



REALTOR® and Affiliate Wellness Program - RAW

Join Bay East REALTORS® and Platinum Affiliates in a confidential and anonymous setting created for those who may be struggling with anxiety, alcoholism, and addiction. Attend the first meeting of 2024 on Tuesday, January 30 at 12pm at the [Bay East Member Center](#). For more information visit our [website](#) or or contact [Chandra Sievers](#).



RAW: REALTOR® and Affiliate Wellness
Join Bay East REALTORS® and Affiliates to create a fellowship for those who may be struggling with anxiety, depression, alcoholism, and other forms of addiction by providing a safe place to come together and share experiences, strength and hope.

Meeting Info
The meeting will be held on the last Tuesday of each month from 12pm-1pm.

BUZZ



The [REALTOR® Achievement Club](#) certifications will be available February 20. Make sure your inventory is up to date by February 15.

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

MLS Corner

Use RPR to Calculate Turn Over Rates

The most important number to know about your market is the Turnover Rate. By definition, this is the rate, in years, by which people move and sell their house. Check out this RPR short [video](#) on how to calculate it.

The [RPR App](#) is your go-to when you're on the go! Data, tools and reports that will “wow” your clients and help you close more deals. To access RPR, log onto Paragon, click on RPR under the Resources tab or go to [www.narrpr.com](#).

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



Featured MLS Class:
[Basics of Paragon Connect \(Live\)](#)

Feb. 1 | 10am
Join us in-person and learn how to customize the MLS to make it work for you.

Marketing Meetings

- [CCMG](#) - Wed. Jan. 31 | Supervisor Nate Miley
- [REAL](#) - Thurs. Feb. 1 | Andriana Mendez - Senior Downsizing
- [TCMC](#) - Thurs. Feb. 1 | Annette Khaliq - Fire Hazard Severity Zones Disclosures
- [VREN](#) - Fri. Feb. 2| To be Announced
- [AIMM](#) - Tue. Feb. 13 | To be Announced

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

Bay East Bulletin



Buyer Representation Forms

Buyer Representation Class is free for a little while longer! C.A.R. members have an extra opportunity to learn with this free Buyer Representation Forms course. Real estate agents don't just represent sellers, they represent buyers, as well. Learn how these forms can benefit you and secure your buyers in future transactions and your business. Register [here](#) (C.A.R. login required).



What Agents Need Right Now

[C.A.R's Smart Zone](#) is a tool designed to help navigate the real estate market, providing resources and tools to articulate your unique value proposition, market yourselves effectively, and keep your clients informed about market trends. Check out these [videos](#) on the buyer representation agreements and [how to correct misconceptions](#).

