



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

Southland Regional Association of REALTORS®  
**MEMBER TOOLKIT**

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# WELCOME TO THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®!

As President of the Southland Regional Association of REALTORS®, Nicole Stinson brings several decades of organizational leadership, institutional knowledge, and a collaborative approach to the association. Her service to this association spans many years and includes roles as Chair of the Santa Clarita Region, membership of multiple association committees, and service on the

Southland Regional Association Board of Directors. She has also represented the association at the state level as a Director for the California Association of REALTORS®.

A native of the San Fernando Valley, Nicole is deeply committed to community engagement and professional service. She is widely respected for her people-centered leadership style, thoughtful decision-making, and ability to unite diverse perspectives in pursuit of shared goals. Her leadership is grounded in experience, consistency, and a strong belief in mentorship and succession planning.

With extensive knowledge of the Santa Clarita Valley and Los Angeles real estate markets, Nicole brings informed perspective to policy discussions, strategic planning, and regional collaboration. She is dedicated to advancing the REALTOR® profession through strong governance, meaningful member engagement, and the development of future leaders.

Beyond her association service, Nicole has chaired numerous nonprofit initiatives, successfully led her own charity event for ten years, and continues to volunteer monthly with various organizations. Her ongoing commitment to service, organizational excellence, and ethical leadership has earned her the respect and trust of colleagues throughout the industry.



**NICOLE STINSON**

2026 President  
Southland Regional Association of REALTORS®

## WHAT YOU WILL FIND INSIDE



Mission



Who We R®



Committees



C.A.R.



Education



Events



Advocacy



Texting



Member Benefits

## MISSION STATEMENT

To support our members in their business serving their community with the highest standards of ethics and professionalism, and to champion real property rights and pathways to homeownership for all.



## ADVOCACY

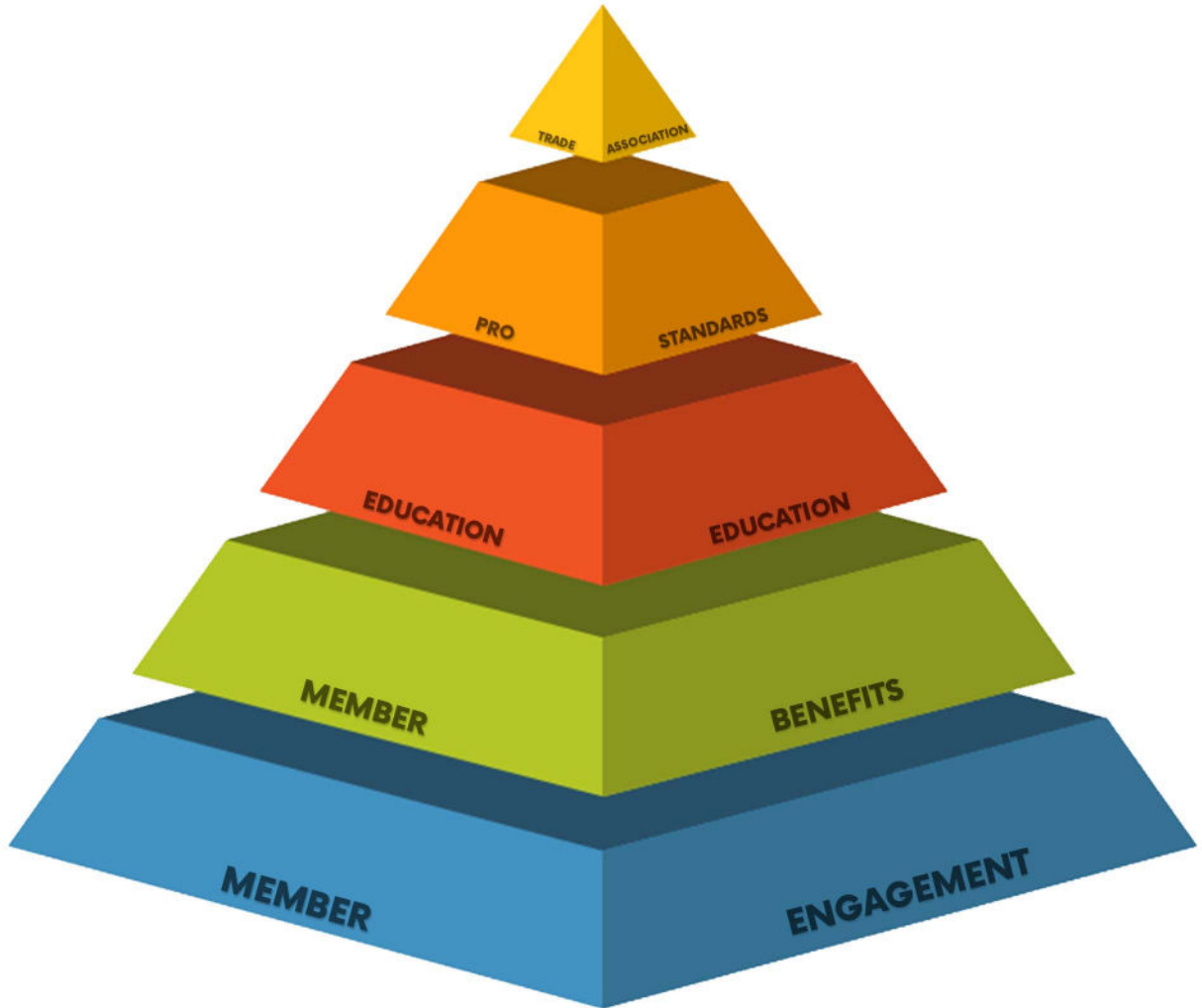
Southland Regional Association of REALTORS® (SRAR) champions your success by relentlessly advocating for your interests on issues that impact your business, from lobbying for fair housing policies to safeguarding property rights at the local, state, and national levels.

## REALTORS®

seeking a powerful advocate, comprehensive resources, and a prestigious affiliation in the San Fernando and Santa Clarita Valleys should look no further than the Southland Regional Association of REALTORS®, the established voice for real estate in the region.



# WHO WE ARE



## TRADE ASSOCIATION

1

The Southland Regional Association of REALTORS® is your local professional organization supporting and advocating for real estate agents and brokers in the Southland region.

## PRO STANDARDS

2

Our Association's Professional Standards Department is responsible for addressing ethical complaints against our members and resolving arbitrations between broker members of the Southland Regional Association of REALTORS®

## EDUCATION

3

We offer a wide range of continuing education and professional development courses and resources to help you stay up-to-date on the latest industry trends and regulations.

## MEMBER BENEFITS

4

Your membership unlocks exclusive discounts on business services, technology tools, and marketing resources.

## MEMBER ENGAGEMENT

5

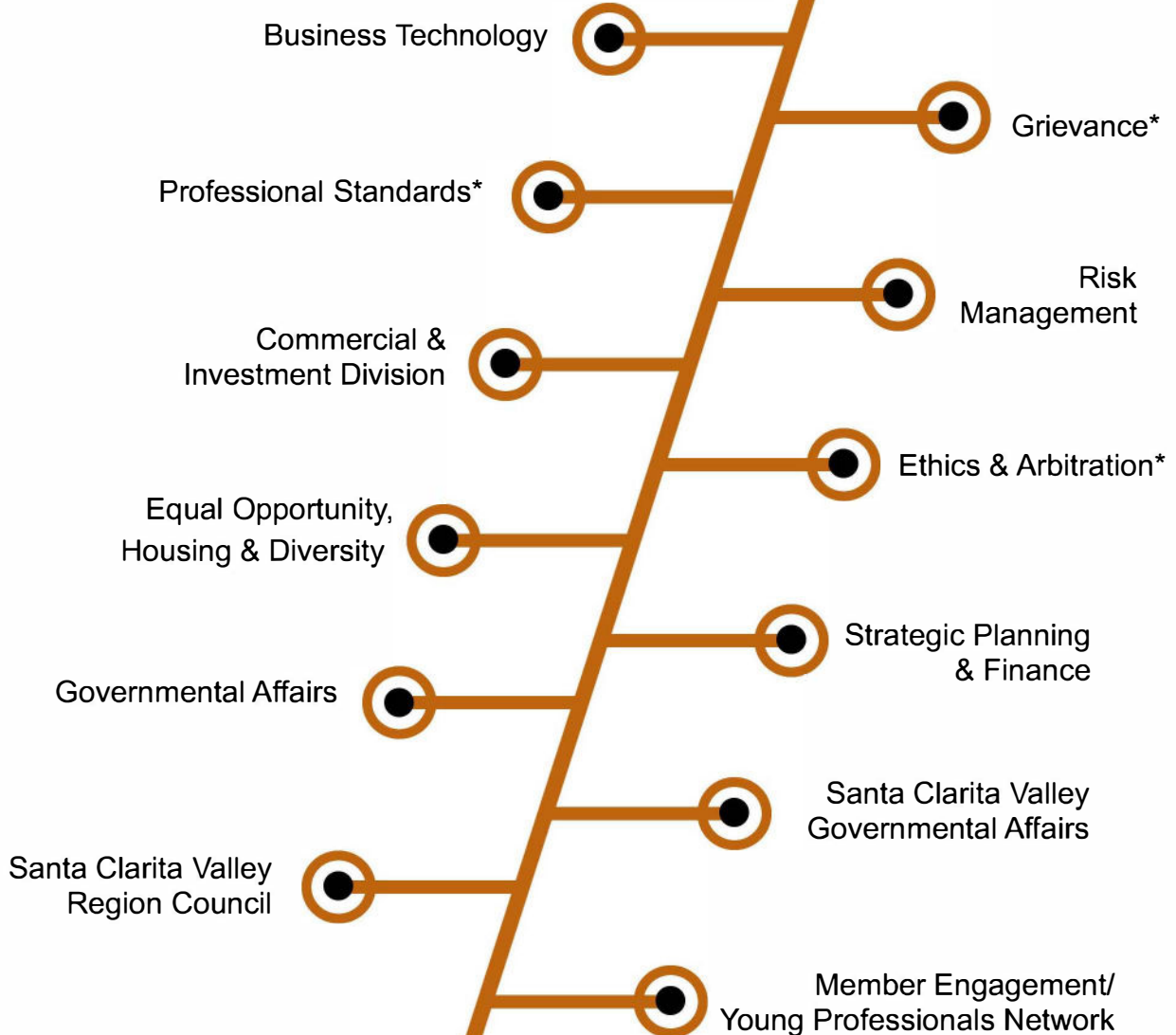
The Southland Regional Association of REALTORS® provides numerous opportunities to connect with fellow real estate professionals, potential clients, the community, and local elected leaders.

# COMMITTEES

## How to Get Involved with Committees

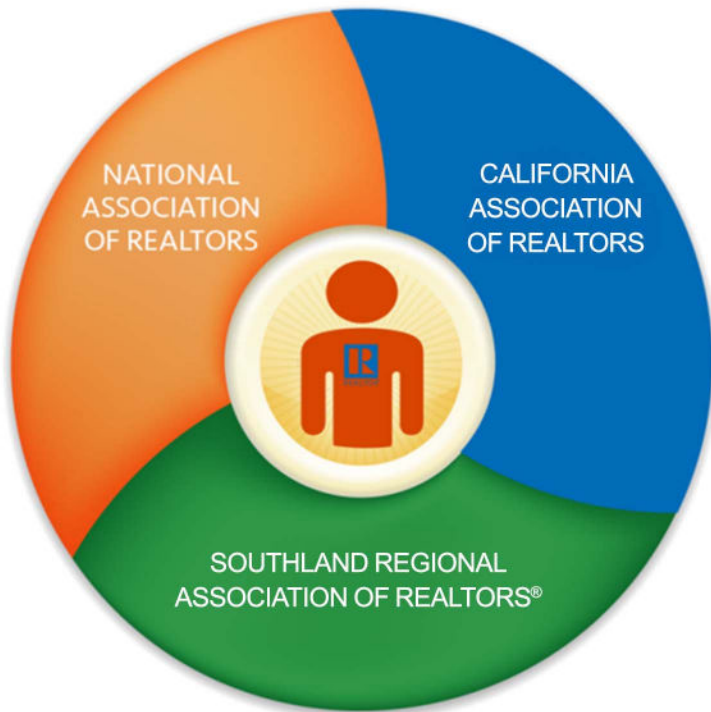
SRAR committees are the lifeblood of the association as they provide direction on a variety of key real estate topics. Each committee is comprised of expert volunteers dedicated to serving and providing value to members.

For more information, visit our website under the "About SRAR" tab and click "Committees".



*\* Committees Offered @ State Level*  
If you are interested in volunteering at the State level [Click here](#)

# NATIONAL ASSOCIATION OF REALTORS® CODE OF ETHICS



By joining Southland Regional Association of REALTORS®, you hold membership at the local, state, and national association levels. The term “Three-Way Agreement” refers to the structure of the REALTOR® organization. As a member of the National Association of REALTORS®, this agreement entitles you to use the term “REALTOR®”. Members agree to uphold and enforce the National Association of REALTORS® Code of Ethics.

NAR’s Code of Ethics, adopted in 1913, was one of the first codifications of ethical duties adopted by any business group. The Code ensures that consumers are served by requiring REALTORS® to cooperate with each other in furthering clients’ best interests.

## CODE OF ETHICS & FAIR HOUSING COURSE & RENEWAL

NAR provides free Code of Ethics and Fair Housing courses for new and existing members to meet the three-year requirement training for NAR membership. This saves REALTORS® time and money while ensuring they maintain their ethical obligations.



- » We provide professional standards services to enforce the Code of Ethics and ensure compliance.
- » We provide mediation, arbitration, and Ombudsman resources.

### What is an Ombudsman?

An Ombudsman is a seasoned member of the Professional Standards Committee and is available to help resolve issues in an informal manner.

# EDUCATION

# EDUCATION

Stay ahead of the curve with in-depth classes on industry trends, legal updates, the latest tech advancements, and so much more.

Visit the Education + Events Calendar on [www.srar.com](http://www.srar.com) for up-to-date information.

**Managing Listings**  
Creating top-quality listings in CRMLS Matrix is crucial to your success. Accurate and engaging listings not only increase your chance of making sales, but also help you avoid common violations. This course covers basic and advanced techniques for entering, updating, and managing listings, as well as improve your understanding of the MLS Rules and Policies. Whether you're a beginner or an experienced user, this course can benefit you. Topics include:  
• Adding and editing listings, images, and supplements - Creating an Open House - Registered Listings - Coming Soon listings - Compliance best practices and insights

**Realist Tax**  
Public records should be easy to find - and Realist Tax lets you do just that through an all-in-one, web-based platform. With seamless MLS integration, Realist Tax offers online searching, building permits, school zones, and so much more. This class will cover:  
• How to extract reliable, in-depth property data and local market info  
• How to identify, understand, and act on the tax information  
• Flaming techniques to employ with Realist Tax data, including mail  
• Customization, including integrated and advanced mapping  
• Creating and sharing professional reports  
• How to use Realist Tax tools like the Value Map and Propensity to Buy

**CRMLS App**  
Access your information anytime, anywhere with the CRMLS App. So clients, and view property information with the power of CRMLS. Get and effort by easily synchronizing your CRMLS Matrix cards and favor. This class will take you through:  
• Installing the app and setting up your account  
• Accessing your contacts and saved searches  
• How to communicate with clients and other agents  
• How to search for listings

**CLICK HERE TO REGISTER FOR THE SFV LOCATION**  
Members Only  
Free  
Tuesday, May 12, 2026  
9:00 AM - 12:00 PM  
In-Person SRAR SFV Office  
7222 Burbank Blvd  
Van Nuys, CA 91406

**CLICK HERE TO REGISTER FOR THE SCV LOCATION**  
Members Only  
Free  
Tuesday, May 12, 2026  
9:00 AM - 12:00 PM  
In-Person SRAR SCV Office  
26033 Sinyr  
Van Nuys, CA

**SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.**

**ROOMVU: Email Marketing for Realtors: Increase Open Rates, Engagement & Listings with AI**

Tuesday, April 14, 2026  
2:00 PM - 4:00 PM  
Members Only  
Free  
ZOOM

*Live Webinar*

Unlock the power of automated email campaigns designed specifically for real estate. We'll show you how AI creates high-performing newsletters, market updates, and follow-ups — helping you nurture past clients and stay top-of-mind year-round.

**CLICK HERE TO REGISTER**

**SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.**

**PROBATE and TRUST**  
BY PAUL HORN, ESQ.

FRIDAY, MARCH 20, 2026  
10:00 AM - 11:00 AM  
SRAR MEMBERS ONLY - FREE  
VIRTUAL

**PAUL HORN, ESQ., CPA**  
The State Bar of California has recognized Paul as a Certified Specialist in Estate Planning, Trust, and Probate Law. Take advantage of his unique expertise and insights as he goes over what to do when a homeowner passes away and the family Paul will go over:  
• How to create a listing in a trust  
• How to create a listing in probate  
• The Probate Process from A-Z for REA  
• How to pass your home to your child

**CLICK HERE TO REGISTER NOW**

**SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.**

**RISK MANAGEMENT ALL AGENT FORUM**

LOW RISK MODERATE RISK HIGH RISK

**SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.**

Thursday, March 12, 2026  
2:00PM - 4:00PM  
FREE  
Members Only  
ZOOM

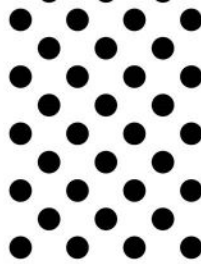
**CLICK HERE TO REGISTER**

**Risk Management Committee**

**TOPICS:**  
• AB 723-Digital Altered Images  
• Referral Fee Discussion  
• Escrow Issues  
• Disbursement of commissions  
• FINCEN  
• Wire Fraud  
• Open G&A

**Guest Speakers**  
DAVID AMIEL, S.U.I. Real Estate Services  
Topic: Landlords tenant issues and updates

**STEVE LEMNER, Department of Real Estate's Assistant Commissioner, Legal Affairs**  
Topic: DRE regulations related to Escrow disbursements, TCs, etc.



# EVENTS EVENTS

Think beyond just business cards! SRAR offers networking and social events to foster connections in a relaxed atmosphere. Enjoy casual mixers, charity galas, sporting events, and more, creating lasting memories while building valuable relationships.

## BUILDING DREAMS 5K

ONE STEP AT A TIME

**Saturday, September 26, 2026**  
**Woodley Park**

OPEN TO THE PUBLIC

SIGN UP HERE

## 2026 CHARITY GOLF TOURNAMENT

Monday, April 13, 2026 | Porter Valley Country | 8205 Singing Hills, Porter Ranch, CA | Registration Time: 9:30AM Shotgun Time: 10:00AM

**\$225 Golfer**  
**\$900 Foursome**

Also Included:  
18 Holes of Golf | Breakfast Buffet | BBQ Lunch and Antipasto Platter Reception  
On Hole Contests | Hole in One Chance | Refreshment Stations | Prizes

Join our \$50 Putting Tourney for a shot at \$2,000—Multi-gun & 5 Raffle Tickets Included!

Scan for Registration

FOR MORE INFORMATION CONTACT: THEODORA BOYD@SRAR.COM | (818) 947-2298  
GET MEMBERSHIP & UPDATES ON THE GOLF TOURNAMENT BY TEXTING 818947 OR WHATSAPP 818-947-2298

## Cultures of the Valley

The SRAR Equal Opportunity, Housing & Diversity Committee presents an engaging networking event combining meaningful connections with insights into different cultures and business approaches. Connect, learn, and expand your perspective while indulging in delicious small bites from around the world — plus a chance to win fun prizes!

**APRIL 24, 2026**  
**12:00PM - 3:00PM**

**7232 Balboa Blvd,  
Van Nuys, California**

INTERNATIONAL SPONSOR  
**CRESTICO**  
Realty + Funding

SCAN QR CODE TO REGISTER

CONTACT CARRIE CARRIC@SRAR.COM | (818) 947-2298

## 2026 REALTOR® EXPO

The Chartered Institute of Real Estate (CIRE) will host this event for all CIRE members to attend.

SCAN QR CODE TO REGISTER

**Friday, May 15, 2026** | **10:00 AM - 2:00 PM** | **SRAR Parking Lot 7232 Balboa Blvd.**

SRAR Members Only Free Member Benefits  
Stellar lineup of speakers  
40+ Exhibitor Booths, Photobooth & more  
Must-win Raffle Prizes

**TABLE RESERVATION**  
Limited Seats Available

Affiliate Members Table **\$200**  
Non-Members Table **\$300**

Contact Theresa For More Information  
theresa@realtorexpo.com | (818) 947-2298



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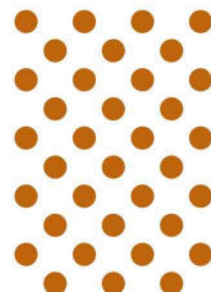
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# ADVOCACY

SRAR advocates for your interests as a REALTOR® at the local, state, and federal levels to ensure that you and your clients can continue to efficiently and effectively buy and sell real estate.

Our policy priorities are to protect private property rights, advocate for homeownership opportunities, housing availability, and to ensure that the American dream of homeownership is available to all.

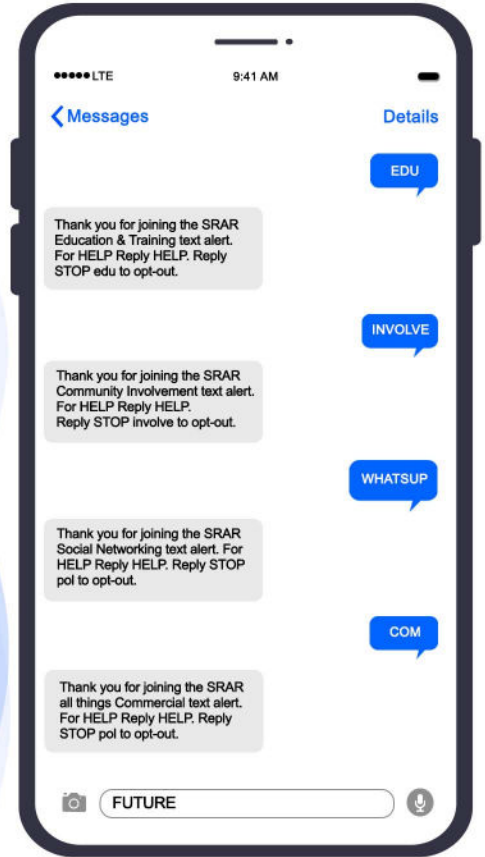
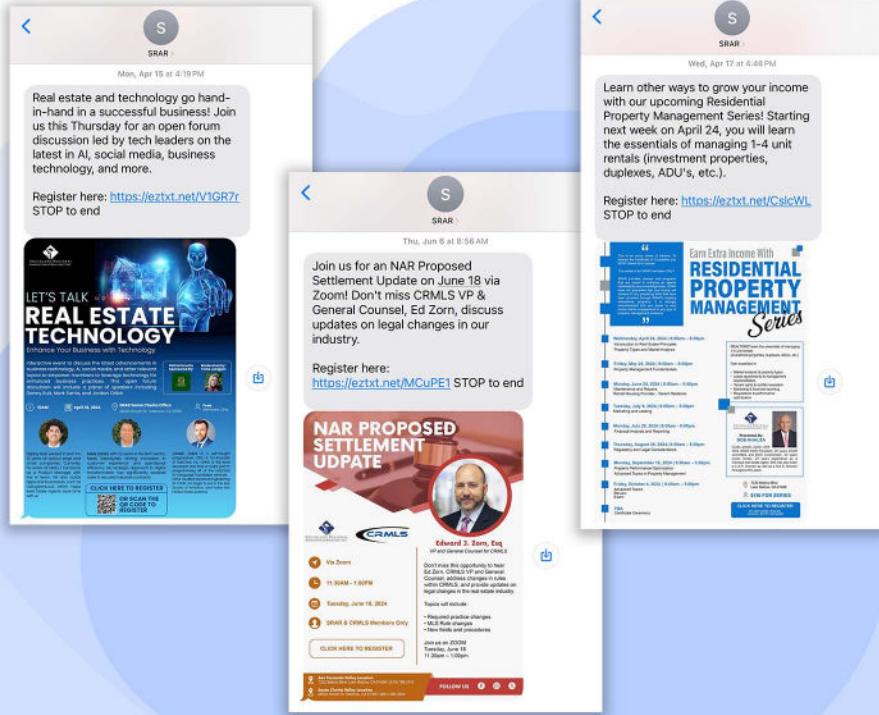
We advocate through the volunteer efforts of our Government Affairs Committee as well as our Local Candidates Recommendation Committee (LCRC). Our advocacy is not based on red or blue, to the left or right, but to the REALTOR® Party upholding the ethics and values we hold true as REALTORS®.



# STAY CONNECTED

TEXT GROUP CODES TO  
**(818) 338-1414**

Receive updates and reminders on your phone to stay in-the-know on all that's happening at SRAR.



**EDU**  
Educational classes,  
training and risk management



**WHATSUP**  
Social/networking events like mixers,  
expos, and multicultural events



**INVOLVE**  
Community involvement and charity drives



**FUTURE**  
Leadership opportunities,  
and committee involvement



**COM**  
Commercial events and classes

**TEXT STOP TO UNSUBSCRIBE**  
Texting Charges May Apply

# MEMBER BENEFITS

As a member of the Southland Regional Association of REALTORS®, you have access to exclusive benefits and tools to help you grow your business.

Here are some of the many resources you have access to!

Roomvu's technology creates hyper-local videos and helps agents promote them on Facebook, Instagram, Twitter and LinkedIn.

roomvu™

Commercial Real Estate Tech's #1 platform provides financial and lease analysis, demographic information, and a myriad.

TheAnalyst®  
PRO

We're your professional team. With Real Estate Photography, Zillow 3D Home + Floor Plan, Social Media Strategy, and Universal Web with IDX, AVOH has your back.

AVOH.COM  
FOR REALTORS

A crowdsourced commercial real estate platform, specializing in leases, providing a comprehensive CRE data set using AI-driven analytics.

COMPSTAK

Supra brings together the smartest tools in real estate to help you provide best-in-class service during the home buying and selling process.

Supra

A database for members to access a property's history, including owner information compiled into a full profile report.

benutech  
brilliant real estate systems

Realtyzam is a simple, easy to use accounting software built exclusively for real estate agents providing ease in tracking expenses including mileage and receipt storage

Realtyzam

From Tenant Screening to Rent Payment, RentSpree provides powerful tools for every step of the rental process.

RentSpree

Tether RE offers a powerful, all-in-one safety solution, combining buyer verification, 24/7 live safety monitoring, and real-time alerts in one intuitive app.

TETHER RE  
REAL ESTATE SAFETY PLATFORM

Software and real estate digital designers combined to provide photo, video editing and virtual staging so members can better market their properties.

phixer

A platform for renters and landlords to complete a secure tenant credit and background search without providing sensitive information such as social security numbers.

TransUnion® | SmartMove.

Exclusive discounts for SRAR members to theme parks, movies, and events.

- 1: Go to [ticketsatwork.com](https://ticketsatwork.com).
- 2: Click Become A Member.
- 3: Use your Company Code: "SLREALTORS"

Tickets  
atWork.com

Access additional member benefits on our website under the Membership tab!

# C.A.R. LEGAL HOTLINE



The C.A.R. Member Legal Hotline is a free service to all C.A.R. members (brokers and salespersons). It allows members to speak with a C.A.R. attorney confidentially to address real estate legal issues.

- C.A.R. Member Legal Hotline, M-F, 9 am - 6 pm, **(213) 739-8282**, and Saturday from 10 am - 2 pm only for active transactions.

The C.A.R. Homeowners Insurance Helpline is a free member benefit designed to help REALTORS.

- Monday- Friday | 9:00 a.m. - 6:00 p.m.  
Phone: (213) 739-7225 | Email: [Insurance@car.org](mailto:Insurance@car.org)



“CHECKOUT  
C.A.R.’S NEW  
MEMBER  
TOOLKIT”

