

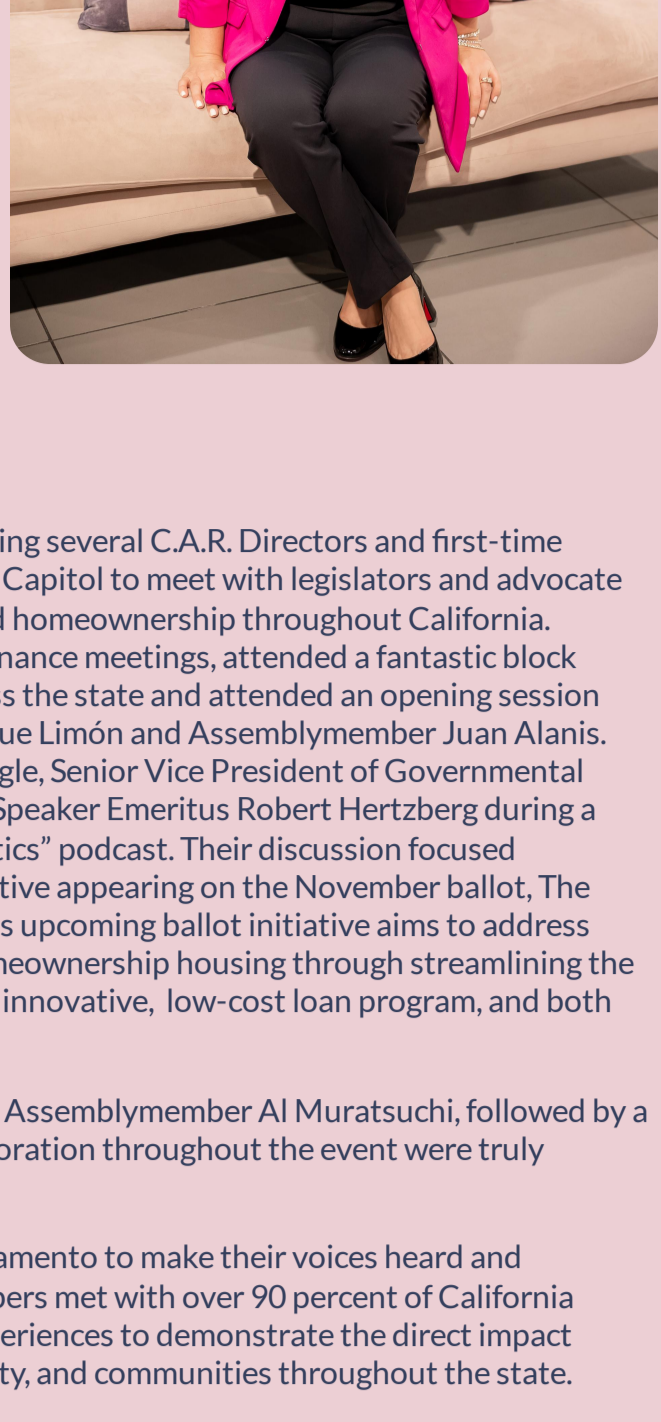


The South Bay Review

June 2026 Issue

A Message from our CEO

Nikki Vasquez
 Chief Executive Officer
 South Bay Association of REALTORS®



HI SBAOR Members,
 Last month, a group of SBAOR members, including several C.A.R. Directors and first-time Legislative Day attendees, traveled to the State Capitol to meet with legislators and advocate for issues impacting the real estate industry and homeownership throughout California. Throughout the event, we participated in governance meetings, attended a fantastic block party with hundreds of REALTORS® from across the state and attended an opening session featuring Senate President Pro Tempore Monique Limón and Assemblymember Juan Alanís. We also had the opportunity to hear Sanjay Wagle, Senior Vice President of Governmental Affairs and Chief Lobbyist for C.A.R., interview Speaker Emeritus Robert Hertzberg during a live taping of C.A.R.'s "Unlocking California Politics" podcast. Their discussion focused on Hertzberg's proposed \$25 billion bond initiative appearing on the November ballot, The Middle-Class Homeownership Act of 2026. This upcoming ballot initiative aims to address California's housing shortage by expanding homeownership housing through streamlining the building approval process while establishing an innovative, low-cost loan program, and both are achieved at no cost to taxpayers.

The afternoon included a luncheon hosted with Assemblymember Al Muratsuchi, followed by a tour of the State Capitol. The energy and collaboration throughout the event were truly inspiring.

More than 2,000 REALTORS® gathered in Sacramento to make their voices heard and advocate for C.A.R.'s legislative priorities. Members met with over 90 percent of California legislators and their staff, sharing real client experiences to demonstrate the direct impact proposed legislation has on housing, affordability, and communities throughout the state.

Among the key issues discussed were C.A.R. Sponsored SB 1238 (Wahab), which aims to strengthen HOA disclosures and accountability, and SB 1406 (Ward), which C.A.R. opposes due to its proposal to double the liquidated damages cap in new construction condominium transactions from the traditional 3% to an unacceptably high rate of 6%. REALTORS® also urged lawmakers to continue funding the California Dream For All down payment assistance program in the 2027 Budget and to sign on as a supporter of Senator Hertzberg's Middle-Class Homeownership Act of 2026.

This experience served as a powerful reminder of REALTOR® advocacy in action and why participation in the REALTOR® Action Fund is so important. The work being done through advocacy efforts and legislative engagement plays a critical role in protecting property rights, supporting housing opportunities, and ensuring REALTORS® continue to have a strong voice in shaping policy throughout California.

Upcoming Events

- 6/3/26**
From Average to Elite: The Habits, Systems & Scripts of Top Producing Agents
 11AM - 12PM
 (In Person)
[REGISTER NOW](#)
- 6/9/26**
SBAOR 2nd Annual Summer Splash
 12:30PM - 2:30PM
 (In Person; SBAOR Parking Lot)
[REGISTER NOW](#)
- 6/10/26**
MLS Training: New Agent Essentials
 9AM - 12PM
 (In Person)
[REGISTER NOW](#)
- 6/10/26**
Securing Your Future & Legacy
 12PM - 1PM
 (In Person)
[REGISTER NOW](#)
- 6/13/26**
MLS Virtual Training: CubiCasa - Floor Plans in Minutes
 9AM - 10AM
 (Via Zoom)
[REGISTER NOW](#)
- 6/16/26**
MLS Training: New Agent Essentials
 9AM - 12PM
 (In Person)
[REGISTER NOW](#)
- 6/17/26**
Turning Open House Traffic into a Usable Lead Pipeline
 10AM - 11AM
 (In Person)
[REGISTER NOW](#)
- 6/18/26**
MLS Virtual Training: SavvyCard - Personalized, Digital Business Card
 9AM - 10AM
 (Via Zoom)
[REGISTER NOW](#)
- 6/22/26**
Lead Generation Blueprint: Secrets to Master Social Media Top Platforms
 10AM - 11:30AM
 (In Person)
[REGISTER NOW](#)
- 6/23/26 - 6/24/26**
N.A.R. Green Designation Course (2-DAY)
 9AM - 5PM
 (In Person)
[REGISTER NOW](#)
- 6/24/26**
MLS Training: New Agent Essentials
 9AM - 12PM
 (In Person)
[REGISTER NOW](#)
- 6/30/26**
Electrification Lunch & Learn w/ Induction Demonstration
 10AM - 1PM
 (In Person)
[REGISTER NOW](#)

CRMLS Updates

Digitally Altered Photos on the MLS – A Look into CRMLS Rule 11.5.2

In the real estate industry, photos make the first impression in selling homes. While a photo of an empty room may be a blank canvas to open ideas and visions of the imagination, using digitally altered or artificially enhanced photos is so important. The work being done through digital programs for altering photos are amazing tools to help serve your clients and get listings sold, but with it come restrictions regarding truthfulness and transparency, so we advise that you proceed with caution.

The data compilation in the MLS is not just to share pretty pictures and great features of a property for sale – an integral part is the accuracy of the information and creating a collection of records of a property's history, which helps to showcase the value of property. These aid in the market comparables and assessment of the appraisal process. So although the living room presents a lovely space for gatherings, does adding a fireplace in the photo when there isn't one in the room paint an accurate representation of the home for sale? One may argue that the digitally altered image suggests a glimpse that at fireplaces may potentially be built, the fact is that there is no fireplace in the living room at the time of the sale. So why include this image if this is not a truthful representation of the property (CRMLS Rule 11.5(c)), which further begs the question: is this false or misleading advertising and representations (CRMLS Rule 12.10)?

Let us look into landscaping to help illustrate this point. The photo of the front of the house provides a picturesque and charming SFR with plenty of curb appeal. But the electrical lines in the background break the visual harmony. Remove them. A brick path with cobblestone edges leading to the front door would look nice. Add them. A portico would also be nice. Add that. How about wisteria to cover the concrete wall that separates the property line with the neighbor? Add that. The sidewalk takes up too much space. Replace with grass. The result is an image that nearly breaks away from the true identity of the property. When interested buyers arrive, they do not see what was advertised on the flyer or in the email or new listings or the websites. The buyers may feel misled, potentially blurring the integrity entrusted in real estate professionals. CRMLS Rules such as 11.5.2, 11.5(d), and 12.10 exist to ensure the purpose and authority of you as the qualified expert and the data offered in the MLS.

Please note that the policies of the use of digitally altered images are not a CRMLS-specific rule; it is adapted from CA Assembly Bill 723, which went into effect at the beginning of 2026. Although CRMLS Rule 11.5.2 reflects this Bill, Rules 11.5(c) and 12.10 correlate.

Should you have any questions about these rules or anything MLS-related, please reach out to mls@southbayaaor.com or contact CRMLS directly at 800-925-1525 or the chat feature on the RECore dashboard.

MLS Suggestions?

Have you ever wondered, "The MLS should do this" or "I wish the MLS had this"? If you have an idea to improve the MLS, we would love to hear it! Please submit your suggestions by clicking the button below.

(Please note that suggestions are subject to review by SBAOR MLS Committee and CRMLS Board of Directors)

[Email Suggestions](#)

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](#)

June Featured Articles

- LOCAL NEWS**
 - SBAOR'S Leadership Academy 2026**
 SBAOR's Leadership Academy 2026 is quickly approaching! Apply today, Deadline is 6/30/26!
[Read More](#)
 - Real Estate Dispute? Resolve it with SBAOR Mediation**
 Resolve it without going to court. Keep your transaction on track - even when conflict arise. To learn more visit www.SouthBayAOR.com/mediation
[Read More](#)
 - 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](#)
 - SBAOR Member Benefit: zipForms**
 As a SBAOR member you have access to Lorie Wolf Transactions zipForm® Edition which is an exclusive NAR library of REALTOR® forms & templates and the C.A.R. state form library.
[Read More](#)
 - Affiliates in Action: Spotlight**
 Highlight for the month of June is Francisca Rendores with PEL Manufacturing
[Read More](#)

STATE NEWS

- Phishing Scams on the Rise**
 Real estate professionals are being warned about a growing phishing scam targeting listing inquiries sent through popular real estate platforms, according to alerts circulating across the industry and advisories from the California Department of Real Estate.
[Read More](#)
- Homeowners Insurance Helpline**
 C.A.R.'s Homeowners Insurance Helpline is a FREE C.A.R. member benefit created to collect information on the real-world challenges REALTORS® face when dealing with insurance issues and to direct members to resources to help them navigate the state's evolving insurance landscape.
[Read More](#)
- Ten Frequently-Asked Hotline Questions**
 To help account you with the comprehensive legal resources available online, this legal hotline will address ten of the most frequently asked questions on the Legal Hotline.
[Read More](#)
- Zoom Phishing Scam**
 C.A.R. members should be aware of a growing phishing scam targeting listing inquiries being sent through popular real estate portals. The scam begins with what appears to be a legitimate inquiry referencing an actual property listing, often followed by friendly messages requesting a quick Zoom call to discuss details.
[Read More](#)
- Consumer Alert**
 The California Department of Real Estate (DRE) has been made aware of scam artists impersonating real estate salespersons and brokers through the use of their information and photos to create fake social media accounts, including TikTok, and Craigslist listings, to illegally engage in real estate licensed activities such as home buying and property management.
[Read More](#)
- Cybercrime & Transactional Fraud Certification**
 The Cybercrime & Transaction Fraud Certification (CTF) gives you practical tools and knowledge to spot scams, prevent fraud, and protect your clients throughout the transaction process.
[Read More](#)
- Open Houses in a Post-NAR Settlement World**
 The NAR settlement created a requirement that all MLS participants working with a buyer must enter into a written agreement before the agent tours any home with the buyer. This has raised questions about how agents should handle visitors to open houses.
[Read More](#)

NATIONAL NEWS

- In Real Estate, Curiosity Isn't Optional**
 Curiosity begins with a simple shift in perspective: moving beyond the how and the what to understand the why, in real estate, that matters more than most people realize. While curiosity can be mistaken for a soft sell, it is one of the most practical qualities a real estate professional can develop.
[Read More](#)
- NAR Pending Home Sales Report Shows 1.4% Increase in April**
 Pending home sales in April increased by 1.4% month-over-month and rose 3.2% year-over-year, according to the National Association of REALTORS® Pending Home Sales report.
[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.

[Facebook](#)
[Instagram](#)

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

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