

CRMLS Broker Report

Volume 2025 Edition 6

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Thank You for Joining Us at Thrive '25!



Watch our recap and highlights of two days of informative panels, sessions, and networking at Thrive '25 below!



New Product Launches Announced at Thrive '25!

Our latest no-cost core product: Real Estate News

[Real Estate News](#) is an essential news source, empowering industry professionals with impartial and solutions-oriented information. CRMLS users can now enjoy a complimentary and complete subscription.

Our latest CRMLS Marketplace product: Property Guardian InsurAble

One of the biggest news stories this year in California was the January wildfires, whose effects are still being felt by many, especially in terms of housing and

whose effects are still being felt by many, especially in terms of housing and insurance. That's why we're offering [Property Guardian InsurAble](#), the sophisticated wildfire assessment service. Their experienced team of insurance and fire risk assessors can drill down into a parcel to deliver a full report, including suggestions of specific property improvements.

Announcing the Value of Representation Initiative

The industry is changing and so are the demands clients put on their agents and brokers. To help you better promote yourself and convey the intrinsic value you bring, we've created [the Value of Representation initiative](#), offering flyers, slides, and more for real estate professionals to use at their discretion. Browse [our resource page](#) and check back later for updates!

Data That Tells a Story

As part of our Value of Representation campaign, we dug deep into the data to find just how valuable it is to use a verified, MLS-affiliated agent. Check out our findings [here](#).

The Importance of Transparency

CEO Art Carter and VP & General Counsel Ed Zorn have another sit down, this time to discuss the noise surrounding "seller choice" and why maintaining market transparency is key to a successful industry.

- [Part 1](#)
- [Part 2](#)
- [Part 3](#)
- [Full Video](#)

Help Shape the Future of CRMLS – Join Our Focus Group

At CRMLS we're always evaluating new technology to better support our users, and we want your voice in the process.

As a valued leader in your organization, your insights and experience are essential. By joining our Focus Group, you'll have the opportunity to:

If you're interested in:

- Provide feedback on potential new product offerings and current systems
Be among the first to test new tools
- Influence the technology that drives our industry

Interested? Reach out to focusgroup@crmls.org to learn more.

Days on Market (DOM) Is Now Days Active in MLS (DAM)

CRMLS is continually evolving, which occasionally means we rethink the names and terms we use to better reflect the reality of what they represent. As such, we have retitled two common MLS statistics to more accurately describe what the numbers represent.

As of June 3, the following terms have changed:

- Days on Market (DOM) is now Days Active in MLS (DAM)
- Cumulative Days on Market (CDOM) is now Cumulative Days Active in MLS (CDAM)

The calculation method for these terms will stay the same, so the way DOM was traditionally calculated is the same way DAM is calculated now. You are not required to take any action; this change was made in the backend of the MLS.

MLS Stats

May 2025 Market Data

How is The Market Doing?

Closed Sales
per month

10,109

Pending Sales
per month

5,604

New Listings
per month

15,882

Registered Listings
per month

1,468

Source: California Regional Multiple Listing Service (CRMLS)

CRMLS Wants to Connect with Your Marketing Team

At CRMLS, we pride ourselves as being broker-first, and we're always looking for new ways to share important information with you.

The CRMLS MarCom team is working to build connections with the marketing team at participating brokerages as a new touchpoint to ensure transparency in all CRMLS efforts.

If you'd like to take part in this collaboration and connect your marketing team with ours, [please fill out this short form](#).

Compliance

Compliance Top Violations Overview Quarterly General Session

Our next Compliance Quarterly General Session features the Top Violations Overview! This is 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 provide tips on how to avoid them and the fines associated with 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, July 22, 2025, at 10 AM

[Register Here](#)

Review the Listing Status Definitions

The [CRMLS Compliance Knowledgebase](#) is a collection of guides, reference materials, and FAQs available on our [Compliance website](#). Search or browse by topics to find answers and instructions for your most common inquiries.

This month we're highlighting [CRMLS Listing Status Definitions](#). It's important to have a thorough understanding of listing statuses and how they're to be used.

Please note that any updates to a listing status must be reported to the MLS or input into the MLS database within two (2) days of the change. Failure to report or input the change within that time will result in a status violation.

[View the Broker Report in full to read more!](#)

Enhancements & Products Corner

Upcoming Product Webinars

[Join our July webinars to gain insight on products available to you!](#)

Flex

- [The Flexmls Pro app for iOS has been updated with a new search experience that brings a familiar workflow from desktop to the mobile search.](#)

Did You Know?

We keep a collection of our biggest announcements, including new initiatives, products, and data shares, all in one place for easy reference. Check out our [press release page](#) to read detailed looks at some of our most important developments.

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 or by phone at (909) 859-2043.



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