**DAAR Ambassador Talking Points**

***Week of February 25th, 2019***

***Industry Updates***

***Topic #1: Updates to Days on Market for Listings Imported from MRIS*** According to Bright MLS, as of late last week, 529,442 recently closed and older, off-market listings that contained Contingent w/o Kickout (CNTG/No KO) in their history were updated. These listings were initially imported from MRIS as Active Under Contract, which created an extended Days on Market (DOM/CDOM), compared to what was previously showing in MRIS. Their history has been updated to reflect Pending instead of Active Under Contract, and the DOM/CDOM has been recalculated and reduced. For more information see <https://dullesarea.com/2019/02/20/updates-to-days-on-market-for-listings-imported-from-mris-2/> 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/>

***Events and Career Track***

***Topic #2: 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/***](https://dullesarea.com/2019/02/15/youre-invited-daar-realtor-awards-ceremony-is-march-7th/)

***Topic #3: Register NOW: NAR’s At Home with Diversity (AHWD) Certification Course!*** Join us on Monday, April 8th, 8AM-4PM, for this unique NAR certification program designed to present a picture of the changing face of the real estate industry. Since 1998, the AHWD program has prepared over 20,000 REALTORS® to work effectively within today’s increasingly diverse pool of homebuyers. (Elective for ABR). Early-bird registration of $80 before Monday, April 1st, includes lunch and materials. For more information and to register, visit <https://dullesarea.com/at-home-with-diversity/>

***Build Your Business Contacts***

***Topic #4: DAAR Committee Involvement: Ignite Your Potential*** DAAR members who serve on committees and work groups make the policy decisions that help shape the Association’s direction and the real estate industry. What’s in it for you? Association leadership offers a host of personal and professional growth opportunities including organization, decision-making, and leadership skills, heightening your knowledge of the real estate industry, enhancing your REALTOR® image by working with others and growing your business network. For more information and to sign up for a committee view <https://dullesarea.com/2019/02/20/daar-committee-involvement-ignite-your-potential/>

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