**DAAR Ambassador Talking Points**

***Week of November 19, 2018***

***Career Track***

***Topic #1: Attend Bright MLS Conversion Training Classes at DAAR: November 19th and 20th in Advance of the Conversion this Week!*** Bright’s Search and Listing Management are different than what you are used to. That’s why learning the differences before you convert to the new system on November 20th will help you — and your clients — with the conversion. If you have not attended a conversion class, please make plans to attend classes at DAAR, 21720 Red Rum Drive, #177, Ashburn, VA, on either Monday, November 19 or Tuesday, November 20 from 10AM-4PM. Walk-ins welcome. Visit <https://dullesarea.com/2018/11/14/bright-mls-conversion-is-11-20-attend-training-classes-at-daar-on-november-19-20/> more information. To be prepared for the conversion on 11/20, please make sure you read through this article from Bright MLS <https://dullesarea.com/2018/11/14/brightnovember20/> as well as Top Bright MLS Conversion Questions and Answers <https://dullesarea.com/2018/11/14/top-bright-conversion-questions-and-answers/>

***Industry Updates***

***Topic: #2: It’s Official: Virginia’s National Capital Region Will Be Home to Amazon’s 25,000 New Employees***Following Amazon’s announcement last week that Arlington, VA will split duties with New York City to house their second headquarters, REALTORS® are preparing to ensure the housing needs of Amazon’s future employees—estimated at more than 25,000—will be met. Read what the move means for the region’s housing market <http://sfullerinstitute.gmu.edu/2018/11/13/amazon-housing-impacts/?fbclid=IwAR3J9oHjsFHBEaf28NYNoHztvmE4qx9qckWLuxg1Z-jXQeKryK1KlH5PDKs>

***Topic #3: October 2018 Loudoun County Market Trends Report: Loudoun County Market Trends Report: Prices Remain High as Inventory Continues to Tighten***In October year over year active listings continued to decline 16.7 percent from 1,312 in 2017 to 1,093 in 2018. The average share of the original asking price that sellers receive remains high. In October, sellers in Loudoun County received 98.5 percent of their original asking price, 1.2 percentage points more than in October 2017. As a result of tight supply and strong demand, median prices have continued to increase to $485,000 in October 2018, a 6.6 percent increase from October 2017 but unchanged from last month. For more information and a copy of the full report, view <https://dullesarea.com/2018/08/16/july-2018-loudoun-county-market-trends-report/>

***Events***

***Topic #4 You’re Invited! DAAR’s Annual Holiday Party & BOD Installation – Early Bird Registration Ends 11/29***  You are cordially invited to DAAR’s Annual Holiday Party & BOD Installation on Thursday, December 6th, 5-8PM, Embassy Suites, 44610 Waxpool Road, Dulles, VA. Celebrate at this holiday season event featuring the installation of 2019 President Phyllis Stakem and the DAAR Board of Directors, gift card collection for the Loudoun Abused Women's Shelter and DARPAC Wine Grab! Early bird registration for members $35 includes beverages and hors d'oeuvres. For more information and registration visit <https://dullesarea.com/2018/11/07/76702/>

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