



The South Bay Review

April 2026 Issue

A Message from our CEO

Nikki Vasquez
Chief Executive Officer
South Bay Association of REALTORS®



SBAOR Members,

April is Fair Housing Month, and in the real estate world, it's kind of a big deal, in the best way. The National Association of REALTORS® uses this time to highlight the importance of the Fair Housing Act of 1968, which made it illegal to discriminate in housing based on things like race, religion, family status, disability, and more. But beyond the history, April is really about taking a moment to reflect on how we show up every day for our clients and our communities. It's a reminder that fairness isn't just a rule we follow, it's a responsibility we carry.

What makes Fair Housing Month so important is that housing touches everything. Where someone lives can impact their access to schools, jobs, healthcare, and opportunities. When people are treated unfairly in housing, whether it's obvious or subtle, it can create ripple effects that last for generations. That's why this month isn't just symbolic. It's a chance for REALTORS® to lean in, check their own assumptions, and make sure they're creating an experience where every client feels respected, heard, and supported.

One really helpful resource NAR offers is Fairhaven. If you haven't tried it yet, it's definitely worth checking out. Fairhaven is an interactive online training that puts you in real-life scenarios you might face in your day-to-day business. It's not your typical dry course, it's more like a simulation where you make choices, see outcomes, and learn how to handle situations involving bias or potential discrimination. It's designed to help you build awareness and confidence so you can navigate tricky moments with professionalism and fairness.

Getting started with Fairhaven is pretty easy, go to <https://www.nar.com/fair-housing/fairhaven> and there, you can jump right in and go at your own pace. It's free for members, and honestly, it's one of those tools that sticks with you long after you finish. Whether you're new to the business or have been doing this for years, it's a great way to refresh your perspective and keep fair housing top of mind, not just in April, but all year long.

Nikki

Upcoming Events

<p>4/1/26 Repeat & Referral: Secrets to Master Top Platforms 11AM -12PM (Via Zoom) REGISTER NOW</p>	<p>4/2/26 Electrification Lunch & Learn w/ Induction Demonstration 10AM - 1PM (In Person) REGISTER NOW</p>
<p>4/7/26 Building a Strong Financial Foundation 12PM - 1PM (In Person) REGISTER NOW</p>	<p>4/9/26 Breakfast w/ LA County Assessor Jeffrey Prang 8:30AM-11AM (In Person; On Site) REGISTER NOW</p>
<p>4/9/26 MLS Virtual Training: REImagineHome AI-Instant, AI-Assisted Virtual Staging 9AM - 10AM (Via Zoom) REGISTER NOW</p>	<p>4/14/26 MLS Virtual Training: Realist Tax 9AM-10AM (In Person) REGISTER NOW</p>
<p>4/15/26 Why Most Agents Fail 10AM-11AM (In Person) REGISTER NOW</p>	<p>4/16/26 Empowerment of Women in Real Estate 11:30AM-1PM (In Person) REGISTER NOW</p>
<p>4/21/26 Confusing Chain of Title & Deed Concepts 10AM-11AM (Via Zoom) REGISTER NOW</p>	<p>4/29/26 Cash Isn't Always King 2PM-3PM (Via Zoom) REGISTER NOW</p>

Empowerment of Women in Real Estate

Join us for an empowering and strategic conversation designed to support women agents who are ready to elevate their careers and step into leadership. Women Who Lead: Apply to become an inspiring agent and networking event featuring accomplished female leaders who have built businesses, led teams, and supported their own growth in the real estate industry.

THURSDAY, APRIL 16TH
11:30AM - 1:00 PM
LEVEL: ALL SBAOR
LEVEL: ALL SBAOR

DIANE SANDERS
SBAOR President

HOLLY SANDERS
SBAOR Vice President

MARIE SANDERS
SBAOR Vice President

Register now at:
<https://bit.ly/4ag-9PK>

BREAKFAST WITH LA COUNTY ASSESSOR

Jeffrey Prang

The Assessor is responsible for identifying taxable properties and ownership, establishing a taxable value for properties, completing an assessment roll of assessed value for all property, and applying local exemptions for owners.

9TH APRIL
DoubleTree Hilton Torrance
2933 Hawthorne Blvd Torrance, CA 90503

8:30AM REGISTRATION & BREAKFAST
9:00AM MEETING
10:30AM NETWORK LUNCH (ENTIRE TICKET PRICE AND RESERVATION)

FREE LUNCH FOR SBAOR MEMBERS ONLY <https://bit.ly/4ag-9PK>

NO SHOW FEE \$50
PLEASE NOTE: EFFECTIVE IMMEDIATELY, THE SBAOR WILL CHARGE A NO-SHOW FEE FOR ANY MEMBERS WHO DO NOT ATTEND. CANCEL AFTER 48 HRS AT \$75.

Big Things Are Happening: Want to be involved too?

Volunteer members are the backbone of the association and when you choose to serve on a committee, you open up a world of possibilities for networking, professional growth, and career opportunities while serving your association. This is your chance to make positive changes in your communities, government and the industry – shaping the future of real estate in the South Bay.

[READ MORE](#)

April Featured Articles

SBAOR NEWS

Updates from your Government Affairs Director

Updates from your Government Affairs Director include - State Legislative updates, Federal Legislative updates, & past and upcoming events with the SBAOR.

[Read More](#)

Affiliates in Action: Spotlight

Highlighting for the month of April is Edwin Revolorio from ERB Painting

[Read More](#)

SBAOR Member Benefit: Advocacy

Representation at every level of Government, REALTORS® actively help to pass or defeat hundreds of legislative bills each year. We are influential because of the number of members we have.

[Read More](#)

CAR NEWS

GRI 204 - Legal Issues

This course is designed to provide information on federal, state and local legal issues. Topics covered are designed to raise awareness of potential pitfalls and expand your knowledge of fundamental legal terms and conditions. Understanding this course material will increase your ability to adequately represent clients.

[Read More](#)

California Homeowner Forecast: Sunny Skies for Your Wallet

C.A.R.'s new consumer digital mailer, California Homeowner Forecast: Sunny Skies for Your Wallet, outlines how REALTOR® advocacy has helped homeowners avoid new taxes, fees, and mandates that would increase the cost of owning a home. These efforts have resulted in as much as \$9,541 in savings for homeowners in just one year.

The mailer highlights several areas where REALTOR® advocacy has made a direct impact, including defending Proposition 13, protecting mortgage interest deductions, supporting solar contract protections, and advancing programs such as California Dream for All to expand access to homeownership.

The attached mailer and sample client newsletter copy are provided as ready-to-use resources that you can share directly with your clients to explain how REALTORS® help protect homeowners' financial interests beyond the transaction.

Thank you for taking the time to share this information with your clients.

[Read More](#)

NAR NEWS

NAR Pending Home Sales Report Shows 1.8% Increase in February

Pending home sales in February increased by 1.8% from the prior month and declined 0.8% year-over-year, according to the National Association of REALTORS® Pending Home Sales Report.

[Read More](#)

April - Fair Housing Month

This April and every April, REALTORS® recognize Fair Housing Month to commemorate the passage of the Fair Housing Act of 1968.

[Read More](#)

REMINDERS:

- Login to the portal**
Login to the member portal to register for classes, check on your membership and pay any invoices.
- Connect with us**
SBAOR is here for you, reach out if you have questions.
- Check our socials for updates**
Any classes or events will always be posted on our socials! DM us with any questions.

South Bay Association of REALTORS®
Questions? Email us at Nikki@SouthBayAOR.com

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