**DAAR Ambassador Talking Points**

***Week of January 21, 2019***

***Industry Updates***

***Topic #1: Important Bright MLS Update: Feedback and Advocacy Leads to Progress*** To move forward with advocating for improvements with Bright MLS, DAAR REALTOR members are still encouraged to provide feedback on data, technical, functional, structural and performance aspects of the system to DAAR via this form <https://dullesarea.wufoo.com/forms/m1hmy3ve0osmknx/> The information gathered will be used to advocate for changes with Bright MLS leadership moving forward. For an analysis of some of the changes recently made or in the works as a result of regional advocacy efforts with respect to Days on Market methodology, subdivision searching, required fields, rental fields, public record sources, customer service, system performance and improving listing number identification see <https://dullesarea.com/2019/01/15/important-notice-from-bright-mls-recent-updates-based-on-subscriber-feedback/>

***Topic #2: December 2018 Loudoun County Market Trends Report: Active Listings Lowest in Over a Decade*** Inventory continued to tighten in December, despite a modest increase in new listings in November. In fact, there were only 786 active listings in Loudoun County in December 2018, the fewest active listings in over a decade for any month. The number of active listings declined 12.1 percent from December 2017 to December 2018; declines were recorded for detached homes, townhomes, and condos. The number of closed sales also decreased, recording a 19.7 percent decline from 467 in December 2017 to just 375 in December 2018. For more information and the read the entire report view <https://dullesarea.com/2019/01/15/december-2018-loudoun-county-market-trends-report-active-listings-lowest-in-over-a-decade/>

***Career Track***

***Topic #3 Apply for a DAAR REALTOR® Award: It Makes Good Business Sense!*** Each year DAAR recognizes REALTOR® professionals who have reached exceptional levels in various categories including Top Producer (Individual and Team), Rookie of the Year, Circle of Excellence (Association/Civic), Anniversary, Community Leadership, REALTOR® of the Year, Educator of the Year and Affiliate of the Year. Deadline to apply is Friday, February 15th. Recipients will be recognized at the DAAR Awards Ceremony on March 7th, 1757 Golf Club, Ashburn. For more information view <https://dullesarea.com/2019/01/14/apply-for-a-daar-realtor-award-it-makes-good-business-sense/>

***Topic #4: Bright Launches LIVE YouTube Hands-on Clinics in January*** Bright is launching interactive Training Clinics on YouTube. Join Bright as they host these virtual “hands-on” clinics that will cover time-saving tips and tricks, answers to top support center questions, and a live Q&A from bright instructors:

* Monday, 21st, and 28th at 10:00 a.m.
* Wednesday, 23rd, and 30th at 2:30 p.m.
* Friday, 25th at 12:30 p.m.

Registration is not required for these events. To participate, visit: <https://www.youtube.com/BrightMLS/live>. For more information visit <https://dullesarea.com/2019/01/04/bright-launches-live-youtube-hands-on-clinics/>

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