

Building a Stronger Future *Together*

Stronger together – A unified vision to support the future of real estate in Beaufort and Jasper Counties.

One Vision | One Voice | One Powerful Future

HILTON HEAD AREA REALTORS®

BJCR | BEAUFORT-JASPER COUNTY REALTORS®

WITH APPRECIATION

Thank You to Our Workgroup

Thank you for your countless hours of collaboration and thoughtful planning

HILTON HEAD AREA REALTORS®

BJCR | BEAUFORT-JASPER COUNTY REALTORS®

Jo Anne Rizza

Thomas Kersey

Michelle Garbade

Christina Galbreath-Gonzalez

Kaci Hollingsworth

Shae Chambers-Helms

Mark Davis-Cote

Missy Massalon

Michael Mark

Bryan Gates

WHERE WE ARE

Let’s Start with the Big Picture

Across the country, REALTOR® associations are evolving



- Associations nationwide are strategically unifying
- Members told us they want to keep the relationships, professionalism, and sense of community that make both organizations special. We agree. Protecting member culture has remained our priority.
- Unification centers on building on our strengths

Together we can provide:

Improved member experience	Expanded education	Stronger advocacy	Greater operational efficiency	Long-term sustainability

bjhhunite.com

GREATER IMPACT FOR OUR REGION

One Unified Voice

Working together for every REALTOR®, property owner, and community we serve in Beaufort and Jasper Counties.

Greater Impact

A unified voice of 2,000+ REALTORS® for stronger impact with local leaders, governments, and community partners in Beaufort and Jasper Counties.

Shared Strategy

Streamlined approach means less duplication and more results

Protecting What Matters

Advancing private property rights and the REALTOR® profession throughout our communities.



SETTING THE RECORD STRAIGHT

This is Not a Merger of the MLS



Lowcountry Regional MLS

Continues as its own subsidiary with its own governance structure



MLS of Choice

Members keep the freedom to choose the MLS that best fits their business needs



Business as Usual

No change to MLS participation or access

WHAT IT COSTS

Local Dues Under the Unified Structure

$200

per year, per member

One dues amount for every REALTOR® member of the unified association.

HHAR REALTOR® members

20% reduction

Local dues drop from $250 to $200 per year.

BJCR REALTOR® members

No increase

Current local dues amount stays the same.

HHAR Affiliates

Flat $200 per person

Replaces the current $375 plus $100 per associate structure.

BJCR REALTOR® Affiliates

No change

Current affiliate dues structure stays the same.

CONTRACT FORMS

HHAR and SCR Forms Stay. Your choice.

These forms have long served as trusted tools for many members. Preserving them respects the resources members value most.

The Forms Committee is now a Standing Committee

Written into the Bylaws, with ongoing responsibility for overseeing the Association's contract forms.

HHAR Residential Purchase and Sale Agreement

Retained as an important member benefit

HHAR Residential Lot Agreement

Retained as an important member benefit

OFFICE LOCATIONS

A Presence in Both Areas

Maintaining offices in both parts of the region reflects our commitment to serving members throughout the southern Lowcountry.



Beaufort Office
22 Kemmerlin Lane
Beaufort, SC

Bluffton Office
New location next year

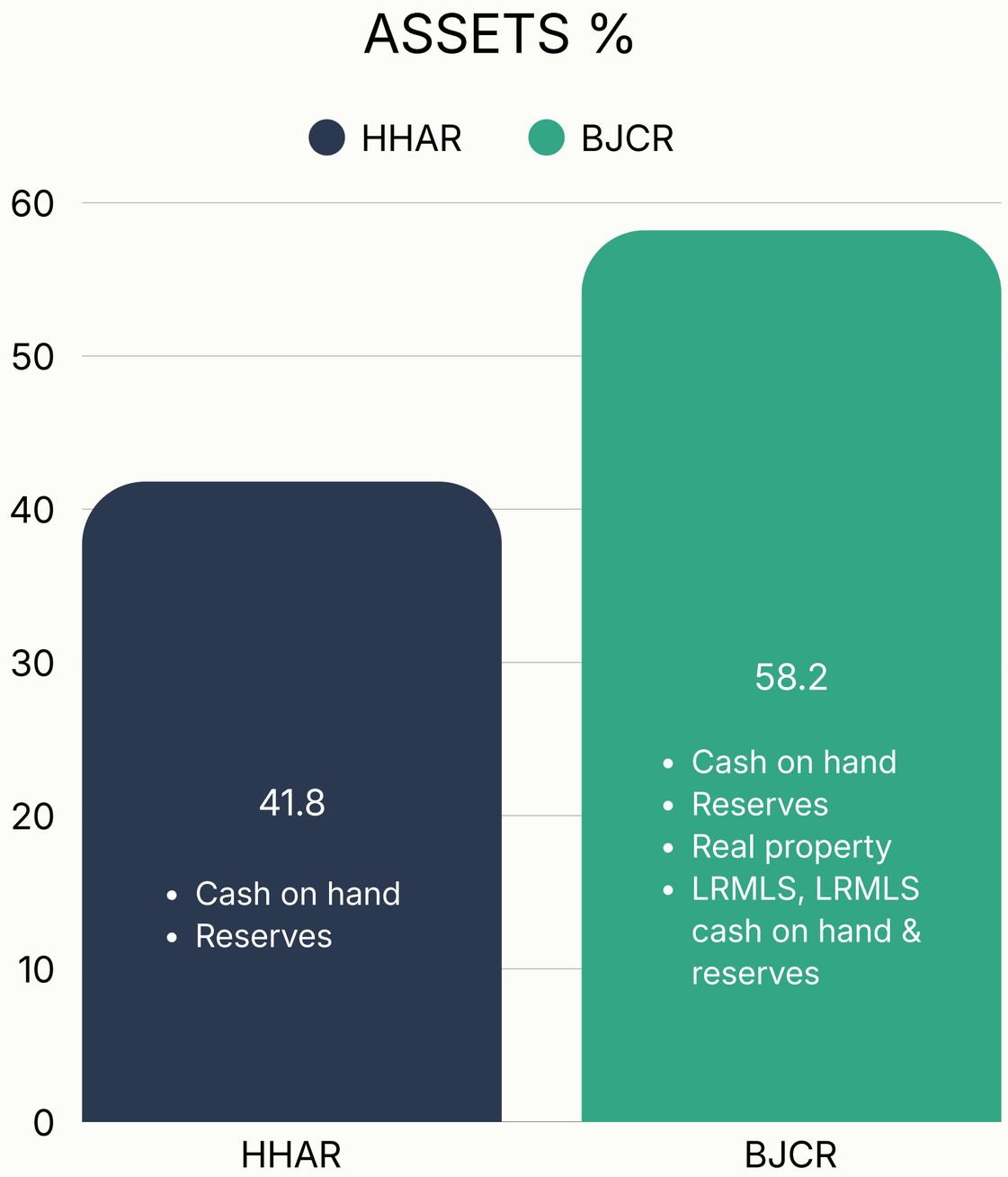
FINANCIAL POSITION

Moving Forward from Strength

Both organizations are financially healthy and bring meaningful assets and resources to the table. Each contributes to a strong financial foundation for the future organization.

Where combined resources go

- Member services and staff
- Professional staff
- Advocacy
- Professional development
- Technology
- Reserves



OUR NAME

Introducing Our Name

Southern Lowcountry REALTORS®

Why this name?

- Our markets, members, and communities across Beaufort and Jasper Counties are increasingly connected. This name represents the broader region we collectively serve.

- It honors the strength and identity of both associations while creating a shared vision for the future.



HOW WE WILL BE GOVERNED

Governance and the 2027 Leadership Team

The Association is governed by its bylaws. The 2027 Board was built to bring together leadership, experience, and representation from both associations to serve the entire southern Lowcountry. It seats 13 directors, with legacy representation from each association for the next three years.



President
Jo Anne Rizza

HHAR



President-Elect
Kim Matthews

BJCR



Vice-President
Thomas Kersey

HHAR



Treasurer
Jeff Hunt

HHAR



Imm. Past President
Shae Chambers Helms

BJCR

HOW WE WILL BE GOVERNED

Directors



Director (1 year)
Liam Cronin

HHAR



Director (1 year)
Edward Dukes

BJCR



Director (2 years)
Michelle Garbade

HHAR



Director (2 years)
Christian Sherbert

BJCR



Director (3 years)
Brian Kinard

HHAR



Director (3 years)
David Jetton

HHAR



Director (3 years)
Christy Diller White

BJCR



Director (3 years)
Mark Davis-Cote

BJCR

OUR TEAM

Staff

The professional staff of both HHAR and BJCR will be retained as part of the unified association, preserving the relationships, experience, institutional knowledge, and trusted service members rely on today.



Janet Gresham
Chief Executive Officer

BJCR



Michelle Sandula
Chief Operating Officer

HHAR



Cathi Jo Carrick
Membership & Education Director

HHAR



Abby Coley
Events & Social Media Coordinator

HHAR



Deborah Pohl
Director, MLS Services

BJCR



Peter Pohl
MLS Systems & Compliance Manager

BJCR



Jocelyn Staigar
Government Affairs Director

HHAR



Angelia Hill Stewart
Director of Membership

BJCR

Preserving Relationships

The people and connections our members rely on.

Combining Expertise

Sharing knowledge and skills to work smarter together

Strengthening Service

More resources and better support for members.

MEMBER ENGAGEMENT

Committees and Local Market Councils

Standing Committees

- Executive Committee
- Nominating Committee
- Forms Committee

Other Committees

- Community Outreach
- Professional Development
- Legislative/RPAC
- Member/Social Committee
- REALTOR® Service Award
- Election Committee
- YPN Advisory Committee

Local Market Councils

- Town of Hilton Head Island
- City of Beaufort
- Town of Bluffton
- City of Hardeeville
- Town Port Royal

THE FUTURE

What Does a NO VOTE Mean?

A **NO vote** does not preserve the past exactly as it was.

The market, legal environment, MLS landscape, consumer expectations, advocacy demands, and cost of operating an association will continue to change.

The question is whether we want to respond as individual associations, with duplicated systems and divided resources, or **together**, with a stronger voice, stronger services, and a more stable foundation.



WHAT HAPPENS NEXT

Come to a Town Hall. Cast Your Vote.

HHAR Virtual Town Halls

August 28 @ 1pm
HHAR Brokers-in-Charge Town Hall

September 8 @ 9:30am
September 10 @ 3:30pm
HHAR Membership Town Halls

How to Vote
September 22 @ Noon
In person voting at the HHAR Membership Meeting, Country Club of Hilton Head

BJCR Virtual Town Halls

August 28 @ 11am
BJCR Brokers-in-Charge Town Hall

September 8 @ 11am
September 10 @ 2pm
BJCR Membership Town Halls

How to Vote
Voting will be held electronically! Full details will be emailed to members.

Questions

Scan the QR code to visit the unification website and submit your questions online at **bjhhunite.com** or contact:

HHAR President Jo Anne Rizza; BJCR President Shae Chambers-Helms; HHAR CEO Michelle Sandula; or BJCR CEO Janet Gresham