

Real Estate Executive Newsletter

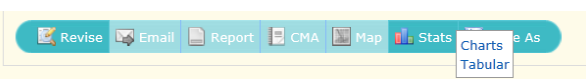
The Professional Resource for Northern California Agents and Brokers

September 19, 2011

Matrix Enhancement Releases in September

Our next Matrix enhancement release contains several important updates and long-requested enhancements for users. Additional details will be available in our [Release Notes](#) section on the day following the release. Below are the highlights planned for release in the next two weeks:

Matrix Tabular Statistics



A new addition to Matrix Stats in the latter half of

September, Matrix Tabular Statistics are a group of displays and reports, containing summaries of key listing data points. These data point summaries can be applied to any set of search results generated from within Matrix, and are accessible from the lower Matrix Search Results toolbar by clicking on the Stats button.

Matrix Tabular Statistics listing data points include:

- List Price
- DOM
- Sale Price
- Bed
- Bath
- Year Build
- Building Square Feet
- Lot Size
- Price / Square Foot

Matrix Tabular Statistics compiles listings data (from up to 2500 search results) based on the search criteria entered by the user, and then applies Minimum, Maximum, Average, and Sum values for each of the listing data-points.



MLSListings offers a complete course on Matrix Stats and how to optimize this powerful tool for your business. More information on Matrix Stats can be found in our Training section of our online information resource, [here](#).

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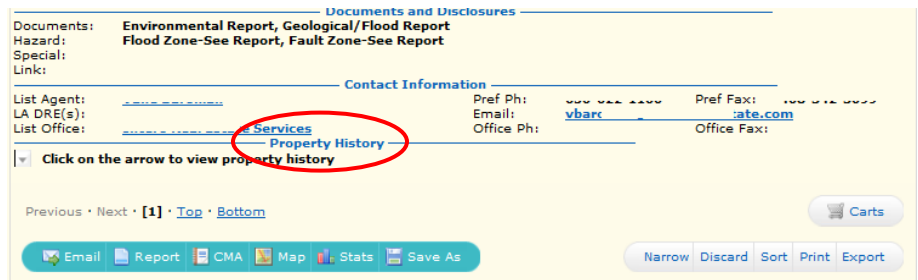
[Upcoming Training Events](#)

Enhanced Photo Display to show larger photos in the Photo Wheel

Recently we implemented the ability to store property photos with higher resolution in Listing Management (640x480 pixels). Now the majority of active listings in the system are retaining the higher quality photos and we are ready to update the Matrix interface to display these photos in the photo gallery. The photo gallery is accessible from all Displays by clicking the View Photos icon in any search results page or from any Client Portal page. After the implementation on 9/19, users will be able to see the higher quality photo images with no change to their existing workflow.

Property History Display updated for better readability

The Property History Display is accessible from the rollout under each Agent Display as well as from the Property History icon.



Responding to user requests for accurate and readable property history, the project team made significant configuration changes to better match user expectations. We also added additional checks to ensure that historical events are captured with the highest quality.

Enhancements to Display/ Reports and Agent/ Office Displays

We continue to improve the Displays and Reports in Matrix. In this round, the updates include: HOA Fee field will not show a \$ sign if the field is empty, links to Agent and Office will pull up more information about the Agent or Office, and in the Agent/Office roster the listed website will be linked to open the website. In addition, adjusting the Quick CMA Report to display the COE Date instead of the length of escrow (LOE) – this adjustment is being made at the request of many users who tell us that indexing comparables by the COE Date is more important.

There are additional configurations and fixes being worked on continuously throughout September. Check the September [Release Notes](#) for a full list.

Join MLSListings at the C.A.R. EXPO Sept. 20-22, Booth # 533!



New Product
Demonstrations



Matrix
Training

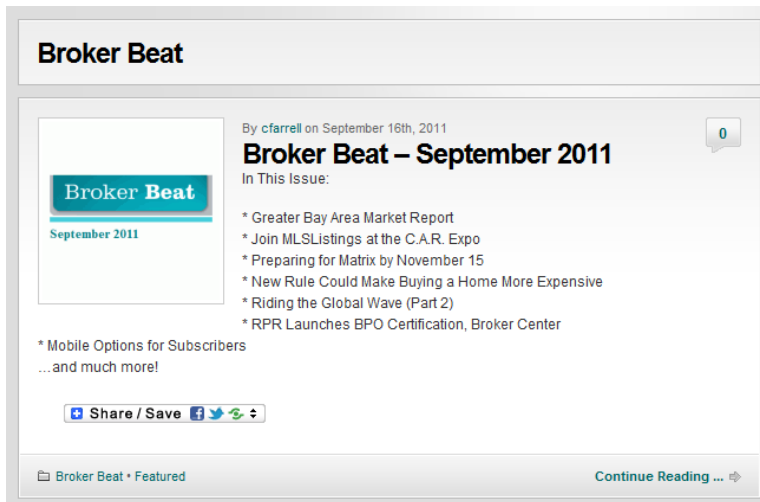


Business Building
Workshops

This September 20-22, the California Association of REALTORS (C.A.R.) is holding its annual fall EXPO at the San Jose Convention Center. Be sure to stop by MLSListings Booth #533 to enter to win a 7.5" Samsung Galaxy Tab, and take advantage of our full day of Matrix training, new product demonstrations and business building workshops!

We'll be joined by sponsors from Tarasoft Matrix, Mercado, VirtualTourCafe, and MLS-Touch, who will be on hand to answer product questions and provide demonstrations throughout the day. The full schedule is available [here](#), and was provided to all subscribers via email the week of August 22. We hope to see you there!

Broker Beat Now Available



The latest issue of Broker Beat is now available! Broker Beat is our exclusive eNewsletter publication targeted to our broker community. The issue is emailed to brokers and archives are available in the [What's New](#) section of our subscriber information portal, [here](#).

This month's issue includes important updates on new MLSListings offerings to help enhance your business; market outlooks and leadership updates

on both local and national fronts; and the latest data and industry tips on ways to increase your bottom line.

We also provide stories specifically designed for repurposing to clients, helping brokers and agents further their role as a trusted partner to homebuyers and sellers. Brokers – let us know how we can improve on this resource and increase our value to you! If you have a story you'd like published, please contact [Christie Farrell](#).

Good News: Tarasoft Joins CoreLogic MarketLinx

Last week, Tarasoft and Corelogic Marketlinx [announced](#) that Corelogic has purchased Tarasoft. Nothing will change regarding our Tarasoft MLS system, other than the fact that Tarasoft will be backed by a company with much larger resources.

For those of you unfamiliar with Corelogic, they are the largest provider of MLS services in our industry, offering a wide array of property information, public records, property valuations, geospatial analytics and of course, the innovative Partner InfoNet service, which now showcases more than one million active listings. Corelogic also provides its proprietary Realist® tax information solution to some of the largest MLSs across the country, including MLSListings.

This new alliance and common ownership between Tarasoft and CoreLogic/MarketLinx will benefit MLSListings by giving our subscribers more powerful products, services and integrations. A win-win for everyone involved.

On a day-to-day basis, our current Matrix roadmap activities will be unaffected and we will maintain our ongoing working relationships with the Tarasoft team. In fact, in early 2012 we are slated to introduce some new Matrix product enhancements. We look forward to this new chapter in delivering the industry's best MLS products and services to our members.

MLSListings County Indicators: August 2011

Note to subscribers: The National Association of REALTORS has elected to discontinue its quarterly Economic and MarketWatch analysis reports for our market. As a result, MLSListings will begin publishing for our subscribers our County Indicators Report on a monthly basis. Look for this report in the Real Estate Executive newsletter and our online information portal in 'What's New'.

MLSListings August 2011 County Indicators Report, based on performance in Monterey, Santa Clara, San Mateo, San Benito and Santa Cruz counties, shows some encouraging signs for market stabilization. Compared to the same month last year, sales were up by noteworthy amounts in most counties, while inventory fell by around the same margin, as did the number of new listings.

Median price has dropped over the last year by between 3 and 10 percent; while days on market have dramatically increased in some counties, and significantly dropped in others. This month's report also provides some interesting context, comparing current year-over-year data with previous years' information. Beginning this month we are also providing data and statistics for the San Francisco market as well as listings posted to MLSListings' database from the San Joaquin, Stanislaus and Merced counties.

Closed Sales – Single Family

Compared to the same month last year, sales increased in all Home Counties except in Monterey County where they were down a slight 2%. Closed Sales were up 52% in San Benito County, up 15% in Santa Clara County, and up 9% in both Santa Cruz and San Mateo Counties.

Unlike last year, there was an overall increase in closed sales from July to August for the five Home Counties. Compared to last month, Santa Cruz County Sales were up 33%, Santa Clara up 11%, Monterey County up 5%, San Mateo County up 4%, and San Benito showed the only drop at 18%.

The following chart shows the largest number of Closed Sales in the Home Counties for the month of August beginning in 2004. The comparison at the bottom shows the percentage difference between 2011 vs. 2004. (Numbers highlighted are the largest data point in that range)

Home Counties - Single Family Closed Sales

	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Aug '04	328	75	560	1547	257
Aug '05	319	78	592	1404	228
Aug '06	202	39	464	1080	185
Aug '07	127	21	371	787	137
Aug '08	319	62	376	893	153
Aug '09	361	43	365	979	160
Aug '10	274	27	394	864	150
Aug '11	269	41	430	991	164
2011 vs. 2004	-18.0%	-45.3%	-23.2%	-35.9%	-36.2%

Inventory

Compared to the same month last year, Inventory was down in all Home Counties. Santa Clara County showed the largest drop at 17%, followed by San Mateo County with a drop of 12%. Monterey County inventory was down 11%, Santa Cruz down 8%, and San Benito down only 1%. This will be an important trend to watch especially since new listings are also on the decline.

Compared to last month, there were slight fluctuations in Inventory in the five Home Counties. San Benito County inventory was up 6%, with Monterey County up just 2%. Santa Clara County was down 3%, San Mateo County down 2%, and Santa Cruz down just 1%.

The following chart shows the highest inventory in the Home Counties for the month of August beginning in 2004. The comparison at the bottom shows the percentage difference between 2011 vs. 2004. (Numbers highlighted are the largest data point in that range).

Home Counties - Single Family Inventory

	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Aug '04	1087	212	1066	2912	821
Aug '05	1489	250	1095	2816	884
Aug '06	2507	410	1443	3889	1355
Aug '07	2892	488	1685	4893	1326
Aug '08	2740	484	1773	5963	1283
Aug '09	1548	237	1486	3558	966
Aug '10	1899	306	1980	4720	1102
Aug '11	1681	304	1733	3906	1014
2011 vs. 2004	54.6%	43.4%	62.6%	34.1%	23.5%

New Listings

Compared to the same month last year, New Listings were down in all of the five Home Counties. Santa Clara County showed the largest drop at 20%, San Benito County followed at 14%, Santa Cruz County was down 9%, Monterey down 5%, and San Mateo County down just 2%.

Compared to last month, New Listings were down 10% in Santa Clara County, down 6% in Santa Cruz County, and down 1% in San Benito County. New Listings were up 11% in Monterey County, and up 8% in San Mateo County.

The following chart shows the largest number of New Listings in the Home Counties for the month of August beginning in 2004. The comparison at the bottom shows the percentage difference between 2011 vs. 2004. (Numbers highlighted are the largest data point in that range).

<i>Home Counties - Single Family New Listings</i>					
	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Aug '04	442	103	674	2044	387
Aug '05	648	131	749	2168	445
Aug '06	625	132	730	2114	468
Aug '07	556	119	680	1952	313
Aug '08	654	113	588	1820	280
Aug '09	478	86	566	1419	249
Aug '10	449	88	616	1614	253
Aug '11	269	41	430	991	164
2011 vs. 2004	-39.1%	-60.2%	-36.2%	-51.5%	-57.6%

Median Price

Compared to the same month last year, there was a drop in Median Price in all five Home Counties. San Benito County Median Price dropped 10%, Santa Cruz County dropped 6%, both San Mateo and Santa Clara Counties dropped 5%, and Monterey County dropped 3%.

Compared to last month, Santa Cruz County Median Price was up 7%, San Benito was up 3%, and both San Mateo and Monterey Counties were up just 1%. Santa Clara County showed a 2% drop from last month.

The following chart shows the highest Median Price level in the Home Counties for the month of August beginning in 2004. The comparison at the bottom shows the percentage difference between 2011 vs. 2004. (Numbers highlighted are the largest data point in that range).

Home Counties - Single Family Median Price					
	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Aug '04	\$555,000	\$530,000	\$779,000	\$625,000	\$639,000
Aug '05	\$690,000	\$605,000	\$890,000	\$760,000	\$783,000
Aug '06	\$675,000	\$599,900	\$850,000	\$770,000	\$765,000
Aug '07	\$799,500	\$560,000	\$950,000	\$860,000	\$790,000
Aug '08	\$305,000	\$307,500	\$795,000	\$651,750	\$585,000
Aug '09	\$235,000	\$270,000	\$682,500	\$560,000	\$497,750
Aug '10	\$260,000	\$280,000	\$790,000	\$629,500	\$522,500
Aug '11	\$252,000	\$252,000	\$750,000	\$600,000	\$490,000
2011 vs. 2004	-54.6%	-52.5%	-3.7%	-4.0%	-23.3%

Days on Market

Compared to the same month last year, Days on Market increased 40% in Monterey County, 29% in Santa Cruz County, and 19% in Santa Clara County. Days on Market dropped 26% in San Benito County, and 5% in San Mateo County.

Compared to last month, Santa Cruz Days on Market increased 7%, but dropped 9% in San Benito County, 8% in San Mateo County 3% in Santa Clara County, and 2% in Monterey County.

Merced, Stanislaus, and San Joaquin Counties – Single Family (Aug 2009 – Aug 2011)

The number of properties for sale in the Three County Area was down 53% in August, and the number of sold properties was down 63%. The largest number of Closed Sales for the two-year period occurred in September 2009 at 63, August 2011 showed 20 sales.

New listings were down 55% at 43. The largest number of new listings occurred in March of 2010 at 114. Properties under contract dropped 32%. Days on Market were up 119%, and Median Price dropped 24%. Central Valley market data is based on listing activity for MLSListings subscribers only, for the Three County areas.

San Francisco, Districts 1–10, Single Family (Aug 2009 – Aug 2011)

The number of properties for sale remained flat from August of 2009. The number of sold properties is relatively consistent, but was down 13% this August compared to August of 2009. There were 212 sales in August 2009, 203 in August of 2010, and 185 in August 2011. New listings were up 10% at 255, and properties under contract were up 17% at 244. Median Price remained flat and was \$699,500 in August 2009, just under 720,000 in August of 2010, and came in at 702,250 for August 2011. Days on Market are down substantially at 25%. There is roughly 2.1 months of inventory, which has decreased 22% from August 2009.

Note: Data is tabulated from the 5th of the month to the 5th of the following month, primarily to account for late corrections and additions by agents; these updates are often not included in most market reports. MLSListings' County Indicators report reflects the most current information on the day the reports are generated.

MLSListings Partners with *pocketListings* to Deliver Agent Branded Mobile and Facebook MLS Search App

Last week, MLSListings, Inc. announced the launch of a new agent branded mobile and Facebook application, *pocketListings*, through its PERKS program.

pocketListings, developed by Netitude Corporation, is a mobile real estate search application that agents can distribute to their prospects just like business cards. With *pocketListings*, consumers can search properties, view property details and pictures, as well as mark their favorites to share via social networks.

pocketListings is available only through an agent, and unlike other free apps, has been designed with the agent's business in mind maximizing their return from marketing expense.

"Today's home-buyers demand availability of data 'anytime or anywhere' and use of the *pocketListings* application can help facilitate collaboration between agents and their clients in a more expedient manner," said Jim Harrison, president and CEO of MLSListings. "No other MLS in Northern California is offering this cutting edge marketing tool to agents and brokers, and we're very excited to make it available to our customers through our partnership with Netitude."

Using *pocketListings*, MLSListings subscribers can easily set up a branding profile and have their app ready to distribute in just few minutes. In addition they can also add property search to their Facebook business pages giving their clients an option to search properties without leaving their social network.

"MLSListings is a pioneer in providing cutting edge tools not only to its member agents but also to home buyers and sellers in the Bay Area" said Nagendra Shukla, CEO and co-founder of Netitude. "We are pleased to partner with MLSListings for services that enable agents to compete and win in the vibrant housing market in California."

For more information, please visit the [pocketListings](#) page as well as other products and services offered through MLSListings' PERKS program of business building offerings available at portal.mlslistings.com/perks.

REALTOR® Ratings Program Expands: Broker Toolkit, Association Events

Last winter, MLSListings, Inc., in partnership with the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) began testing a REALTOR® Ratings pilot program for real estate professionals designed by independent consumer review agency Quality Service Certification, Inc. (QSC).

The program provides brokers and agents within northern California with an independent, credible customer service rating system, populated by real client reviews and marketable to the general public via the broker or agent's own website, email signature and other channels, as well as the QSC consumer website and referral network. It answers the misinformation and inconsistency rampant in various existing social rating sites with a clear, consistent and dependable third-party program that provides an accurate and credible valuation of an agent's performance.

To date, more than 2,700 surveys have been sent to buyers and sellers after the close of the transaction through the pilot program, and over 20 percent of these have been returned. As a result of this success, C.A.R. and the MLSListings Board of Directors have elected to expand the program beyond the initial pilot group to make it available to all MLSListings agents and brokers.

Association Events Planned

In the coming weeks, C.A.R. and MLSListings will be visiting each Association to present the program to subscribers. As dates are finalized, additional details about the upcoming Association events will be published in the [REALTOR® Ratings](#) section of our online information center at portal.mlslistings.com. Stay tuned! You can also check with your Association to find out when the REALTOR® Ratings presentation will be hosted at your preferred location.

Broker Toolkit Available

Additionally, MLSListings has developed a [Broker Communication Toolkit](#) containing many useful resources that can be repurposed in a variety of communication channels, also available online in our REALTOR® Ratings section.

Resources include:

- Key Messaging Document – Agent/Broker Benefits
- Program Overview Powerpoint – For use in office presentations
- FAQs
- REALTOR® Ratings Press Release – issued March 14, 2011
- Get Started Video
- MLSListings Portal Pages
- Intranet/Banner Taglines
- Sample Stock Photo Images
- Newsletter/Intranet Story Copy
- Social Media Inserts
- Agent Flyer
- Broker Flyer
- Other Marketing Resources/Tactics

RPR Announces New BPO Certification, Broker Resource Center

The REALTORS Property Resource (RPR) team has announced some important new features available for agents and brokers alike. In addition to a new income-generating opportunity via BPO certification, RPR has launched a new website for best practices idea-sharing and a Broker/Manager resource center with free promotion and training support for offices. Access to RPR is available exclusively for MLSListings subscribers via the link from the homepage at pro.mlslistings.com.

Grow your income through BPOR and RPR

If you attended the NAR MidYear meetings in Washington, DC, you may have heard about the launch of NAR's newest certification, "BPOs: The Agent's Role in the Valuation Process." The REALTORS Property Resource (RPR) plays a unique role in this certification, providing BPO orders to members who complete the class and application process.



Driven by the default market, BPOs play a more important role than ever, with some 10 million orders expected this year, according to NAR. Through RPR's relationships in the valuations industry, NAR has secured a special advantage for REALTORS® who obtain the BPOR certification: enrollment in a panel of preferred BPO providers immediately upon completion of the application, with priority treatment for receiving BPO orders.

How it works is simple:

- Take the one-day class, "BPOs: The Agent's Role in the Valuation Process" [[enroll](#)]
- Complete the application at bpor.org
- Return your enrollment materials as a preferred BPO provider via RPR

Enrollments in the BPO panel began in June, and by July, the average number of orders received by each member on the preferred panel was eight per month. That equates to more than \$400 in additional income per member per month.

Based on current participation in this program, more than \$3 million in BPO order income is available each month through RPR to members who complete the BPOR certification. The course is now available in more than 60 classroom settings around the country, and has recently launched online through REALTOR® University, as well.

To learn more and sign up to earn BPOR and receive your BPO orders, please visit the following resources:

- NAR press release on the launch of "[BPOs: The Agent's Role in the Valuation Process](#)"

- Download the [BPOR flyer](#)
- Classroom [schedule and enrollment information](#)
- Take the class [online through REALTOR® University](#)
- Certification Web site: bpor.org

We encourage you to take advantage of this exciting opportunity to increase your skills and earn a new source of income.

New RPR blog/website released

RPR's updated [blog](#) and website includes some significant free resources for agents and brokers – including marketing and information pieces, videos and live training classes. Find out how RPR can impact your company and your business, and how to make the most of this tremendous REALTOR® only member benefit.

RPR has also recently launched a new website called MyRPR.com, designed to let RPR users tell their success stories by creating and uploading their own videos highlighting how RPR has helped them in their everyday businesses. Learn from other users, MLSs and Associations about how they use RPR to save time, be more productive, and distinguish themselves from the competition.

Broker/Manager Resource Center

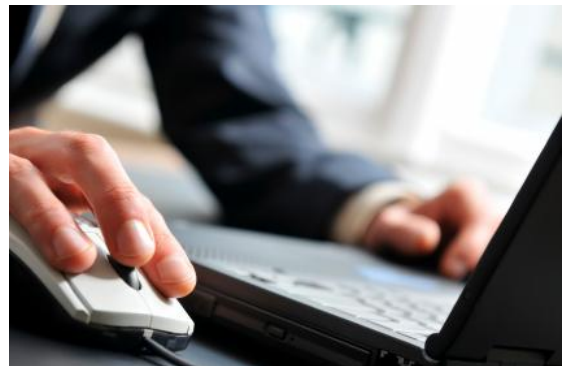
Along with the redesigned RPR blog, RPR staff has created additional value for brokers and managers, by developing the [Broker Manager Resource Center](#). This is designed to offer three specific areas of value:

- A section dedicated to training brokers and managers on the value that the RPR system can create for their agents, as well as an overview of the Broker Tool Sets, which are currently in beta testing. Training can be done via videos, or live, weekly classes.
- A set of communication templates which companies can use to promote RPR features and benefits to their agents, and encourage them to register for RPR and create market value for their clients and customers.
- A set of weekly sales meeting modules including videos on RPR key features, as well as printable support pieces to use at your company sales meeting.

“Last Chance for Laptops” Matrix Modules Workshop -- October 11

For those of you who still haven't explored Matrix, we have one final Matrix Modules onsite workshop at MLSListings HQ on October 11. Reserve your space today and bring your laptop!

Each module is 50 minutes long, and will provide in-depth small-group training on a



particular area of Matrix. **Users bring and work on their own laptops** during the course, and each module is limited to 12 participants.

Matrix Modules, October 11 at MLSListings, Inc. HQ

Matrix Module 1: Homepage	9:00am to 10:00am
Matrix Module 2: Searching	10:00am to 11:00am
Matrix Module 3: Map Search/ Open Forum	11:00am to 12:00pm
Matrix Module 4: Auto Email/ Save Search	1:00pm to 2:00pm
Matrix Module 5: Customization	2:00pm to 3:00pm
Matrix Module 6: CMA/ Open Forum	3:00pm to 4:00pm

For more information and to register for one of these modules at our headquarters, visit our [Train at MLSListings](#) page.

Our Outreach and Education Services department has booked close to 150 events this fall to ensure that all subscribers, regardless of office size, have access to Matrix training. It is critical that users plan to attend a series of Matrix training courses to gain a full and complete understanding of not only its basic functions, but the many time-saving options that can help keep you away from your desks and out servicing clients. Check with your Association's calendar to reserve your spot. For our complete training calendar with all the planned events through the end of the year, click [here](#).

We have also significantly enhanced our online [24/7 Training site](#), with additional How To's and Tutorials, as well as Learning Tracks offering users a step-by-step guide to learning Matrix including all related course materials. Make sure you review these resources and get your plan together for your Matrix training – or refresh – before November 15!

Call for Nominations: MLSListings, Inc. 2012 Board of Directors

We are now accepting nominations for our 2012 Board of Directors, and Association Executives are encouraged to submit candidate recommendations to Carol Martin at cmartin@mlslistings.com. Comprised of brokers and Association representatives, the Board of Directors is responsible for providing strategic direction over the long term business plan and day-to-day operations for MLSListings, Inc. and the more than 18,000 agents, brokers and affiliates in northern California that we serve.

The positions open for which we are accepting nominations are:

- 2 positions in the Small Broker category (1-49 agents who subscribe to MLSListings) *John Leahy and Larry Spiteri's terms end in 2011.*
- 1 position in the Medium Broker category (50-399 agents who subscribe to MLSListings) *Bob Stelzer's term ends in 2011.*
- 1 position in the Large Broker category (400+ agents who subscribe to MLSListings) *Larry Knapp's term ends in 2011.*

Our Board of Directors reflects the diversity of the community served by drawing from organizations of differing sizes, marketing models and geographies. The MLSListings Board is made up of 15 Directors.

12 are elected by a Nominating Committee (comprised of MLSListings, Inc. Board and Association representatives), and these seats are held in equal portion—four each—by brokers representing offices with less than 50 agents; offices with 50 to 399 agents and offices with more than 400 agents. The remaining three seats are elected by the Member Nominating Committee (comprised of Association representatives). All terms are for three years.

Nominating Committee-elected Director candidates must be a broker-owner or senior officer of a real estate brokerage firm which subscribes to the services of the corporation.

There is also an Association Director position to fill by the 8 Member association owners.

Market Square Webcast Sept. 28: Custom IDX Websites

The screenshot shows a real estate listing for 3371 CECL AV, SANTA CLARA, CA 95050, priced at \$799,000. The listing includes a photo of the house, a 'Virtual Tour' link, and a 'Request More Info' form. The form fields include: Subject (More Information Request on Listing #61118436), Email Address, Name, Phone, and Message (Please send me more information on listing #61118436 (3371 CECL AV SANTA CLARA, CA 95050)). A green 'SEND' button is at the bottom of the form.

Market Square is a free, 30-minute webinar series provided by MLSListings, Inc. to help our subscribers make informed choices about the best-in-class third-party products and services they are considering to enhance their business.

The program offers in-depth product overviews during Market Square Wednesdays, twice each month, and seminars on assembling these products into an overall business strategy on Business Building Fridays, twice each

month.

Our next event is Wednesday, September 28 at 11:45am: MLSListings Custom IDX Websites. [Register today!](#) For more information on this product visit our PERKS page, [here](#).

Market Square Wednesdays provide a detailed review of a single featured product, highlighting its key benefits, and a direct demonstration of how users can get started and apply it in their daily business.

Additional information and registration opportunities are available in the Market Square section of our [PERKS](#) site, which also features our entire offering of industry-vetted business-building products and services.

Upcoming Key Dates

Sept. 21-24, 2011	C.A.R. Fall Meetings and EXPO, San Jose
Sept. 28, 2011	MLSListings Board of Directors Meeting*
Oct. 5-7, 2011	Council of MLS (CMLS) Conference, Tucson, AZ
Oct. 19, 2011	MLSListings Board of Directors Meeting
Nov. 11-14, 2011	NAR 2011 REALTORS Conference and EXPO, Anaheim
Nov. 15, 2011	Progression cutover to Matrix

** date may change*

A complete list of regional/national industry events and available registration links can be found on the [Events Calendar](#) at www.mlslistings.com.

Upcoming Training Opportunities

Our Education and Outreach Services team continues to expand the breadth and scope of its outreach to subscribers, providing both training opportunities and informational visits to keep you apprised of the information and tools you need to close deals and sustain and grow your business.

Training events include new agent orientations, Association seminars, webcast tutorials, and hands-on lecture-lab courses. In addition to instructor-led training, we offer a full suite of online resources in the [Training](#) section of our online information Portal to support users before, during and after instruction -- including How Tos and tutorial videos, as well as Learning Tracks to guide users through a multiple-course curriculum.

Look for our ongoing training services on your Association calendars, or visit our [Events](#) page in our enhanced online information Portal for the latest schedule. Onsite training events at individual companies can be scheduled by contacting Mark Messimer at mmessimer@mlslistings.com.

Upcoming Association training events:

- Sept. 22 - Matrix Essentials @ 9:30am
Location: SAMCAR
- Sept. 22 - Matrix Advanced @ 11:30am
Location: SAMCAR
- Sept. 22 - Matrix Masters @ 2:00pm
Location: SAMCAR
- Sept. 26 - Matrix Essentials @ 10:30am
Location: PVAOR

- Sept. 26 - Matrix Advanced @ 1:00pm
Location: PVAOR
- Sept. 28 - Realist Essentials @ 10:30am
Location: CVAR
- Sept. 28 - Listing Management @ 1:00pm
Location: CVAR
- Sept. 30 - Matrix Essentials @ 9:30am
Location: SILVAR
- Sept. 30 - Realist Essentials @ 10:30am
Location: SBCAOR
- Sept. 30 - Matrix Essentials @ 10:30am
Location: SCCAOR
- Sept. 30 - Matrix Advanced @ 11:30am
Location: SILVAR
- Sept. 30 - Matrix Essentials @ 1:00pm
Location: SBCAOR
- Sept. 30 - Matrix Masters @ 1:00pm
Location: SCCAOR
- Sept. 30 - Matrix Advanced @ 2:00pm
Location: SILVAR