**DAAR Ambassador Talking Points**

***Week of February 18th, 2019***

***Industry Updates***

***Topic #1: January 2019 Loudoun County Market Trends Report: Inventory Tightest in Over a Decade*** According to our latest market report, compiled by George Mason University, active listings in Loudoun County reached a decade low in January after declining 17.1 percent from January 2018 to just 727 homes in January 2019. Active listings in January declined among all home types and in five of the seven zip codes with 20 or more sales in January. The decade-low inventory experienced for the past three months has resulted in a continued decline in the number of closed sales, which declined 9.8 percent from January 2018 to January 2019. For more information and a copy of the complete report visit <https://dullesarea.com/2019/02/15/january-2019-loudoun-county-market-trends-report-inventory-tightest-in-over-a-decade/>

***Topic #2: Bright MLS Update: New Requested Changes and “Known Issues” Unveiled***  Bright MLS recently communicated that they have a renewed focus to make sure subscribers obtain the right data, statistics and tools when and where they need it. This week’s update touches on several key areas that subscribers throughout the Bright territory have told us are critically important to them including a list of known issues and timeframe for corrections and improvements. For more information visit <https://dullesarea.com/2019/02/15/bright-mls-update-the-latest-improvements-and-corrections-as-of-february-14th/> To access DAAR’s Bright MLS resource page and to submit technical and data related issues to DAAR click here <https://dullesarea.com/2018/11/20/bright-is-now-your-mls/>

***Career Track***

***Topic #3: You’re Invited: DAAR REALTOR Awards Ceremony is March 7th, 4-7PM @1757!*** You’re cordially invited to join us as we recognize REALTOR® professionals who have reached exceptional levels in various categories above during DAAR’s Awards Ceremony on Thursday, March 7th, 4:00 to 7:00 PM at 1757 Golf Club, 45120 Waxpool Road, Dulles, VA 20166. For details and to register see ***https://dullesarea.com/2019/02/15/youre-invited-daar-realtor-awards-ceremony-is-march-7th/***

***Topic #4 Join Us: 2019 Bagels with the Board of Supervisors!***Build your knowledge base about Loudoun County's efforts to relieve traffic congestion, create affordable housing and improve quality of life in our area by attending DAAR’s Bagels with the Board of Supervisors. Featured speakers include Chair Phyllis Randall on Friday, February 22nd from 8-10AM, Supervisors Ralph Buona and Geary Higgins on Friday, March 29th, 8-10AM and Supervisors Ron Myer and Suzanne Volpe on Friday, April 26th, 8-10AM! For more information and to register see <https://bit.ly/2TCpe8b>

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