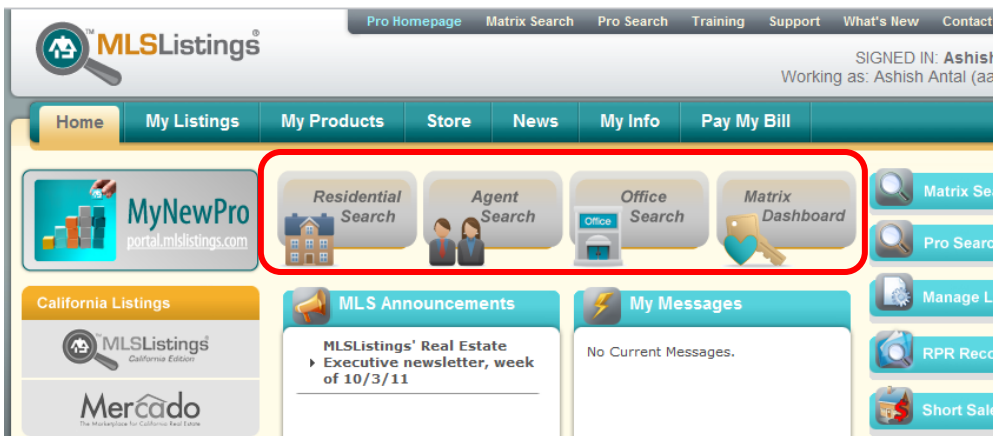


## Sneak Preview: Matrix Links Coming to Pro Homepage 10/31 Mean 'Fewer Clicks'

On Monday evening, 10/31, we will be implementing several system enhancements as part of our ongoing effort to address key user feedback requests in Matrix. Most significantly, we're adding four links at the top of the Pro homepage to help subscribers quickly and easily get to the screens in Matrix they access most.



In the above graphic, the **Residential Search** button lands directly into the Matrix search screen that enables users to search for Single Family, Townhome and Condo properties.

The **Agent Search** button goes to Agent Roster search screen. Correspondingly, the **Office Search** button goes to Office Directory search screen.

**Matrix Dashboard** continues to the user-customized front page in Matrix, offering quick access to the specific features each user has set up within Matrix -- such as favorite searches, custom statistics, carts, and market watch counts.



The Dashboard also automatically shows the most recently emailed contacts, and visitors to your Matrix Client Portals.

## In This Issue

### TOP STORIES

**Matrix Links Coming to Pro Homepage 10/31 Mean 'Fewer Clicks'**

**Special Webcast for Brokers 10/27 Introduces RPR Broker Tool Sets**

**C.A.R. Legal Brief on Private MLSs/ MLS Clubs**

**September 2011 MLSListings Market Indicators Report**

**C.A.R. 2012 Forecast**

### MLSLISTINGS NEWS

**Matrix Readiness Update: Association Training**

**Market Square Wednesday Webcast 10/19: Mobile Technologies**

**PERKS: Updates from Point2, New WordPress IDX Solutions from iHomeFinder**

**Monthly Department Reports: September 2011**

### IN EVERY ISSUE

**Key Dates**

**Upcoming Training Events**

In addition to the new Matrix links from the Pro Homepage, after 10/31 users will notice the updated position of the Messages space, to give prominence to important personal notices such as listing photo reminders and COE expiration warnings, as well as important system announcements such as maintenance events. The promotional video space will be moved below the Messages space on the post-login Pro homepage.

The 10/31 maintenance event also adds some key enhancements to Matrix, requested by users:

- The **Auto Email Subject Line** is expanded from 50 to 200 characters, so users may include additional information with the Auto Email that goes out to their clients. *Remember that the subject line will remain the same with each mailing, unless you change it within Auto Email Settings.*
- **Parcels on/off checkbox** will enable users to unclick the Parcel Boundary layer in Map Search and Map Results. Because the Parcel Boundary layer is an overlay on top of Bing Maps, occasionally the parcel lines cover parts of a Street Name. Deselecting the checkbox will make the parcel lines disappear. Reselecting will show parcel lines again. *Note that Parcel Boundary is only available in 2D format, so they will not show when you are in the defaulted "show angled view".*

Full details on these enhancements and other minor bug fixes will be available in our [Release Notes](#) section on the day following the release.

### **Attention Brokers: Special Webcast 10/27 Features New RPR Broker Tool Sets**



MLSListings Brokers are invited to sign up for a special first-glance webinar presentation featuring the newest addition to the RPR Broker/Manager Resource Center: RPR Broker Tool Sets, designed to help Brokers and Managers

understand the unique, game-changing value of RPR in the real estate industry, and to arm you with the tools, templates and action plans to educate and support your agents in implementing RPR as a tool in their day-to-day activities.

**Thursday, October 27, 1:00pm PDT**

[Register](#)

The RPR Broker Tool Sets (BTS) are designed to benefit real estate organizations by providing high value tools to brokers and managers in order to leverage the

powerful RPR database across their entire market area. To facilitate the BTS, RPR has developed an extensive back-office infrastructure, with management functions that include a set of four powerful tools: Broker Branding, Affiliated Service Promotion, Data Analysis Tool and a Chart Service. These tools include:

- **Company Branding:** Available for RPR application display and agent generated reports for consumers
- **Affiliated Services Support:** Mortgage, Title, Home Warranty, Insurance, etc.
- **Chart Service:** Importable graphic charts for use in company intranet, website or marketing
- **Data Tool:** Market share reports, trends and forecasting- across multiple MLS's, in one format

Sign up for the webcast to learn about and take advantage of the Broker Tool Sets and the entire suite of RPR resources especially for Brokers available in the Broker Resource Center. Space is limited to the first 100 registrants -- [reserve your spot today!](#)

### **C.A.R. Legal Brief: Participation in Private MLSs/ MLS Clubs**



With the advent of the Internet and social networking, many REALTORS® have noticed the development of online private MLS groups, such as Producer's Forum, that operate outside of the MLS.

Oftentimes, these private groups set up certain rules for membership such as requiring that the listings submitted through the club can be marketed exclusively to the club and kept off MLSs that only select individuals can participate and that offers of compensation meet certain minimums. Furthermore these same private group members are, for the most part, members of established MLSs governed by MLS rules and the REALTORS® Code of Ethics (COE).

In response to this growing trend of online private MLS groups, the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) has developed a legal brief reminding agents and brokers of the various MLS and COE rules implicated by participation in these private MLSs, as well as the legal concerns and risks.

We encourage you to review this briefing document, found at the C.A.R. website at [www.car.org/legal/mls/legal-brief-private-mls-clubs/](http://www.car.org/legal/mls/legal-brief-private-mls-clubs/), for specific guidance.

## September 2011 Market Indicators Report

*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 recently began 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' September 2011 County Indicators Report, based on performance in Monterey, Santa Clara, San Mateo, San Benito and Santa Cruz counties, reveals some significant drops in inventory and new listings from last year. While partially attributable to seasonal fluctuations, this may be a trend to watch as we move into the traditionally slower business cycle. San Benito remains hard hit (sales volume), as do Morgan Hill and Gilroy where REOs and Short Sales make up between 50% and 60% of active listings.

### Closed Sales – Single Family

Compared to the same month last year, San Mateo County showed the most strength with a 25% increase in Closed Sales. San Benito had the largest drop at 12% and Monterey sales dropped 4%. There were negligible changes in Santa Clara, which remained flat, and Santa Cruz County was up one percent.

Compared to the same month last year, Single Family sales decreased in all Home Counties except in San Benito County where they were up just 5%. Closed Sales were down 15% in both Santa Clara and Santa Cruz Counties, and down 6% and 5% respectively in San Mateo and Monterey Counties.

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

<b>Home Counties - Single Family Closed Sales</b>					
	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Sep '04	314	75	588	1473	264
Sep '05	327	78	507	1339	224
Sep '06	156	35	398	887	134
Sep '07	78	16	254	506	78
Sep '08	308	66	298	902	143
Sep '09	385	42	395	1026	174
Sep '10	267	49	324	836	139
Sep '11	255	43	405	839	140
2011 vs. Highest # Sales	-33.8%	-44.9%	-31.1%	-43.0%	-47.0%

## Inventory

Compared to the same month last year, Inventory was down in all Home Counties for the second month in a row. Santa Clara County showed the largest drop at 20%, followed by San Mateo County with a drop of 16%. San Benito County inventory was down 13%, Monterey County down 12%, and Santa Cruz County down 10%.

Compared to last month, there were slight fluctuations of Inventory in the five Home Counties with the exception of San Benito where there was a 12% drop. (Side note: San Benito County had zero sales of condos/townhomes in September). Inventory was up just 1% in San Mateo County from last month, down 4% in Santa Cruz County, down 2% in Monterey County, and down just 1% in Santa Clara County.

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

<i>Home Counties - Single Family Inventory</i>					
	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Sep '04	1104	189	1050	2680	764
Sep '05	1584	252	1229	3060	929
Sep '06	2437	428	1543	3926	1300
Sep '07	2733	475	1709	4875	1263
Sep '08	2741	452	1927	5772	1283
Sep '09	1499	228	1544	3432	947
Sep '10	1877	309	2091	4812	1073
Sep '11	1651	269	1750	3856	971
2011 vs. Highest # Inv.	-39.8%	-43.4%	-16.3%	-33.2%	-25.3%

## New Listings

Compared to the same month last year, New Listings were down in all of the five Home Counties for the second month in a row. San Benito County showed the largest drop at 31%, Santa Cruz County followed at 22%, San Mateo County was down 18%, Santa Clara County down 17%, and Monterey County was down 5%.

Compared to last month, New Listings were also down in all the Home Counties. San Benito County showed the largest drop at 26%, followed by Santa Cruz with a 23% drop. Monterey County dropped 13%, San Mateo dropped 4%, and Santa Clara County dropped 2%.

The following chart shows the largest number of New Listings in the Home Counties for the month of September beginning in 2004. The comparison at the bottom shows the percentage difference between 2011 vs. the largest number of

new listings in the range. (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
Sep '04	419	92	697	1822	286
Sep '05	570	121	817	2250	400
Sep '06	487	116	777	2006	294
Sep '07	441	109	698	1730	266
Sep '08	658	119	758	1889	297
Sep '09	477	67	612	1422	219
Sep '10	389	81	696	1531	229
Sep '11	371	56	574	1264	179
2011 vs. Highest # List	-43.6%	-53.7%	-29.7%	-43.8%	-55.3%

### Median Price

Compared to the same month last year, there was a drop in Median Price in all five Home Counties except in Monterey County where there was a 12% increase. Both Santa Clara and San Mateo County median prices dropped 9%, Santa Cruz County dropped 6%, and San Benito County Median Price dropped 5%.

Compared to last month, Monterey County median price increased 11%, San Benito County increased 3%, and Santa Cruz County increased a slight 1%. San Mateo County decreased 14%, and Santa Clara County median price decreased 5%.

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

<i>Home Counties - Single Family Median Price</i>					
	Monterey	San Benito	San Mateo	Santa Clara	Santa Cruz
Sep '04	\$575,000	\$520,000	\$750,000	\$630,000	\$639,000
Sep '05	\$680,000	\$590,000	\$865,000	\$733,000	\$750,000
Sep '06	\$680,000	\$574,500	\$833,000	\$769,000	\$750,000
Sep '07	\$672,950	\$525,000	\$909,359	\$845,000	\$702,500
Sep '08	\$280,000	\$320,250	\$755,000	\$600,000	\$475,000
Sep '09	\$225,000	\$270,000	\$698,500	\$565,000	\$535,000
Sep '10	\$250,000	\$275,000	\$713,500	\$624,500	\$525,000
Sep '11	\$280,000	\$260,000	\$646,000	\$570,000	\$495,000
2011 vs. Highest Med \$	-58.8%	-55.9%	-29.0%	-32.5%	-34.0%

## Days on Market

Compared to the same month last year, Days on Market decreased 29% in San Benito County, increased by 6% in Santa Cruz County and 5% in Monterey County, and remained flat in both San Mateo and Santa Clara Counties.

Compared to last month, Days on Market increased by 22% in San Mateo County and 11% in Santa Cruz County, remained flat in Santa Clara County, and dropped by 19% in San Benito County and 2% in Monterey County.

## Merced, Stanislaus, and San Joaquin Counties – Single Family

Merced, Stanislaus, and San Joaquin County data have been combined into one set of graphs. (Sept. 2009 – Sept. 2011)

The number of properties for sale in the Three County Area was down 51% in September, slightly down from 53% in August, and the number of sold properties was down 70% in September compared to 63% in August. The largest number of Closed Sales for the two-year period occurred in September 2009 at 63. There were 19 sales in September. New listings were down 46% at 44 for September 2011. The largest number of new listings occurred in March of 2010 at 114. Properties under contract dropped 14% to 38. Average Days on Market increased 210% for the two-year period, and Median Price dropped 18% to \$155,000. 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 (Sep 2009 – Sep 2011)

The number of properties for sale increased 7% from September 2009 to September 2011. The number of sold properties is relatively consistent, and increased 2% this September, compared to September of 2009. There were 190 sales in September 2009 and 193 in September of 2011. New listings were up 2% at 386, and properties under contract were up 28% at 244. Median Price dropped 6% to \$670,000 in September 2011 compared to \$715,000 in September of 2009. Days on Market were down 12%. There are roughly 3 months of inventory, which is down 22% from September 2009.

*Note: Data is tabulated from the 5<sup>th</sup> of the month to the 5<sup>th</sup> 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.*

## Matrix Readiness Update: Association Training



As we continue to prepare for the upcoming cutover to Matrix by November 15, we have implemented several additional actions to ensure subscribers are aware and prepared well in advance of the cutover. Our most critical training tutorials are prominently displayed on the homepage of [pro.mlslistings.com](http://pro.mlslistings.com), for easy access.

Our phone campaign and 'speed bump' reminder in the Pro Search link are additional reminders to users that on November 15, the Pro Search link will no longer be available. And resources are always available online at our [MyNewPro](#) site.

Make this week the one you schedule your Association training. Our events [calendar](#) has the latest schedule.

Here are the upcoming [Association Matrix training events](#) from now till the cutover (check with your Association for times and details):

CVAR (Central Valley) – Nov. 15  
MCAR (Monterey) -- Oct. 27; Nov. 8, 15  
PVAOR (Pajaro Valley) -- dates TBD  
SAMCAR (San Mateo) -- Oct. 19, 24; Nov. 2, 9, 15  
SBCAOR (San Benito) -- Oct. 19; Nov. 1, 11  
SCCAOR (Santa Clara) -- Oct. 18, 25; Nov. 4, 7, 8, 14, 15  
SCCAR (Santa Cruz) -- Oct. 21; Nov. 4, 14, 15  
SILVAR (Silicon Valley) -- Oct. 17, 26; Nov. 4, 8, 15

**Space is limited  
-- book your  
Association  
training today!**

Our online [24/7 Training site](#) is another great resource to supplement and/or gain advance knowledge for these courses, offering How To's and Tutorials, as well as Learning Tracks providing users with a step-by-step guide to learning Matrix. We're less than 30 days out – now is the time to prepare!

## C.A.R. 2012 California Market Forecast



The CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) has released its 2012 California Housing Market Forecast, predicting very slight increases in sales and prices for the state next year, noting funding challenges for residential mortgages as a primary challenge. To read the full report and view the video, click [here](#).

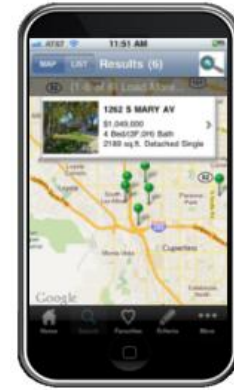
## Market Square Wednesday Webcast 10/19: Mobile Technology

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, and seminars on assembling these products into an overall business strategy during our Business Building Fridays.

Our next event is Wednesday, October 19 at 11:45am: Mobile Technology, an overview of MLSListings mobile technologies and how they fit into your marketing strategies. [Register](#) today to reserve your space!

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.



### **PERKS Update: Point2 adds syndication partners, live webinars; iHomeFinder launches IDX for WordPress**

Our PERKS program vendors not only offer best-in-class business products and solutions that can help you build, manage and grow your business – they also continue to update their offerings and provide additional features. Included in this update are new training resources and syndication partners from Point2, as well as a new feature from iHomeFinder, offering customized IDX specifically for an existing WordPress site and including the enhancements in lead capture, search engine optimization (SEO) and social sharing via Facebook and Twitter.

#### **MLSListings IDX for WordPress**

This month, our partner in website solutions, iHomefinder, launched our new IDX for Wordpress product line, offering elegant IDX search customized for an existing WordPress site. MLSListings IDX for WordPress works with many themes, installs in 30 seconds with the 'instant-on' process, and features drag-and-drop widgets for search and property listings display. Because the search is not framed, all SEO 'credit' goes straight to your site, improving site rank in search engines, and the product allows social media sharing via Facebook and Twitter, with customizable lead capture. Additional features include email alerts, showing requests, property organizer and more. Agent and Pro Agent versions available. For more information view the online [demo](#) or contact [iHomefinder](#) to get started. To learn more about WordPress, click [here](#).

#### **Point2**

In a recent newsletter to MLSs, Point2 provided its most recent list of syndication partners, as well as updates about new webinars available to clients.

#### **Free live webinars**

Each month, subscribers are invited to attend one of the numerous webinars hosted by Point2. In these presentations, a live speaker explains Syndication, its value and how it pertains to them as a member benefit offered by MLSListings. Information on advanced Point2 product types is also made available, along with a webinar special offer for attendees, should they decide to upgrade. At the culmination, the presenter holds a Q&A session to answer any questions. This

week, the webinars are hosted twice daily, Monday through Thursday. For a list of upcoming webinar times and dates, click [here](#).

### Syndication Partner Update

Here is the latest update to the Point2 Syndication Network: Live Partners

Adicio.com	MBG Partners, LLC (Mexico Buyer's Guide)
Backpage.com (manual Partner)	MilitaryFSBO.com
Bilingual Marketing Group and VivaReal.com	Mitula (US, Canada, Mexico, Portugal, France, India)
CampusHomesOnline.com (Homes near College and University Campuses)	New York Times - Paid syndication
Clickable Directories, Inc.	MoveThatBlock.com
CLR Search	Oodle
ConsumersGuideToRealEstate.com	Ovlix.com
Craigslist (manual partner)	PCS Real Estate Services
DataSphere (formerly SecondSpace Corporation) - (aka LandWatch.com and ResortScape.com)	Point2Homes.com
eBay (manual paid syndication)	HouseHunting.ca
eBay.ca (manual paid syndication)	PropertyShark.com
ePropertyStop.com	propertyfeast.com (India only)
Cyberhomes	R2RRealEstate.com
Foreclosure.com	RE605.com (specific to area code 605 in South Dakota)
FrontDoor.com	Real Estate Active
Google - Adwords options available	RealEstateChannel.ca (Canada)
Homefinder.ca (Canada Only)	RealTown
Homefinder.com	RealtyShowcase.tv
HomeGain.com	RealtyPin.com (Formerly knowYourNewHome.com)
HomeHippo.com	RealtyStore.com/Ultraforeclosures.com
HotPads.com	Relocation.com
HousingBlock.com	RentCompass.com (Canada)
Real-Buzz.com by Immobel.com	Trader Corporation (homeTRADER.ca)
JunoDomains.com	Trovit.S.L. (United States, Canada, Argentina, Mexico, Columbia)
Kazork	Trulia.com
thehousingpages.com	Vast.com
LakeHomesUSA.com (includes OceanHomesUSA.com and RiverHomesUSA.com)	Zillow Yahoo! Real Estate
ListingFree.com (previously NewsyHomes.com)	Zoocasa (Canada only)

### Upcoming Key Dates

Oct. 19, 2011	MLSListings Board of Directors Meeting
Oct. 27, 2011	MLS Advisory Group Meeting, MLSListings HQ
Nov. 2, 2011	MLS-Association BRIDGE Meeting, MLSListings HQ
Nov. 11-14, 2011	NAR 2011 REALTORS Conference and EXPO, Anaheim
Nov. 15, 2011	Progression cutover to Matrix is live

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

## Monthly Department Reports – September 2011

### Compliance

The Compliance Department handled 685 calls and 1,009 cases in September. The department worked 917 newly reported violations and 91 pending cases from the previous week. The majority of these calls involved remarks violations, incorrect statuses and no photo. Of the 917 newly reported violations 842 of them were resolved and for pending cases 92% were resolved. In addition, 426 listings were reported via *report a listing*, bringing the current year to date total to 4,294.

### Education & Outreach

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.

For the month of September, the Education Services Team conducted a total of 99 classes and orientations with 1,188 attendees, including the following classes:

Education Services	September 2011	
	Classes	Attendance
MATRIX Essentials	36	434
MATRIX Advanced	23	297
MATRIX Masters	8	78
MATRIX Easy 1	5	52
MATRIX Easy 2	7	75
MATRIX Easy 3	1	8
MATRIX Modules	6	71
MATRIX/ Realist CMA	1	48
<b>Total</b>	<b>87</b>	<b>1,063</b>

Training events include new agent orientations, seminars, webcast tutorials, and hands-on lecture-lab courses. In addition to instructor-led seminars, we offer a full suite of online resources including How-Tos and tutorial videos available on our [Training](#) section of our online information portal.

We encourage you to promote our ongoing training services on your Association calendars, and to visit our [Events](#) calendar for the latest schedule. Onsite training events at individual companies can be scheduled by contacting Mark Messimer at [mmessimer@mlslistings.com](mailto:mmessimer@mlslistings.com).

## **Call Center/Support**

In September, the Call Center handled 5,558 cases, resolving 99.6% or 5,533 cases. 163 of these cases were related to MLSListings Pro access, searching and reports; 573 cases related to Matrix; 1,303 concerned listing assistance; 142 concerned HomeWorks and 468 concerned reciprocal access. The remaining cases were requests for basic support, with 684 regarding security, 651 regarding account settings, 247 regarding PERKS products and 38 cases related to mobile access. The average call length was 4 minutes, 32 seconds.

Of the total number of Matrix cases, 156 concerned Search; 126 concerned Client Portal/Auto Email; 142 concerned Reports/Displays; 27 concerned CMA; 22 concerned maps and 28 concerned statistics. Of the total number of reciprocal access cases, 319 were regarding the East Bay MLSs; 56 regarding SFAR and 68 regarding MetroList.

## **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](mailto:mmessimer@mlslistings.com).

Upcoming Association training events:

- Oct. 17 - Matrix Essentials @ 9:00am  
Location: SILVAR
- Oct. 17 - Matrix Advanced @ 11:00am  
Location: SILVAR
- Oct. 17 - Matrix Masters @ 2:00pm  
Location: SILVAR

- Oct. 18 - Matrix Essentials @ 10:30am  
Location: SCCAOR
- Oct. 18 - Matrix Advanced @ 1:00pm  
Location: SCCAOR
- Oct. 19 - Matrix Essentials @ 9:30am  
Location: SAMCAR
- Oct. 19 - RPR Essentials @ 10:30am  
Location: SBICAOR
- Oct. 19 - Matrix Advanced @ 11:30am  
Location: SAMCAR
- Oct. 19 - Matrix Essentials @ 1:00pm  
Location: SBICAOR
- Oct. 19 - Matrix Masters @ 2:00pm  
Location: SAMCAR
- Oct. 21 - New Agent Orientation @ 10:00am  
Location: SBICAOR
- Oct. 21 - New Agent Orientation @ 10:00am  
Location: SILVAR
- Oct. 21 - Matrix Essentials @ 10:30am  
Location: SCCAR Soquel
- Oct. 21 - Matrix Advanced @ 1:00pm  
Location: SCCAR Soquel
- Oct. 24 - Matrix Essentials @ 9:30am  
Location: SAMCAR
- Oct. 24 - Matrix Advanced @ 11:30am  
Location: SAMCAR
- Oct. 24 - Matrix Masters @ 2:00pm  
Location: SAMCAR
- Oct. 25 - Matrix Essentials @ 10:30am  
Location: SCCAOR
- Oct. 25 - Matrix Advanced @ 1:00pm  
Location: SCCAOR

- Oct. 26 - Matrix Essentials @ 9:00am  
Location: SILVAR
- Oct. 26 - Matrix Advanced @ 11:00am  
Location: SILVAR
- Oct. 26 - Matrix Masters @ 2:00pm  
Location: SILVAR
- Oct. 27 - Matrix Advanced @ 11:00am  
Location: MVAR
- Oct. 27 - Matrix Essentials @ 1:00pm  
Location: MVAR