**DAAR Ambassador Talking Points**

***Week of October 22, 2018***

**Industry Updates**

***Topic #1: Learn about the Bright MLS NOW in Advance of the Conversion on 11/20*** The transition for DAAR REALTOR® members to Bright MLS will occur over the next several weeks. Please take the time NOW to learn about Bright, what the new system offers and what to expect from the conversion by visiting <https://www.brightmls.com/#/Welcome> On October 29th, you will receive your login information for the new Bright MLS system (BrightMLS.com) by email. At that time, please login, learn to navigate around the new system, perform searches, update your information, check your listings and prepare your clients for the change during this this three-week preview period. Onsite training will also be held at DAAR on Thursday, November 1st and Friday, November 2nd. Please note that registration for training will not be published until October 29th. Your active participation throughout this process will help ensure you can use Bright MLS to your best advantage. Again, please read up on everything you need to power up for Bright MLS here <https://www.brightmls.com/#/Welcome> More importantly, your feedback is appreciated as the process moves forward via <https://bit.ly/2HJfjrQ>

***Topic #2 September 2018 Loudoun County Market Trends Report: Inventory Continues to Tighten as Prices Increase and Closed Sales Decline*** Continuing the recent trend, inventory in Loudoun County tightens further. There were 1,240 active listings in September, the fewest September listings in over a decade. Monthly active listings have continued their decline from the same month the year prior since July 2015. Likely a signal that inventory will tighten even further, new listings declined 24.7 percent from the month prior and 9.8 percent from September 2017. The 619 new listings in September were 14.0 percent below the September 5-year average. For more information and copy of the full report visit <https://dullesarea.com/2018/10/16/september-2018-loudoun-county-market-trends-report/>

**Career Track**

***Topic #3: Don’t Miss Out: Meet A&E Hoarders Show Celebrity Matt Paxton @ DAAR REALTOR Recharge! this Week – 10/25*** *R*egister NOW for DAAR's all-day REALTOR RECHARGE and Expo on Thursday, October 25th, at the Holiday Inn, Dulles featuring Matt Paxton, one of the top hoarding clean-up experts who has appeared in over 80 episodes of the A&E TV Show *Hoarders*. National Association of REALTORS® leading technology expert Nobu Hata will also provide an update on the state of real estate technology and marketing. $15 registration fee includes breakfast, lunch, materials and expo featuring top-notch service providers showcasing the latest in real estate products and services. For more information visit <https://dullesarea.com/realtor-recharge-agenda/>

***Topic #4: New Regulations for Real Estate Teams Course Features Legal Expert Sarah Louppe Petcher – 11/16*** Are you working as a real estate team? Did you know that if you work with at least one other person and advertise as a team there are new regulations that impact you effective January 1st, 2019? To understand the new regulations and how that may impact how you operate, join us for New Regulations for Real Estate Teams on Friday, November 16th, 9 – 11AM at DAAR, Ashburn. Featured speaker and industry legal expert Sarah Louppe Petcher, S and T Law Group, will provide an overview of the new rules requiring teams to form a business entity (LLC, S Corp, Partnership, etc.) AND obtain a business entity license as well as the requirement that brokerage agreements to include the name and contact information of the supervising broker. For more information visit <https://dullesarea.com/2018/10/17/new-regulations-for-real-estate-teams-course-features-legal-expert-sarah-louppe-petcher-11-16/>

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