CONTRA COSTA ASSOCIATION OF REALTORS®

BIG EVENT

2026 ANNUAL MEMBERSHIP MEETING

WELCOME

JOHN FONDNAZIO | CCAR 2026 PRESIDENT

WELCOME



DR. LAWRENCE YUN

NAR CHIEF ECONOMIST
SR. VP OF RESEARCH



NEIL KALIN

C.A.R. ASSISTANT
GENERAL COUNSEL

FEATURED GUESTS

2026 CCAR BOARD OF DIRECTORS

JOHN FONDNAZIO
President

DONNA SOUZA
President-Elect

ZINA F. Hall
Past President

JUDY MYERS
Treasurer

SHEIREN DIAZ
CEO & Secretary

VALERIE CROWELL
Director-at-Large

BRENDAN MORAN
Director-at-Large

DIANE RAMIREZ
Director-at-Large

VICTOR REYES
Director-at-Large

JOE STOKLEY
Director-at-Large

CHERRY WADE
Director-at-Large

ROLANDA WILSON
Director-at-Large

STEPHEN WONDOLOWSKI
Director-at-Large

DONNA DAVIS
Affiliate Liaison



C.A.R. & NAR DIRECTORS

Thank you for your service!

NAR and C.A.R. Directors represent you and your interests at the state and national levels, ensuring your voices are heard in key policy and industry decisions.

Through their leadership, they help shape advocacy efforts, and the overall direction of the real estate industry.

LESLIE MANZONE
Region 5 Chair, NAR Director

ZINA F. HALL
Assistant Regional Chair

CHUCK LAMB
C.A.R. Past President

CLARK ANDERSON
C.A.R. Director

ROBIN DICKSON
C.A.R. Director

JOHN FONDNAZIO
C.A.R. Director

RACHAEL HAND
C.A.R. Director

DEBI MACKEY
C.A.R. Director

MICHELE MANZONE
C.A.R. Director

RON MINTZ
C.A.R. Director

VICTOR REYES
C.A.R. Director

DONNA SOUZA
C.A.R. Director

GILDA WHITEHEAD
C.A.R. Director

TYRA WRIGHT
C.A.R. Director

BARRY ZWAHLEN
C.A.R. Director

SERETA CHURCHILL
Distinguished REALTOR® Award

CARYLON DOPP
Distinguished REALTOR® Award

MARILYN CUNNINGHAM
C.A.R. Director for Life

ED HEROLD
C.A.R. Director for Life

JUDY MYERS
C.A.R. Director for Life

CHERRY WADE
Mentee

ROLANDA WILSON
Mentee

STEPHEN WONDOLOWSKI
Mentee

TOGETHER, WE MAKE A DIFFERENCE

Two ways to support those who need it most.

CCAR Helping Hands

Providing confidential assistance to eligible members, their families, and neighbors facing hardship.

SUPPORT LOCAL FAMILIES

C.A.R. CARES

Supporting first-time homebuyers, disaster relief, student scholarships, and professional education across California.

SUPPORT STATEWIDE IMPACT

LEADERSHIP & VOLUNTEERISM

ZINA F. HALL | CCAR PAST PRESIDENT

CCAR Helping Hands

C.A.R. CARES

VOLUNTEER TO SERVE



Contribute, learn, and **connect** with colleagues while helping shape our Association's future.

- Affiliates & Events
- CCAR Helping Hands
- Local Government Relations
- Young Professionals Network
- MLS & Technology
- Professional Standards
- Grievance

Join a 2027 Committee

2025 CCAR ANNUAL AWARDS



MARILYN CUNNINGHAM
REALTOR® of the Year



DEBI MACKEY
Emeritus Member of the Year

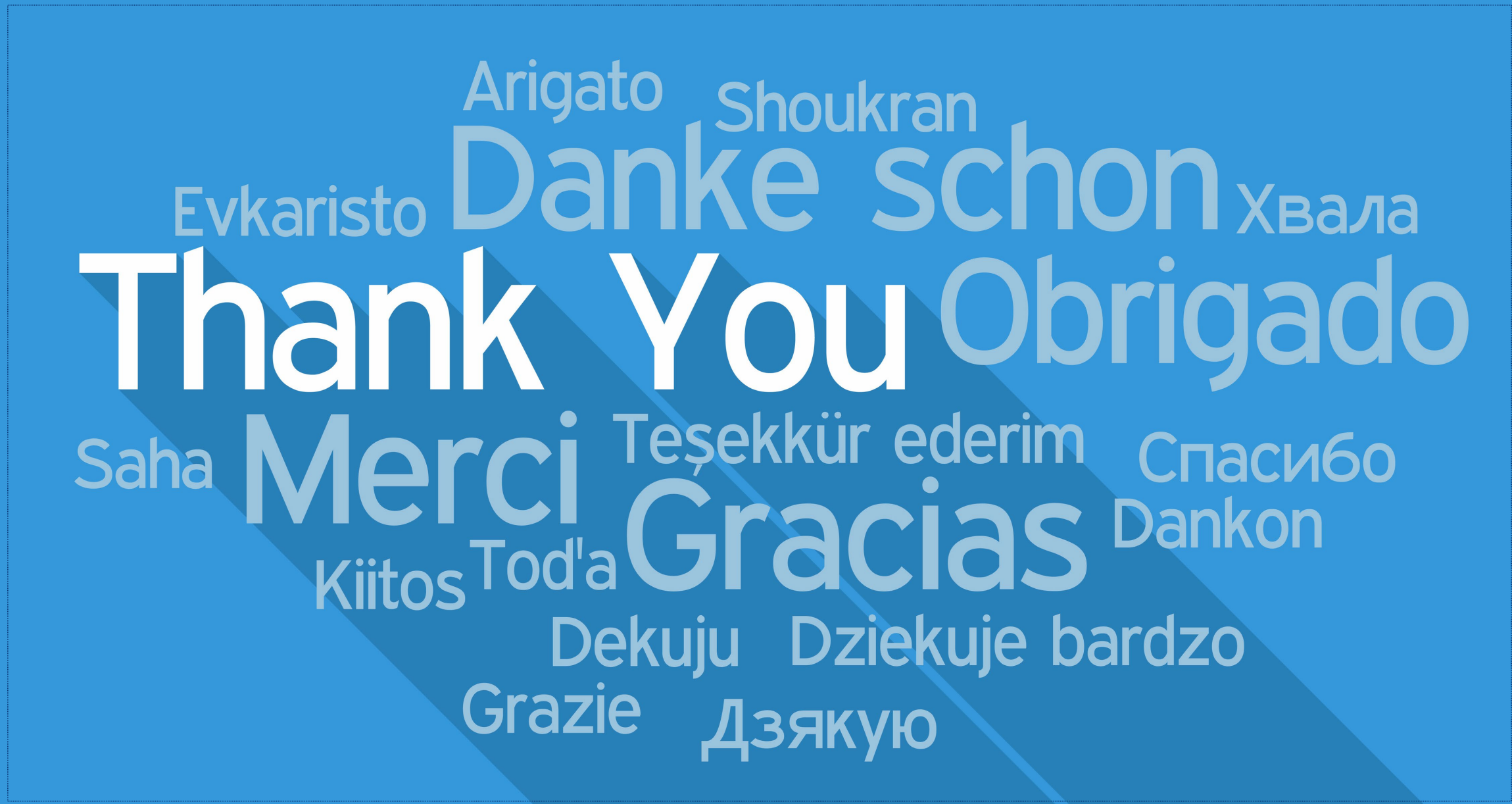
Nominate outstanding members for 2026 CCAR awards by November 9th



CATHY LEE CIBELLI
President's Community Service Award



JENNIFER BRITTON & ANNETTE KHALIQ
Affiliates of the Year


Arigato
Shoukran
Danke schon
Evkaristo
Хвала
Thank You
Obrigado
Saha
Merci
Teşekkür ederim
Спасибо
Gracias
Dankon
Kiitos
Tod'a
Dekuju
Dziekuje bardzo
Grazie
Дзякую

REALTOR® ACTION FUND

ZINA F. HALL | CCAR PAST PRESIDENT

CCAR Helping Hands

C.A.R. CARES

REALTOR® Action Fund

CCAR RAF HALL OF FAME

Hall-of-Famers have donated **$25,000 - $75,000** over their lifetimes.

REALTOR® ACTION FUND
CALIFORNIA ASSOCIATION of REALTORS®



ROBIN DICKSON



LESLIE MANZONE



MICHELE MANZONE



ERIC MEYERS



DAVID SCHUBB



BARRY ZWAHLEN

CCAR MAJOR RAF DONORS

Major RAF donors give anywhere from **$449 - $10,000**.

REALTOR® ACTION FUND
CALIFORNIA ASSOCIATION of REALTORS®

PLATINUM	GOLDEN	CRYSTAL	CAPITOL CLUB
Barry Zwahlen *+	Robin Dickson *+	Sheiren Diaz	Ruthie Abelson Olivas
	Rachael Hand *	Zina Hall	John Fondnazio
	Leslie Manzone *+	Debi Mackey	Victor Reyes
	Eric Meyers *+	Ron Mintz	
	Judy Myers	Sandi Muccino	
		Heather Schiffman	
		Tyra Wright	

+ HALL OF FAME
* PRESIDENT'S CIRCLE

2026 BALLOT MEASURES

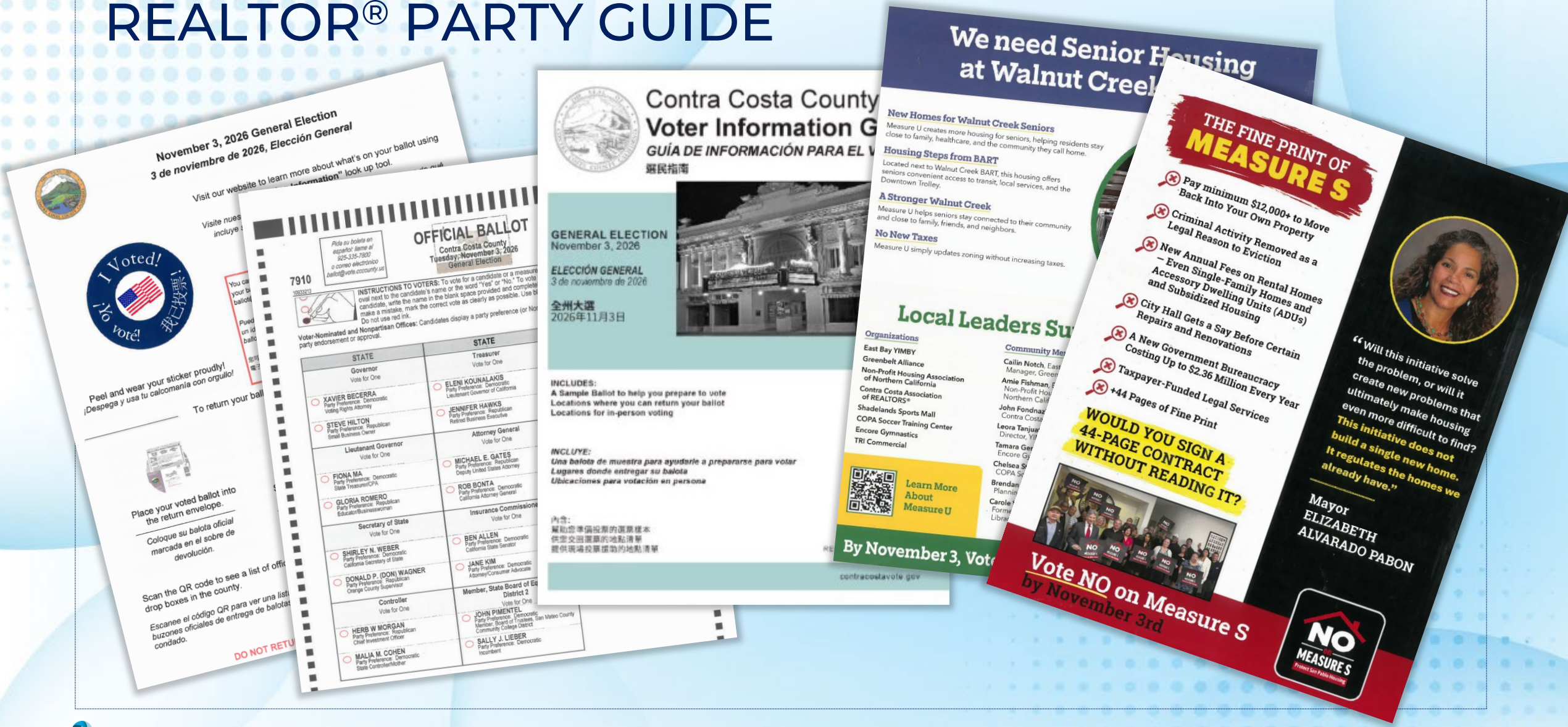
HEATHER SCHIFFMAN | CCAR CHIEF INDUSTRY ADVOCACY OFFICER

CCAR Helping Hands

C.A.R. CARES

heather@ccartoday.com
925.295.9232

REALTOR® PARTY GUIDE



REALTOR® PARTY GUIDE

2026 **Statewide** Ballot Propositions

Props: 2, 3, 5, 38, 39 & 44 are not real estate related.

PROPOSITION	PROPOSITION NAME	C.A.R./POSITION
PROP. 1	Affordable Housing Bond	***NEUTRAL***
PROP. 4	Public Campaign Financing	***NEUTRAL***
PROP. 37	Middle Income Homebuyer Loan Program	***SUPPORT/ SPONSOR***
PROP. 40	2026 Billionaire Tax Act	***AGAINST***
PROP. 41	Audit of New Tax Spending	***SUPPORT***
PROP. 42	Restricts Retroactive and Person Property Taxes	***SUPPORT***
PROP. 43	Local Special Tax Threshold	***SUPPORT***
PROP. 45	Reforms Environmental Review Laws	***SUPPORT***

REALTOR® PARTY GUIDE

A **New Path to Homeownership** for California's Middle Class

YES ON PROP 37!

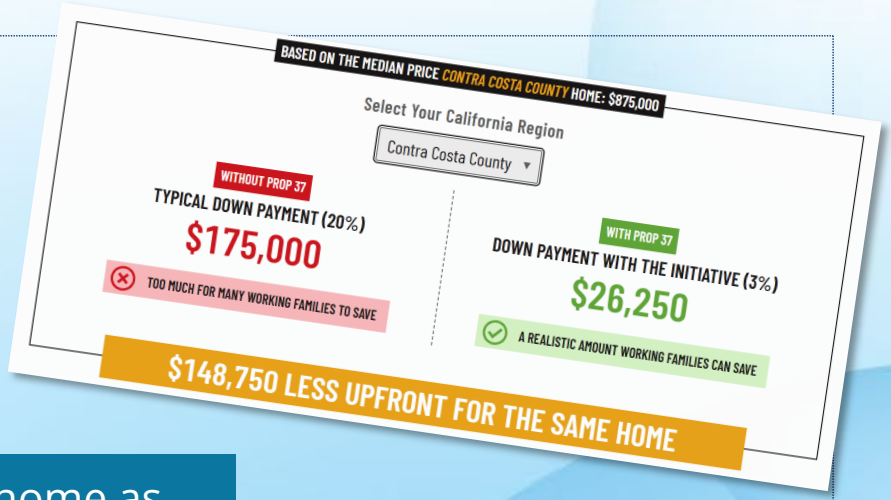
Yes on 37
California Middle-Class Homeownership Act

$25 BILLION – REVENUE BOND

NOT funded by Taxpayer dollars.	Participating homeowners would repay – via monthly mortgage payments.	Self-sustaining with no direct state or local cost.

REALTOR® PARTY GUIDE

Prop 37 provides **down payment assistance**, helping qualified buyers purchase a home with as little as 3% down.



Buyers must contribute at least 3% toward the purchase, occupy the home as their primary residence within 60 days of closing, and make monthly loan payments.

The home must be eligible new construction and priced at no more than 125% of the FHFA conforming loan limit *(up to $1.5 million).*

Buyers must be California residents with household incomes at or below 200% of the Area Median Income (AMI).

REALTOR® PARTY GUIDE

Local Ballot Measures

CLAYTON

MEASURE M:
Sales Tax Increase
1% sales tax increase to help pay for city services.
(*Simple Majority)*

MEASURE N:
Extend Citywide Landscape Property Tax
Extend current special tax for 10 years at $354.45/year per parcel.
(2/3 to Pass)

CONCORD

MEASURE O:
Business License Tax
Update of BLT to increase rates to 0.1% gross receipts.
(Simple Majority)
REAL ESTATE EXEMPT

WALNUT CREEK

MEASURE T:
Treasurer be appointed instead of elected.
(Simple Majority)

MEASURE U:
Rezoning Commercial Land
rezone commercial to mixed/senior housing.
(Simple Majority)

REALTOR® PARTY GUIDE

Local Ballot Measures

HERCULES

MEASURE P:
Sales Tax Increase
1% sales tax increase to help pay for city services.
(Simple Majority)

RICHMOND

MEASURE Q:
General Obligation Bond
Ad Valorem Property Tax: Projected $22.15 per $100k of assessed valuation. Highest estimated rate would be $24.06 per $100k of assessed valuation.
(2/3 to pass)

SAN PABLO

MEASURE R:
Sales Tax Increase
½-cent sales tax for 5 years, lowered to ¼-cent for 5 years.
(Simple Majority)

MEASURE S:
Rent Control/Just Cause Eviction
(Simple Majority)
CCAR ACTIVELY OPPOSING

REALTOR® PARTY GUIDE

School District Ballot Measures

ACALANES UNIFIED HIGH SCHOOL

MEASURE W:
$168 parcel tax for eight years, with senior exemptions. Supporting Acalanes, Miramonte, Los Lomas and Campolindo High Schools.
(2/3 to pass)

LIBERTY UNION HIGH SCHOOL

MEASURE X:
Bond measure
$20 per $100k assessed value. No sunset date.
(*55% to Pass*)

WEST CONTRA COSTA UNIFIED SCHOOL

MEASURE V:
Renew existing parcel tax of 7.2¢ per building sq foot for nine years, with senior exemptions.
(2/3 to pass)

County Wide Ballot Measures

Measure RTM:
Sales Tax increase of 0.5% in Alameda, Contra Costa, San Mateo, Santa Clara Counties & 1% in San Francisco for 14 years to prevent service cuts to BART and other transit organizations. *(Simple Majority)*

Realtor.com MEMBER BENEFIT

JESSIE GILBERT | realtor.com SENIOR CUSTOMER ACCOUNT MANAGER

CCAR Helping Hands

C.A.R. CARES

EDUCATION UPDATE

CHRIS DICKSON | CCAR EDUCATION COORDINATOR

CCAR Helping Hands

C.A.R. CARES

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925.295.9210

FREE CORE TRAINING CLASSES

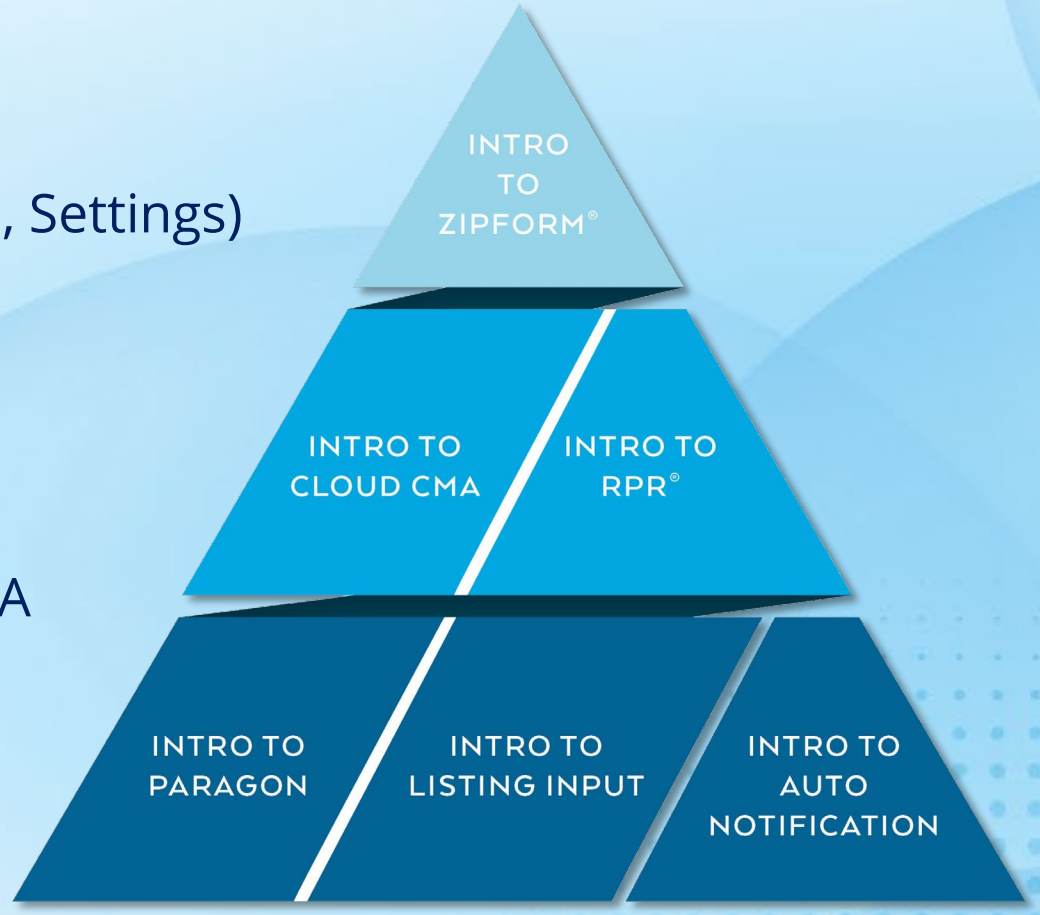
Paragon MLS:

- Introduction (Search, Reports, Maps, Settings)
- Listing Input
- Automatic Email Notifications

RPR (REALTORS® Property Resource)

CMA Reports & More Using Cloud CMA

zipForm®



CLASSES FOR EVERY LEVEL OF EXPERIENCE



- Residential Agreements
- eKey / BrokerBay
- CRM Classes
- Disclosures
- License Renewal
- Ethics & Fair Housing
- Master 1031 Exchange
- Using AI in Real Estate
- Immigration & Tenants
- Mobile Home Parks
- Very Low Interest Rates
- Social Media Strategies
- Fire Prevention & Safety
- Broker Compensation
- Home Modification Specialist
- AI to Design Your Marketing
- Revamped GRI classes
- And more...

CCAR EDUCATION

DESIGNATIONS & CERTIFICATIONS

GREEN

Designed for agents looking to learn about issues of energy efficiency and sustainability in real estate.

ABR

Accredited Buyer's Representative designation is for real estate buyer's agents who focus on working directly with buyer-clients.

AT HOME WITH DIVERSITY®

Helps agents learn diversity sensitivity, how to apply fair housing laws, and ways to work successfully in a multicultural real estate market.

SRES®

Seniors Real Estate Specialist® designation is for REALTORS® who want to be able to meet the special needs of maturing Americans.

e-PRO

Certification program teaches members how to effectively use real estate technology to grow their business and make it more efficient.

MRP

Military Relocation Professional certification is for professionals who want to work with current and former military service members.

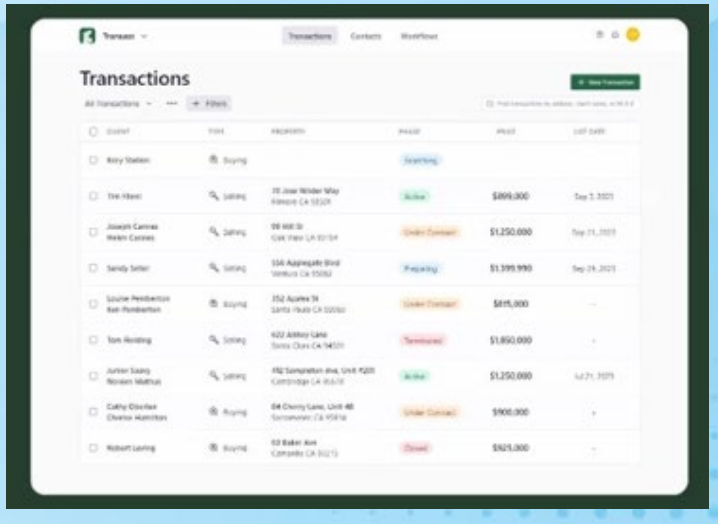
NEW TRANSACTION MANAGER

zipForm® is being replaced by Transact,

a new Transaction Management System:

- Simplifies transactions
- Enhances workflows
- Ensures compliance

Lone Wolf Transact



Both versions are currently available for use, allowing members to use the new platform before it becomes the default.

Transact is available via your zipForm® account.

CONTRA COSTA ASSOCIATION OF REALTORS®

THANK YOU!

CCAR Helping Hands

C.A.R. CARES

SPECIAL THANKS

LeadHax™

Bay Area News Group

CCAR
Helping Hands

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