

CRMLS Broker Report: January Edition

Volume 2023 Edition 1

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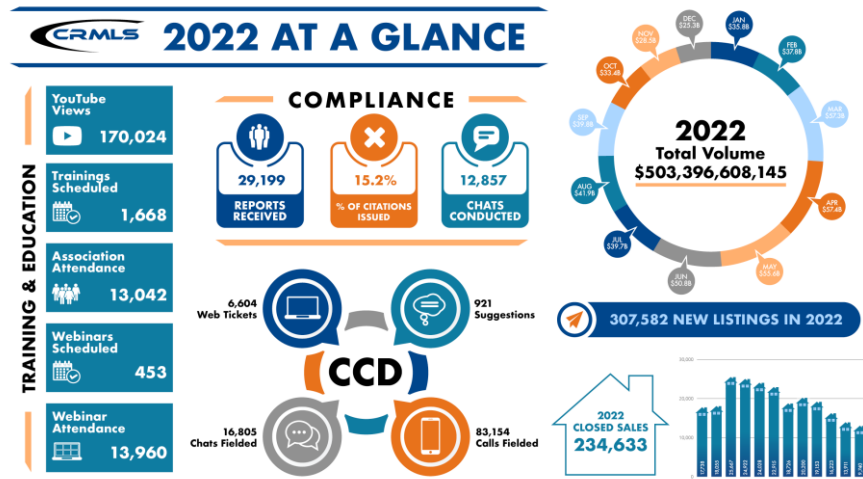
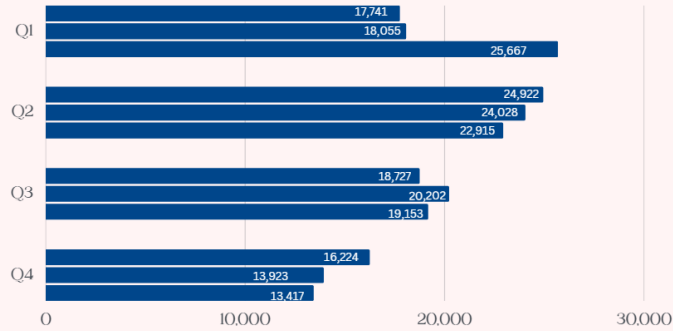
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CRMLS Stats for 2022

Check out the MLS stats for 2022. If you're interested in stats for your office, reach out to brokers@crmls.org!

Closed Sales 2022

The number of closed sales for all property types in CRMLS



Please review the new changes to the CRMLS Rules and Citation Policy

These changes are effective immediately

Effective **January 1, 2023**, the CRMLS Rules and Citation Policy have been updated and published on the [Compliance page](#) on the CRMLS website.

We encourage you to [review the two-page summary of the rules here](#). Notable changes are written in **red**. The changes include:

Citation Policy changes:

- A new violation for Rule 11.5(d) will be added to inadvertent "double watermark" cases.
- Removal of violations for Rules 4.1 - 4.4: the Violation line item for Rules 4.1 - 4.4 (Non-completion of Required MLS Orientation Program Within Set Time) will be removed from the Citation Policy.

Rules and Regulation Changes:

- Addition of new Rule 14.6: Abusive Conduct
- Revisions to Rule 7.18.3: Auction Listings and Rule 12.5: Misuse of Public Remarks

Additional resources are available here:

- [CRMLS Compliance FAQs](#)
- [CRMLS Rules and Regulations](#)

Please familiarize yourself with the new rules as soon as possible as we begin 2023.

Get tailored industry news right on your dashboard

Stay in the loop with relevant and informative articles

Get familiar with REcenterhub before it replaces your current dashboard in Q1 this year – register for our REcenterhub Broker & Manager webinars:

- [Wednesday, February 1 @ 1:30 PM PST](#)
- [Tuesday, February 14 @ 11:00 AM PST](#)

The REcenterhub dashboard offers many benefits, including keeping you up to date on the latest industry news. As part of its streamlined user experience, REcenterhub offers an article carousel curated by the CRMLS team that covers a wide range of topics, including:

- Association news
- Broker news
- Industry news
- ...and much more

The REcenterhub article carousel (seen below) keeps you in-the-know about various industry trends so that you can keep your business equally up-to-speed. Articles are chosen based on user interest and collected into several dedicated categories. The article list is updated regularly, making for an eclectic and convenient information source. You can also personalize the news you receive by searching, favoriting, and filtering articles of your choice.

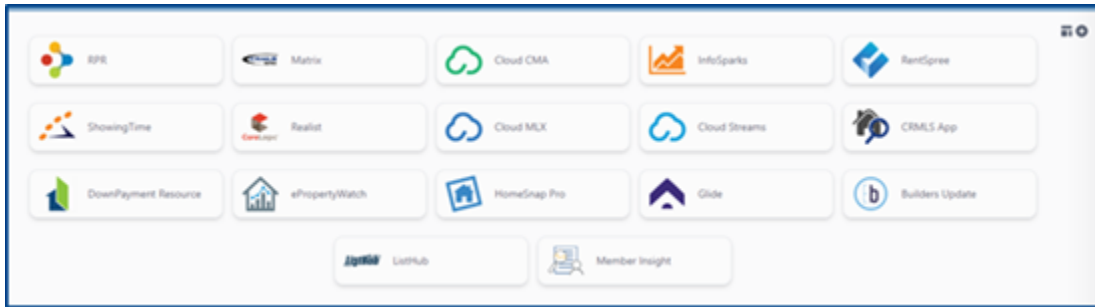


Make your dashboard as unique as your real estate business

No two real estate professionals are the same. Everyone has their own approach to serving their clients. So, shouldn't your Dashboard be as unique as your business?

With REcenterhub's dashboard (which will replace your current dashboard in Q1 2023) you can organize the applications you use the most and store the ones you don't in a "drawer" – still accessible, just without cluttering up your workspace.

When in REcenterhub's User Benefits section (example below), click on the + button icon in the top right corner:



If you prefer a more minimal display, you can use the toggle button next to the + button icon for a simple view of your applications:



The User Benefits panel, which contains CRMLS Core products, association-specific benefits, and CRMLS Marketplace options, will slide out from the right. From there you can access any of your benefits or add or remove the products you want on your Dashboard.

Ready to get started with REcenterhub? Log in today [from your current dashboard](#) by clicking the REcenterhub tile (seen below) to start curating your articles of choice and using a Dashboard that better reflects your distinct real estate business.



Important Broker Resources

Brokers and managers can jump ahead of the wait time for MLS assistance by calling our Broker Support Line at 909-859-2043.

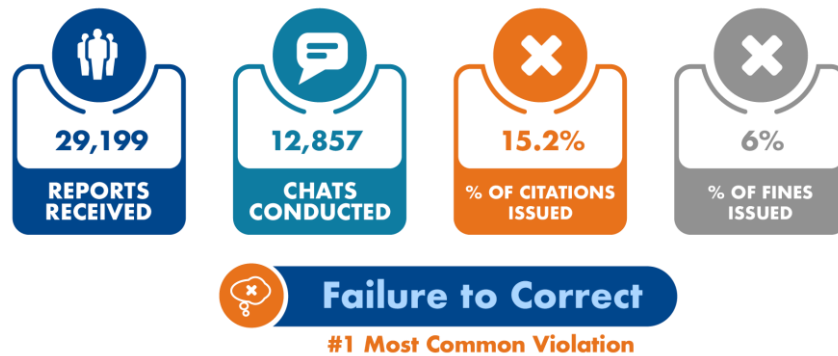
Please note, you must identify yourself by your broker or broker/office assistant MLS ID, as not all user classes have access to this service. For a list of MLS user classes that can access the Broker Helpline, see the last column of our user class documents below.

- [Matrix: User Class Document](#)
- [Paragon: User Class Document](#)

Compliance

Trending Topics: Understanding Property Types

When entering the Property Type for a listing, it is very important to ensure your selection is accurate. A listing's visibility to the appropriate agents and buyers depends on this "Type." Make sure you understand the various characteristics that determine Property Type by reviewing [this quick reference guide](#) on the CRMLS Knowledgebase.



Enhancements & Products

- [New InfoSparks updates arrived on January 16.](#)
- [Set Up and Share Your SavvyCard](#)

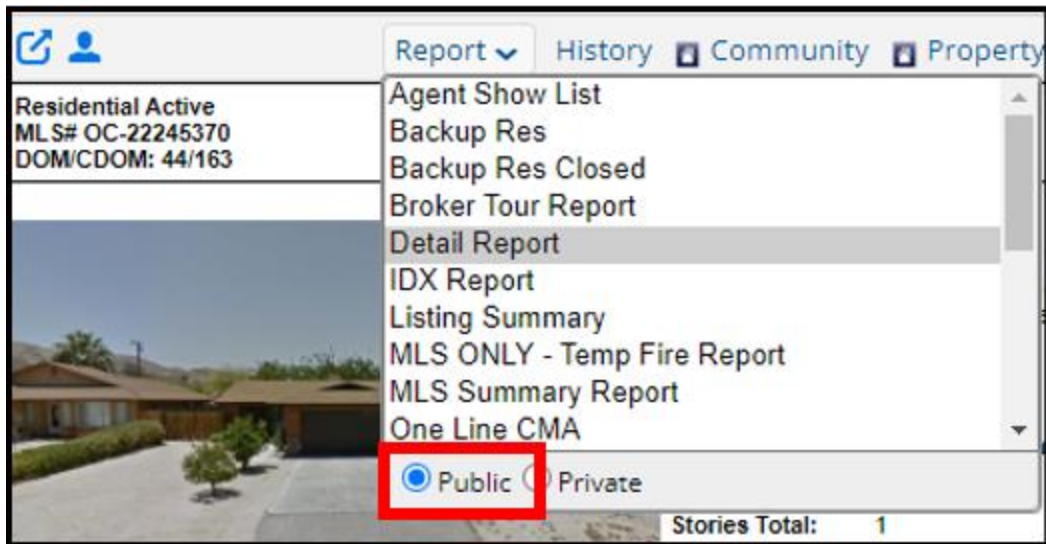
Flexmls

C.A.R.'s Anticipated Broker Compensation Disclosure (ABCD) Form

Use Flexmls's Public reports to accompany the ABCD form

C.A.R.'s Anticipated Broker Compensation Disclosure (ABCD) form is now available for Buyer brokers to disclose compensation amounts. Whenever you create a "Public" report in Flexmls to show to your clients, you can use the ABCD form as a supplement.

Private Flexmls reports show compensation amounts, but also contain information that only real estate professionals should see. Using the ABCD form with a Public report gives your clients all the details they need without including confidential information.



IMPORTANT: you MAY NOT show any member of the public, including a client, information from the Private Remarks field. [Check out the C.A.R. Quick guide.](#)

Use DPR to expand financial possibilities for your clients

Show your buyers their assistance options at no additional cost

On Tuesday, January 17, Down Payment Resource (DPR) fully integrated with Flexmls. DPR makes it easy to connect your buyers to down payment assistance, helping them overcome one of the largest hurdles to homeownership – and it's available to CRMLS users at no extra cost.

Below is an example of what the new DPR integration looks like in Flexmls:



Buyers are always looking for ways to save on their home loans and down payments. To help expand their buying options, DPR searches its database of approximately 2,300 homeownership assistance programs to determine which properties could qualify for which programs.

For more information on DPR, [visit our product page.](#)



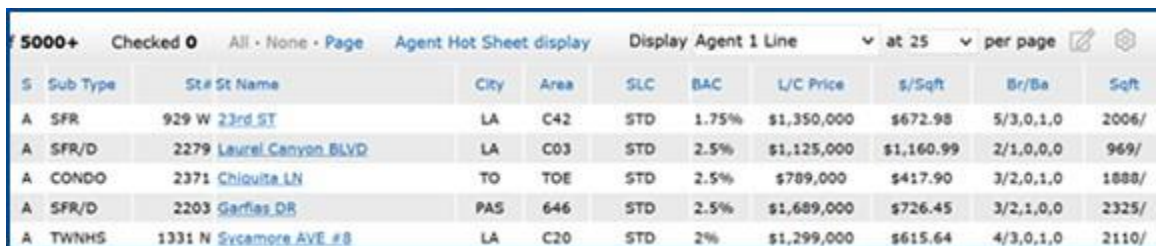
Matrix

CRMLS continues to work on improvements in OneHome™ to benefit both you and your clients. Check out this [video demonstration](#) and our [quick reference guide](#) to learn more about using the Agent Portal.

C.A.R.'s Anticipated Broker Compensation Disclosure (ABCD) Form

Use Flexmls's Public reports to accompany the ABCD form

C.A.R.'s Anticipated Broker Compensation Disclosure (ABCD) form is now available for Buyer brokers to disclose compensation amounts. In Matrix, you can export the "Agent 1 Line" report and attach it to the C.A.R. ABCD form to fulfill the form's requirements.



| S | Sub Type | St # St Name | City | Area | SLC | BAC | L/C Price | \$/Sqft | Br/Ba | Sqft |
|---|----------|-------------------------|------|------|-----|-------|-------------|------------|-----------|-------|
| A | SFR | 929 W 23rd ST | LA | C42 | STD | 1.75% | \$1,350,000 | \$672.98 | 5/3,0,1,0 | 2006/ |
| A | SFR/D | 2279 Laurel Canyon BLVD | LA | C03 | STD | 2.5% | \$1,125,000 | \$1,160.99 | 2/1,0,0,0 | 969/ |
| A | CONDO | 2371 Chiquita LN | TO | TOE | STD | 2.5% | \$789,000 | \$417.90 | 3/2,0,1,0 | 1888/ |
| A | SFR/D | 2203 Garfias DR | PAS | 646 | STD | 2.5% | \$1,689,000 | \$726.45 | 3/2,1,0,0 | 2325/ |
| A | TWNHS | 1331 N Sycamore AVE #B | LA | C20 | STD | 2% | \$1,299,000 | \$615.64 | 4/3,0,1,0 | 2110/ |

You can include this report with the C.A.R. ABCD form by exporting it as a .csv file. Use the **Export** option at the bottom of the Agent 1 Line display.



IMPORTANT, you MAY NOT show any member of the public, including a client, information from the Private Remarks field from the available reports within CRMLS Matrix.

Check out our quick guide on [customizing the Agent 1 Line display](#), [C.A.R. quick guide](#), and other helpful resources in our [knowledgebase](#).

Paragon

Paragon's "Interactive Map Layers" feature allows you to create your own map layers, draw custom shapes, and then use those shapes to focus the area of your search. Users can create map layers for their own individual use, while office managers and brokers can generate them for office-wide use as well. [Read more about using the interactive map layer tool here](#).

Did you know? Whenever you make a CMA in Paragon, if you leave it untouched for six months (that is, you do not use, edit, send, etc. the CMA), Paragon will automatically purge it the system.

C.A.R.'s Anticipated Broker Compensation Disclosure (ABCD) Form

Use Flexmls's Public reports to accompany the ABCD form

C.A.R.'s Anticipated Broker Compensation Disclosure (ABCD) form is now available for Buyer brokers to disclose compensation amounts.

In Paragon, you can use the "Agent 1 Line" display, which includes the Buyers Agency Compensation (BAC), and attach it to the C.A.R. ABCD form to fulfill the form's requirements.



| CRMLS PARAGON | | | | | | | | | | | | | | | | |
|--------------------|-----------|------------|-------------------------|----------------------|----------------|-------------|----------|----------|-----------|------------|-------|-------------|-----------|------------|-------|---|
| Agent 1 Line (ABC) | | | | | | | | | | | | | | | | |
| Listing Picture | MLS # | 1/1 Status | Property Sub Type | Address | 2D Postal Code | City | MLS Area | Beds Tot | Baths Tot | Year Built | Price | Days On Mkt | BAComp | BACompType | | |
| | 220201000 | Active | Single Family Residence | 401 Park Way | 91305 | Chula Vista | 91305 | 2 | 2 | 120 | 1937 | 34 | \$307,000 | 12/1/2022 | 3,000 | % |
| | 220201000 | Active | Single Family Residence | 175 Coronado Estates | 91305 | Chula Vista | 91305 | 3 | 3 | 1000 | 1995 | 17 | \$199,000 | 12/14/2022 | 2,500 | % |

You can also include the C.A.R. ABCD form with any Client report. Client reports can be customized to include compensation information.



| | | | | | | | |
|--------------------|-------------|-------------|---|---------------------------|----------------|------------------|-----------|
| Beds Total | 5 | Baths Total | 6 | Neighborhood | Oak Tree Downs | Virtual Tour URL | Unbranded |
| Living Area | 8339 | Baths 1/2 | 1 | Special Listing Condition | Standard | BAComp | 2,000 |
| Living Area Units | Square Feet | Baths 1/4 | 0 | | | BACompType | % |
| Living Area Source | | Baths 3/4 | 0 | | | | |
| Year Built | 2008 | Baths Full | 5 | | | | |

Directions: Carbon Canyon to Canyon Hills to Village

IMPORTANT: you MAY NOT show any member of the public, including a client, information from the Private Remarks field.

Check out our quick video on [customizing reports in Paragon](#), [C.A.R. quick guide](#), and other helpful resources on our YouTube channel, [CRMLSTV](#).

The public real estate portal that works for YOU

An open marketplace portal driven exclusively by real estate agents: read more below

On January 25, we announced the upcoming launch of Nestfully. CRMLS will soon be launching this public real estate portal in partnership with Bright MLS and REcolorado.



Nestfully will give you MORE

Expanded listing coverage, more exposure for your listings, and more qualified leads.

How?

Nestfully connects consumers to the freshest and most accurate listing information straight from the MLS—and it connects YOU to qualified leads at no charge.

Nestfully enhances agents' marketing efforts by:

- Promoting listings
- Attracting qualified leads
- Routing them to you

Get ready!

Nestfully is expected to land in February. Look for additional emails and information over the coming weeks about what you can do to help spread the word and prepare for new leads!

We've Got You Covered

EDUCATION

CRMLS offers a variety of resources to educate you and your agents. Submit your training request today.

BROKER SUPPORT

Our support team is available to assist you through our online ticket system or by phone at (888) 386-0473.

COMPLIANCE

We keep your listing data safe, clean, and accurate. Click above to chat live with a CRMLS Compliance representative.

[CRMLS Product Discovery Tool](#)

Build out your tech toolbox with these CRMLS products - all available at no extra cost.





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