



FAQs

Resources

Legal Updates

Tech Support

Bay East BrokerCentric – December 2025

Essential updates and tools for brokers and office leaders

A Note from Your Broker Engagement Team

Hi,

Here's a quick update for you this month. Bay East currently has executive office suites available for lease—an option worth considering if you're planning to expand your brokerage or need dedicated, professional meeting space. Details are available [here](#).

In addition, the 2026 Bay East Inaugural is set for February 7. This annual event brings the REALTOR® community together to recognize leadership and honor industry achievements. More information is available [here](#).

→ Bay East Updates

New Member Courses Have New Deadlines: New REALTOR® members and MLS Participants and Subscribers now have 30 calendar days from their join date to complete their required orientation classes (previously 60 days). This shorter time frame supports a smoother onboarding experience, ensuring new agents are fully prepared to engage with the Association and MLS before launching their business. For more info, contact the Membership Department at memberservices@bayeast.org.

→ MLS Policy & Code of Ethics Updates

The NAR Board of Directors has approved several MLS Policy and Code of Ethics updates during its November 17, 2025 meetings. These changes will influence MLS practices and responsibilities nationwide. Bay East will integrate any required updates into our MLS Rules and Regulations, with details to be published soon. Full report [here](#).

→ Market Stats

October 2025 Market Statistics Now Available: The latest market data for October 2025 is now available. [These insights](#) help you guide agents in pricing discussions, set production expectations, and understand shifting conditions across the region.

The Story Behind the Numbers: Need help making sense of local real estate markets? Need content for your office meetings? Bay East can help with both! Schedule an in-person or virtual local market update presentation with [David Stark](#), Bay East Chief Public Affairs and Communications Officer.

→ Risk-Reduction

Important Reminder: No Mention of Compensation in the MLS: MLS Rules 7.12, 12.5.1(g), and 12.5.2(g) prohibit any reference to commissions or compensation within the MLS—whether explicit or implied. This rule is especially important right now, violating this section of the MLS rules results in a hefty fine. View the MLS Rules and Regulations [here](#).

→ **Government in Your Business - Advocacy Update**

Bay East is actively involved in advocacy on behalf of you and your agents. We're fighting regional mandatory electric water heater requirements, a sewer lateral inspection at time of sale in San Lorenzo and working on more flexible open house sign rules in Livermore. Need help with a government-related issue? Contact [David Stark](#).

→ **C.A.R. Updates**

New C.A.R. Forms Coming December 16: C.A.R. will release [new and revised forms](#) on December 16, including updates designed to increase transparency around referral fees and clarify responsibilities during transactions. Ensuring your office adopts the current versions helps maintain consistency and compliance across your agents' files.

C.A.R. Industry Leader Town Halls: C.A.R. continues to offer virtual Town Halls for brokers and real estate leaders. These sessions provide timely updates on statewide issues, legal changes, and market developments, giving you early insight into factors that may impact brokerage operations. Register [here](#).

→ **Legal News**

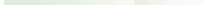
AB 2992: Upcoming DRE Regulations for 2026 - January 1, 2026: A Buyer-Broker Agreement will be required before any virtual or in-person showing. Agreements with individual buyers are limited to 90 days, while agreements with entities (such as LLCs or corporations) may run up to three months. Renewals must follow the same time limits and be signed before the initial agreement ends. Speaking to a potential buyer with no intent to become their agent (at Open House etc.) does not create a Buyer-Broker relationship. For legal guidance, brokers may contact C.A.R.'s Designated Broker Legal Hotline at 213.739.8350. Learn more [here](#).



Highlight of the Month **DECEMBER**

This NAR REALTOR® Magazine article explores how brokerage leaders can refine systems, improve team structures, and adapt to today's expectations around support, culture, and efficiency.

[Click here](#) to learn more.



Let's Stay Connected

Want Bay East at your next office meeting? Our speakers cover MLS Rules, Market Trends, Industry Updates, Bay East Benefits, and more. [Request a speaker](#).

Thank you for being part of Bay East,
— Your Bay East Broker Engagement Team

Kelsey Paredes, Leadership and Member Programs Manager - kelseyp@bayeast.org
Nicole Shivers, Member Programs Specialist - nicoles@bayeast.org



