



SAN FRANCISCO
ASSOCIATION of REALTORS®

The Member's Edge

The Newsletter of the San Francisco Association of REALTORS®

March 8, 2019 Issue

A Quick Legislative Update: Three Things You Should Know

- 1) Supervisor Aaron Peskin has proposed legislation that will stop many middle-class homeowners and families from performing critical renovations and maintenance on their homes. Learn more about the legislation and sign the petition to oppose it [here](#).
- 2) Mayor London Breed is moving forward with her \$300 million housing bond on this November's ballot.
- 3) The city has cleared a backlog of 900 permits for accessory dwelling units that have been stuck in the permitting pipeline. If you or your clients have been exploring building accessory dwelling units (in-law units), now is the time to take a serious look.

If you ever have any questions related to political, legislative, or government affairs, don't hesitate to reach out to SFAR staff members Mary Jung (mary@sfrealtors.com) and Jay Cheng (jay@sfrealtors.com).

MARCH
MADNESS

March Billing is Underway!

March madness is upon us already. Whether it be following your favorite team, getting in a spot of spring gardening or dusting off your best green Leprechaun sweater (you know who you are) and raising a glass to the Emerald Isle, March is a fun-packed month. It is also the time when the second quarter billing statements for MLS/KEY services are posted by SFAR.

Please be sure to keep an eye out for your latest billing statement. It has been emailed or mailed to you depending on your billing preference.

Pay your bill securely online: It is quick and easy! Go to [SFAR's website](#). Once logged in, you will see the "Pay Bill" icon on the top right of the screen. Click on the button and follow the instructions to pay your bill. Thank you.

Payment is Due by March 31, 2019

From the SFAR Membership Director

It's that time of the year to give CAR the finger...

Oh, come on. You know what I mean! It is that time of the year when every REALTOR® must click the CAR zipForm license agreement to renew your zipForm account.

This one action is all you need to continue your zipForm license agreement.

When you access zipForm in the month of March, this message will appear. You just have to click to renew your license agreement.

This is one time you don't want to skip past these pop-up messages and read the message.

License Agreement

zipLogix™ License Agreement
Do you agree to the License Agreement? Yes No

[ZipLogix License Agreement](#)



In the words of James Bond, it's because we know what you can do with your little REALTOR® finger. So, go ahead. Give CAR your best digit.

REALTORS® who do not renew now will have trouble accessing zipForms later this year. (If you can't access

zipForm, call CAR zipForm Support at 213-739-8227).

Please contact Esther Lee if you have any issues with your zipForm zipLogix License Agreement.

Best,
Esther Lee
Membership Director
esther@sfirealtors.com

NAR's Code of Ethics - Cycle 6 Has Begun

REALTORS® are required to complete ethics training of not less than 2 hours and 30 minutes of instructional time within two-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

The current biennial period is from January 1, 2019 to December 31, 2020.

We realize this deadline is a long way off, but we want to gently remind you of this obligation at least once per quarter.

Ethics trainings are hosted at SFAR's offices (301 Grove Street, San Francisco) each Friday from 1:15 p.m. - 3:45 p.m. Register today and remove the ethics training from your to-do list!

Friday, March 8 -- [Register Here](#)
Friday, March 15 -- [Register Here](#)
Friday, March 22 -- [Register Here](#)
Friday, March 29 -- [Register Here](#)

SFAR Member Jing Fang Nominated for REALTOR® Magazine's 30 Under 30 List!

REALTOR® Magazine has announced the 50 accomplished real estate professionals vying for a spot in the [2019 class of 30 Under 30](#). SFAR Member and Climb Real Estate professional [Jing Fang](#) has been nominated. Congratulations, Jing!

Voting will take place between 10:00 a.m. PST on Friday, March 15 and 10:00 a.m. PST on Friday, March 22.

The 30 nominees receiving the most votes will make it onto the 30 Under 30 list.

Get ready to vote on March 15. You can vote once per day for each finalist. We will share the link to vote as soon as it is available.

Good luck, Jing!



Refresh your knowledge of SFARMLS this month with our team of experts!

Monday, March 18

San Francisco Association of REALTORS®

301 Grove Street, San Francisco

9:00 - 10:00 a.m.

Listing Management

All of the information you need to enter your listing properly and accurately, and then manage the listing through the lifecycle from Coming Soon to Pending.

[Register Here](#)

10:15 - 11:45 a.m.

Searching and Prospecting

How to use the MLS as a search tool and take advantage of the features such as hotsheets, saved searches, and folders. We will also be covering basic prospecting set-up and how to communicate with your clients through the client portal and automatic email features in Rapattoni.

[Register Here](#)

March Lunch & Learn

Join the National Association of Gay & Lesbian Real Estate Professionals (NAGLREP) for a Lunch & Learn event at SFAR on Thursday, March 21 from 11:30 a.m. - 1:30 p.m.

[Free Registration Here](#)

NAGLREP SAN FRANCISCO BAY AREA CHAPTER

Lunch & Learn

Industry experts provide insight on the market today!

March 21
11:30am - 1:30pm
Lunch & Program

LOCATION

EMCEE
**Eileen O'Reilly**
Avant Real Estate Group
President NAGLREP SF Bay Chapter

GUEST SPEAKERS
**Cedric Tchante**

San Francisco Association of REALTORS
301 Grove St, San Francisco

ADMISSION

Complimentary event courtesy
of Union Bank

REGISTER NOW

<http://bit.ly/NAGLREP-SF-Bay-March-21>

QUESTIONS

emkoreilly@gmail.com



Scott Halsey

*Climb, Concierge
A Gay Man's Journey from the Horrors of Cameroon
to San Francisco Real Estate*



Jenifer Burns

*Union Bank, Managing Director, Region Sales
Manager Home Loans
Overcoming Challenges with Changing Mortgage Rates*



Scott Halsey

*First American Title
Supporting LGBTs As They Move Through the
Buying Process*



Matt Fuller

*SFAR, Past President
State of the Region's Market*



Exclusively Sponsored by



GBC Spring Passport: Helping Clients Invest Abroad!

Wednesday, March 27, 2019

5:00 to 8:00 p.m.

DZINE

128 Utah Street

San Francisco, CA 94103

Learn how to expand your business at this catered evening of education and networking sponsored by the SFAR Global Business Council, with special guest speakers including:

- The Hon. Guillermo Reyes, Acting Consul General of Mexico
- Ursula Rojas, Consul for Economic & Political Affairs of Mexico
- Charlotte Wall, CPA

... and more to be announced!

[Register Here](#)

Next New REALTOR® Member Orientation

Friday, March 29, 2019

9:00 a.m. - 12:00 p.m.

San Francisco Association of REALTORS®

301 Grove Street, San Francisco

New REALTOR® members are strongly encouraged to attend an orientation. Current REALTORS® are also invited for a refresher of new services or to satisfy the NAR REALTOR® Code of Ethics.

The orientation will cover:

- An intro to the REALTOR® Associations (including an overview of benefits from SFAR, CAR, and NAR)
- An intro to and technical training on SFARMLS from SFARMLS staff
- An overview of professional standards and NAR REALTOR® ethics training requirements
- An intro to SFAR's professional and social networks

** This orientation covers the MLS Fundamentals class offered by SFARMLS staff.

** This orientation covers the NAR REALTOR® ethics training requirements for the 2019-2020 biennial cycle.

[Register Here](#)

Thanks to our sponsor: **[Daniel Toothman](#)** of Bank of the West!



BANK OF THE WEST
BNP PARIBAS