



Resources for Working with Buyers

We've created a new web page filled with resources for working with Buyers, including upcoming education events, legal resources, NAR updates and more. View the page [here](#).

2024 Inaugural Tickets on Sale Now

Plan to join us for Bay East's biggest annual networking event on January 20, 2024. Incoming President, Barbara Clemons, and the Bay East Board of Directors will be installed at Casa Real in Pleasanton. This event will sell out! [Purchase your tickets today](#). If you have questions about the [sponsorship packages](#), contact [Kelsey Paredes](#).

Education Spotlight: Justifying Your Commission

Attend Michael Soon Lee's class, [Justifying Your Commission](#), on December 6 and learn how agents, brokers, and lenders can show the value they bring to sellers and buyers.

BUZZ



While inventory has been on the rise during the last few months, the number of homes for sale dropped during October and is still significantly less than this time last year.

[Learn more in this week's BUZZ.](#)

MLS Corner

Upcoming MLS Rule Changes

The MLS Management Group (MMG) passed a motion to implement C.A.R. Model Rule 13.7, Listing Broker's Permission, effective December 1, 2023. This rule states that Participants/Subscribers should obtain the listing agent's permission to show a property, whether or not there is a lockbox on the property. You can view the full rule [here](#).

Paragon MLS End-User License Agreement

On December 6, when you log on to Paragon, you will be directed to accept the End-User License Agreement (EULA). To accept the agreement, simply enter your name exactly as displayed on the EULA page.

We are required to register the MLS Database annually with the U.S. Copyright Office to maintain all copyright protections for the property listings compilation. As part of that process, every MLS user must renew the End Users License Agreement each year.

If you have any questions, please contact [MLS Support](#) at 925.730.7100.



Featured MLS Class:

[New Home Source Professional](#)

Nov. 17 | 2pm

Learn how to help your clients find their newly built or build-in process dream home!

Marketing Meetings

In-person locations can be found [here](#). Weekly toursheets available [here](#) (login required).

- [AIMM](#) - Tue. Nov. 14 | Insurance Panel
- [CCMG](#) - Wed. Nov. 15 | Laurel Housh VP Disclosure Source NHD
- [REAL](#) - Thurs. Nov. 16 | Title Panel
- [TCMC](#) - Thurs. Nov. 16 | Union City Police Chief, Jared Rinetti
- [VREN](#) - Fri. Nov. 17 | Content Creation

Celebrate the holiday season with the Marketing Groups! Purchase your [Holiday Party tickets](#) today!

Bay East Bulletin



Elevation: Take Your Real Estate Journey Onward and Upward

Join us on December 5 at 10am for [Elevation 2023](#), our last member event of the year. Hear from a panel of experts as they share insights on buyer-broker representation, best practices from DRE officials, updates on MLS resources, and local real estate market conditions. [Register now](#) and take your real estate game to the next level.



Market Statistics Available Now

Stay up-to-date with the latest sales and trends in your local real estate market by visiting the [community page](#) on our website. The data includes an overview of inventory, sales, pricing, and days-on-market. Schedule a market analysis presentation with [David Stark](#) and get a deeper understanding of the current market conditions.



Build Your Skills with Designations

November is [Designation Awareness Month](#)! To celebrate, the Center For REALTOR® Development (CRD) is offering 20% off designation and certification courses! Take advantage of the wide array of prestigious designations and certifications offered by NAR and its affiliates. To get started visit the [CRD website](#).

