non-licensed assistant, by attending this course you will walk away with a newfound understanding of the real estate transaction and how to efficiently manage the process.

[Register Here](#)

## ON DEMAND WEBINARS

Educational Opportunities At Your Convenience

[Click Here To See The Full List](#)



### What Every REALTOR® Needs to Know About ADUs

Learn how to think about ADUs and how to answer your clients' questions in this ever-changing landscape from a panel of experts and MC Ryan O'Connell, Founder of How to ADU.

[Watch Now](#)



### Staying Out of Court: Advanced Level Strategies

Entertaining Instructor Robert Brand covers the latest TDS/AVID disclosure strategies and provides insights into limiting liability with the RPA.

[Watch Now](#)



### Probate Real Estate Sales

Breaking down the probate sale from start to finish while understanding that timing is everything. Learn the roles of the probate attorney and executor, nuances of listing agreements and offers, and when the courts must be involved.

[Watch Now](#)





# **CONTACT YOUR EDUCATION DEPARTMENT**

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# PROFESSIONAL STANDARDS

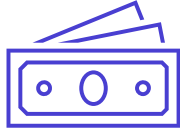
# WHAT DOES SAR PROFESSIONAL STANDARDS DO?

## What We Do:

- NAR Code of Ethics violations  
(Ethics Complaints)
- Mediation Services  
(Client or Member)
- Money Disputes between REALTORS  
from different brokerages  
(Arbitration Complaints)

## What We Cannot Do:

- Counsel or Advise  
(Ethics Infoline or Legal Hotline)
- MLS Rule Violations  
(MetroList Compliance)
- Real Estate Law or Business Practices  
(Department of Real Estate - DRE)



## Arbitration Complaints

### Mediation

Successfully  
Mediated -  
No Hearing

No Agreement -  
Hearing Scheduled before  
Professional Standards  
Committee Panel

Request for Review filed -  
Directors Review Hearing  
*Director Decision Final*

No Request for Review filed -  
Award Final



## Ethics Complaints

### REALTOR Complaint - Broker Conference (if Requested)

Agreement Reached -  
Complaint Withdrawn

No Agreement -  
Case forward to Grievance  
Committee for Review

Forwarded for a Hearing as Filed or  
Amended before Professional Standards  
Committee Panel

Dismissed  
Request for Review of GC  
Decision by Request  
*Director Decision Final*

Request for Review filed -  
Directors Review Hearing  
*Director Decision Final*

No Request for Review filed -  
Directors Ratify

NEED TO  
FILE?





**IMPORTANT  
PHONE  
NUMBERS**

**Free Peer to Peer Ethics**

Infoline: (213) 739-9160

**C.A.R. Legal Hotline**

Agent: (213) 739-8282

Broker: (213) 739-8350



**CONTACT  
YOUR  
PROFESSIONAL  
STANDARDS  
ADMIN**

**Lyndsey Harank**

LHarank@sacrealtor.org

916-437-1226

**IN CLOSING**

A yellow notepad is partially visible on the left side of the image. A black pencil lies diagonally across the notepad. On the notepad, there is a survey form with multiple-choice questions. The questions are numbered 2 through 24, and each has five options labeled A, B, C, D, and E. The notepad and pencil are positioned on the left side of the image, with the pencil pointing towards the bottom left.

# ORIENTATION SURVEY

**DON'T FORGET TO LOOK  
OUT FOR THE EMAIL WITH  
THE SURVEY LINK!**





Thursday, June 1st

### FINANCE & PREFERRED PARTNER FORUM

Joe Siau  
Local Businessman,  
International Author

REGISTER TODAY!

## Finance & Preferred Partner Forum

Thursday, June 1, 2023

9:00 – 10:30am

Mack Powell Event Center



Tuesday, June 6th

### MAIN MEMBERSHIP MEETING

Scholarship Awards  
Congratulations to our  
Scholarship Recipients

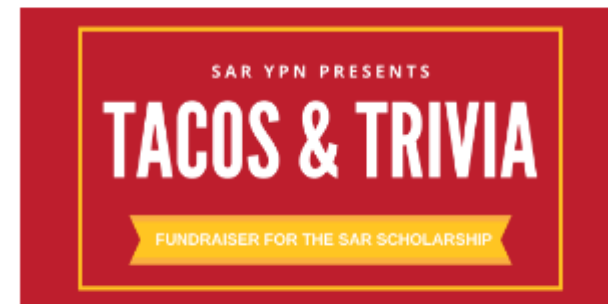
SEE YOU THERE!

## Main Membership Meeting

Tuesday, June 6, 2023

9:00 – 10:30am

Mack Powell Event Center



## TACOS & TRIVIA

Show off your trivia skills, enjoy some  
tacos and support a great cause!

Fri., June 23 | 5:00 – 9:00pm

Mack Powell Event Center

# UPCOMING EVENTS

RAFFLE





A close-up photograph of several pink tulips in a field. The tulips are in various stages of bloom, with some showing deep pink and white variegation. The background is a soft-focus green, suggesting other foliage. The overall mood is fresh and vibrant.

**THANKS FOR  
COMING!**