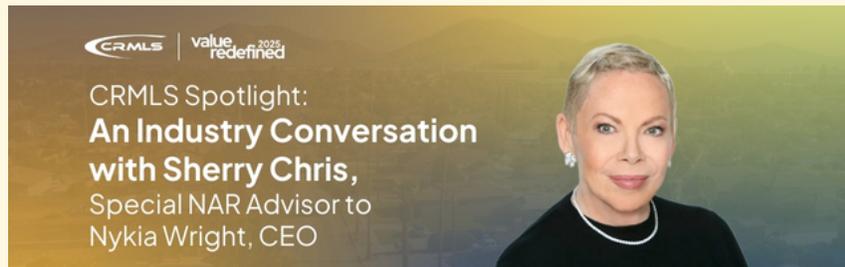


CRMLS Broker Report

Volume 2025 Edition 9

Here are highlights from this month's broker report. To read the report in full, [please click here](#).



In our next CRMLS Spotlight, we welcome Sherry Chris, a longtime veteran of the real estate industry and one of its most influential minds. Among the many roles she's filled, her latest as Independent Consultant and Special Advisor to NAR's CEO, Nykia Wright is especially noteworthy. This webinar is about more than just hearing Sherry's invaluable insights into contemporary real estate – it's also an opportunity for CRMLS brokers to have their questions answered and share their concerns, priorities, and ideas for a better industry.

Join this webinar to have your voice heard, as your perspective is crucial to our overall success. [Register today](#) – space is limited!

Note: This webinar is limited to brokers and office managers only, please do not share.

The Value of Representation Initiative

Help your agents showcase their invaluable role in the real estate journey with our [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!

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 to be a part of the process. Reach out to focusgroup@crmls.org to learn more.

CRMLS Wants to Connect with Your Marketing Team

Clear communication is key to success, so the CRMLS Marketing team wants to build better connections with whoever runs your own marketing. If you'd like to participate in this collaboration and connect your marketing team with ours, [please fill out this short form](#).

MLS Stats

July 2025 Market Data

How is The Market Doing?

Closed Sales
per month

10,540

Pending Sales
per month

5,323

New Listings
per month

15,519

Registered Listings
per month

1,652

Source: California Regional Multiple Listing Service (CRMLS)

Compliance

How to Use the MLSA Form as an Exclusion Form

When excluding a listing from the MLS for any period, a signed exclusion form from the seller is required. The Multiple Listing Service Addendum (MLSA) form can be accepted as an exclusion form, provided it is filled out correctly. Otherwise, it will be considered invalid.

Below are some helpful tips on how to fill out the MLSA:

Section 3D: Must be filled out if a valid listing agreement is in effect, but the listing is being excluded from the MLS for the entire listing period **OR** until a specific date.

Section 3D – 2: Must be check-marked if the Seller wishes to exclude the listing from the MLS.

Section 3D – 2A: Requires a valid calendar date if the Seller wishes to exclude the listing from the MLS until a specific date. This will be your “Active In MLS Date,” and clarifies when the Seller wishes the listing to be placed in the MLS for the public and Buyer Agents to view.

Section 3D – 2B: Must be check-marked if the Seller wishes to exclude the listing from the MLS for the entire listing period.

Section 3F: CRMLS adopted the Clear Cooperation Policy. Therefore, this will not be check-marked.

The Seller may always sign additional documentation to change (shorten or extend) the *On Market Date* per the MLSA, as long as it is completed **prior to:** 1) Submitting the property in the MLS, 2) Marketing the property to the public, 3) The Active In MLS Date.

Please note that all excluded listings must be Registered within two (2) days of the effective date of the listing agreement. You can Register the listing by going to the REcore Dashboard and selecting “Registered Listings” on the left column.

Click the following links for more information on the excluded listings, the Registered process, and Clear Cooperation Policy:

- [Registered Listings](#)
- [Registered FAQs](#)
- [Registered Status Slide Deck](#)
- [Clear Cooperation Policy](#)

Want to know know more? [View the Broker Report in full!](#)

Enhancements & Products Corner

Upcoming Product Webinars

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

Did You Know?

Have questions about uploading photos in the MLS? Find the info you need about branding, compliance, and more in our helpful [Photographs and Media FAQs](#).

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.



[909.859.2043](tel:9098592043)

[15325 Fairview Ranch Road, Suite 200, Chino Hills, CA 91709](#)

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