

Bay East BrokerCentric – June 2026

Essential updates and tools for brokers and office leaders

A Note from Your Broker Engagement Team

Hello,

As leaders, protecting your clients and mitigating liability for your agents are always top priorities. This month, we are introducing several vital MLS updates and tools designed to do just that. We've also highlighted upcoming sessions on cybercrime prevention, earthquake preparedness, and masterclasses on creating standout buyer and seller net sheets. Read on to discover how to maximize your Bay East benefits this month.



→ Bay East Updates

Upcoming MLS Changes: Effective July 6, the Cumulative Days on Market (CDOM) count will move from MLS listing reports to the History tab. Additionally, when a listing is marked Sold, Expired, or Cancelled, only the primary photo will display on IDX websites and syndicated portals, while all listing photos will remain accessible within the MLS. [Learn more→](#)

Sewer Lateral Inspection Requirement: The Oro Loma Sanitary District (OLSD) serves San Lorenzo, Ashland, Cherryland, Fairview, portions of Castro Valley, Hayward and San Leandro. Starting August 1, 2026, private sewer laterals must be inspected and - if needed - repaired when a home is sold in the OLSD



service area. For more information contact [Chathu Abeyrathna](#).

Market Updates for Your Office

Meetings: Looking for valuable content for your next office meeting? Bay East can help. Our Public Affairs Director, [David Stark](#), offers local market update presentations designed to help your agents better understand current trends, pricing shifts, and the story behind the numbers in your area.



MARKET UPDATE
Presentation

LEARN ABOUT:

- current trends,
- pricing shifts,
- and the story behind the numbers in your area.

CONTACT US

davids@bayeast.org Contact 

→ Share with Your Office

Cybercrime & Transactional Fraud

Certification: Cybercriminals are targeting real estate transactions through fake emails, AI imposters, wire fraud, and title theft. The Cybercrime and Transaction Fraud Certification gives you practical tools to spot scams early, prevent costly mistakes, and confidently protect your clients in every transaction. [Learn more→](#)



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Make Sense of Your HOA Documents:

HOASnapshot, a new C.A.R. Partner Program partner, turns 200+ pages of HOA documents into an easy-to-read 3-page report to help REALTORS® and their clients make more informed decisions.

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HOASnapshot

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 C.A.R. PARTNER PROGRAM

→ Upcoming Events



AI NOW
STAY AHEAD OF WHAT'S NEXT

JUNE 24 • SANTA CLARA UNIV., BAY AREA

MONEY TALKS
**CREATING BUYER &
SELLER NET SHEETS
THAT WOW**

6/10/2026
11:00 AM - 12:00 PM

BE RED CROSS READY
**EARTHQUAKE PRE-
PAREDNESS & HOME
FIRE SAFETY**

6/15/2026
2:00 PM - 3:00 PM



June 17, 2026

HIGH RISK, HIGH CONFIDENCE
**NHD ESSENTIALS FOR
REALTORS®**

6/24/2026
1:00 PM - 2:00 PM



THE **KAW**
GROUP

June 30, 2026

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

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