

CRMLS Broker Report

Volume 2025 Edition 2

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Webinar Recap: State of the MLS and Redefining Value



For your convenience, we've recapped the webinar that occurred on February 12 below:

- [Recording](#)
- [PowerPoint Slides](#)
- [Mandatory Cooperation: Strengthening Real Estate Transparency and Collaboration by Art Carter](#)
- [IntraMatrix Reciprocal Access: Northwest MLS & WARDEX](#)
- [REImagineHome AI](#)
- [CRMLS Emergency Resources](#)
- [REcore Dashboard \(formerly REcenterhub\): Broker Center](#)
- [RealReports](#)
- [Rayse](#)
- [Perchwell](#)

California Fire Relief Resources

In response to the California wildfires, CRMLS has gathered information about various relief efforts across the region. The [CRMLS Emergency Resources](#) page offers a running list of places you can seek assistance or offer donations to those in need. Please continue to stay safe as the situation develops.

A Note About Price Gouging Following the California Wildfires

As the situation with the fires across southern California develops, CRMLS is committed to helping the affected communities and all those who have been otherwise impacted. As an MLS, we are responsible for ensuring property data is not just compliant with our own policies but also with state law. Therefore, we'd like to take a moment to discuss price gouging, as described in California Penal Code section 396.

Put simply, **PEN 396 prohibits the increase of rental prices by more than 10% during times of emergency.** We have been contacted by the state attorney general inquiring about the penalties resulting from violation of the price gouging rules. CRMLS is unapologetic about our support of the law.

You can find more information about price gouging [in this FAQ](#) and see what areas are under price gouging protection [here](#).

It's important to remember that in the face of disasters we are all united as Californians and as neighbors. We're all in this together, so let's all do what we can with what we have to help. Thank you all for your support and please continue to stay safe.

CRMLS CEO Art Carter on the Clear Cooperation Policy

CRMLS is committed to full transparency. In fact, it's one of the [Redefined Values](#) we're emphasizing this year as part of our renewed commitment to help all brokers, agents, and real estate professionals best convey their value.

To elaborate on what exactly that level of openness means for CRMLS users and why it's so important to maintain, CRMLS CEO Art Carter wrote about his strong stance in favor of the Clear Cooperation Policy (CCP) in a recently published op-ed, which we've made available for anyone to read. We encourage you to read it to understand where CRMLS stands on the matter of sharing listing information, the behind-the-scenes demands made by some brokerages, and how CCP benefits both professionals and consumers alike.

[Mandatory Cooperation: Strengthening Real Estate Transparency and Collaboration by Art Carter](#)

This editorial was previously published in two parts on [Real Estate News](#) and has already garnered extensive attention among the industry from media outlets such as [HousingWire](#) and [RISMedia](#).

Please note: *Some outlets may require subscriptions to view the article links.*

Stats

January 2025 Market Data

How is The Market Doing?

Closed Sales
per month

7,197

Pending Sales
per month

4,459

New Listings
per month

13,160

Registered Listings
per month

1,506

Source: California Regional Multiple Listing Service (CRMLS)

2025 Thrive Broker Summit Tickets Available



We're excited to announce that registration for this year's [Thrive Broker Summit](#) is officially open. Join us **June 8-9, 2025**, at the picturesque [Paséa Hotel and Spa](#) in Huntington Beach, CA, for a gathering of California's most influential brokers and real estate innovators.

[Register Here](#)

At Thrive, you can expect to engage with thought leaders, gain actionable insights from captivating presentations, and learn forward-thinking best practices for developing your business in the ever-evolving real estate landscape.

Each paid registration includes access to the early Sunday networking events:

- **Arrive & Thrive Stride Sponsored by Realtor.com:** An intimate, seaside gathering to welcome speakers and attendees
- **Sip & Thrive Soirée Sponsored by SentiLock:** An elegant, evening cocktail reception for all involved in Thrive '25

The special early access pricing of \$249 ends March 31 so [register now!](#)

We'll see you in June for Thrive '25!

Compliance

Be Knowledgeable about the Compliance Knowledgebase

The [CRMLS Compliance Knowledgebase](#) is a collection reference materials, FAQs, and how-to guides available on the [CRMLS Compliance website](#). Search by topic to find answers and instructions for your most common inquiries.

This month we're highlighting the Compliance Knowledgebase article "[How to Advertise Listings in a Printed Neighborhood Market Report](#)." Learn what's required when a Participant or Subscriber wants to include the listings of others in their printed Neighborhood Market Report.

CRMLS Pro Standards Committee's Disciplinary Requirements Top Violations Webinars

The next Pro Standards Top Violation Overview Webinar is scheduled for Thursday, March 20, 2025. This webinar is exclusively available to individuals who have been instructed by their Pro Standards Committee to attend due to disciplinary requirements.

Register now or email us at brokers@crmls.org for more information.

[Pro Standards Monthly Top Violations Overview Webinar](#)

Thursday, March 20, 2025 @ 10:00 AM PT

[Register Here](#)

Compliance Top Violations Overview Quarterly General Session

Our next Compliance Quarterly General Session features the Top Violations Overview, a great resource for newer agents and a great refresher for seasoned agents and brokers alike. Join us as we discuss the most common violations and the fines associated with them, plus we'll provide tips on how to avoid them.

Other topics will include CRMLS Rules & Policies, the CRMLS Citation Policy, Registered Process, Clear Cooperation Policy, Coming Soon Status, and CRMLS Member Resources.

Please share the following registration link with your agents.

[CRMLS Compliance Quarterly General Session Top Violations Overview](#)

Tuesday, April 22, 2025, at 10 AM

[Register Here](#)

Compliance Presentations Available to Your Brokerage

As a reminder, CRMLS Compliance is available throughout the year to provide you with various complimentary presentations for your agents. Presentations are available both in-person and virtually. Please [fill out our form](#) to schedule Compliance training for your office.

Broker Compliance Helpline

You can contact the Broker Compliance Helpline in three simple steps:

1. Make sure your MLS ID is ready (note that only active Brokers, Office Managers, and Personal/Office Assistants connected to a Broker or Office Manager can use the Helpline). To learn if your ID has the correct MLS user class, please email brokers@crmls.org.
2. Call 909-859-2043.
3. Press 3 to speak directly to a Compliance Analyst for assistance.

You can reach us Monday – Friday from 8:30 AM – 4:00 PM PT. *Please do **NOT** share this phone number with agents.*

If you have questions regarding your user class or Personal Assistant/Office Assistant accounts, please email us at brokers@crmls.org.

Enhancements & Products Corner

- [REImagineHome AI is the AI-enhanced virtual staging tool for redesigning any room in a snap.](#)

Flex

- [The latest Realist update includes redesigned cart and checkout pages.](#)

Matrix

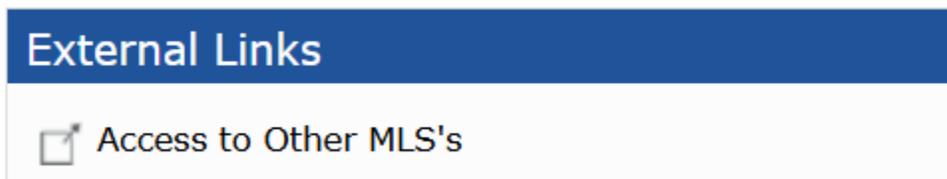
- [The latest Realist update includes redesigned cart and checkout pages.](#)

New Reciprocal Data Access Available in Matrix

As part of CRMLS's continued effort to offer more property-centric data and help our users prove value to their clients looking to move out of state, CRMLS Matrix users now have reciprocal data access with [Western Arizona REALTOR® Data Exchange, Inc.](#) (WARDEX) and [Northwest Multiple Listing Service](#) (NWMLS).

WARDEX hosts listings around the border area of Arizona, Nevada, and California, which includes parts of Mojave County near Las Vegas and Lake Havasu City. NWMLS is located in the Puget Sound area of Washington state and covers much of the state's oceanside regions.

For those that don't know, reciprocal access means that agents and brokers can now access data from these outside MLSs right from within CRMLS Matrix, and vice versa, in a "guest access" capacity. You can find the full list of MLSs with guest access from the Matrix homepage under External Links.



Paragon

- [The newest Paragon update includes an enhancement to the Power Search as well as minor bugfixes and improvements.](#)
- [The latest Paragon Update includes minor cosmetic changes to CRMLS Paragon on desktop and multiple quality-of-life enhancements to the Paragon Connect experience.](#)

Your MLS system now supports a new class of listings

Due to the recent devastation caused by the wildfires across Southern California, your Paragon system now features a new property class: Disaster Relief Rental.



Disaster Relief Rentals are created by any individual looking to offer some part of their property up for temporary rent for people displaced by catastrophes. This property class includes residences, rooms, and even parking for mobile homes. If you are searching on behalf of a client who recently lost their home or have a client looking to rent part or all of their own property for those in need, please use this designation.

Did You Know?

CRMLS keeps an ongoing slate of [educational webinars](#) that cover everything from products to systems to helpful strategies to convey your value to clients.

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 (909) 859-2043.

Compliance

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

Broker Helpline

(909) 859-2043



[909.859.2043](tel:909.859.2043)

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