**DAAR Ambassador Talking Points**

***Week of August 21st, 2018***

**Industry Updates**

*Topic #1: Last Chance! Share Your Views on Residential Development in the Transition Policy Area by August 24* A survey emailed to every member provides a brief background on a proposal, as part of the process to update the Loudoun County Comprehensive Plan (AKA Envision Loudoun), to strategically place development in the Transition Policy Area in Loudoun County. Members are being asked to help DAAR formulate its position on this topic by providing their input. Please encourage members to submit their views via this survey by COB August 24th: <https://bit.ly/2npQW9Z>

Topic #2: *July 2018 Loudoun County Market Trends Report: Despite Persistent Low Inventory, Sales Continue to Rise; Condo Sales Reach Record High* For the 37th consecutive month, Loudoun County’s active listings declined, reaching the lowest recorded July inventory number in over a decade. At the end of July 2018, inventory was 19.1 percent lower than it was at the same point last year. This left 1,197 homes for sale at month’s end, with 2.1 months of supply heading into August. Encourage agents to read and share with clients the entire market statistics report here <https://dullesarea.com/2018/08/16/july-2018-loudoun-county-market-trends-report/>

**Career Track**

*Topic #3: Need Virginia Law Webinar: Creating & Licensing Teams and Companies – August 24th* Encourage agents to get up to speed on the latest changes related to regulating teams by registering for this Virginia REALTORS® upcoming legal webinar on Wednesday, August 22nd, 10-11AM. They will learn the different types of business entities and how teams can prepare for the new Virginia law effective January 1, 2019. Register here <https://bit.ly/2MSh4FB>

**Leadership Track**

*Topic #4: DAAR Leader Rises to the Top: Beckwith Bolle to be Installed as 2019 President of the Virginia REALTORS® Next Month* Beckwith Bolle, Principal Broker and Owner of Carter Braxton Preferred Properties, who served as 2013 DAAR President and held numerous leadership positions within the Virginia REALTORS® and National Association of REALTORS®, will be installed as the 2019 President of the Virginia REALTORS® next month. Encourage agents to register for the Virginia REALTORS® state convention on September 25th-27th and attend the installation ceremony on September 26th. For more information visit <https://dullesarea.com/2018/08/17/beckwith-bolle-to-be-installed-as-2019-president-of-the-virginia-realtors/>

*Questions? Please contact Christine Windle, CEO, DAAR, 571-291-9803 (direct), 703-727-2144 (cell) or* *cwindle@dullesarea.com*