

**Market Statistics for July Available**

The monthly market data for a specific city can be viewed [here](#). The Bay East webpage now displays [every city](#) that currently has a listing in Paragon. To schedule a virtual market analysis presentation at your next office meeting, contact [David Stark](#) at 925.730.4068.

**Bay East Election Dues Winner**

Long-time member Judy Tiu won the drawing for 2020-2021 local dues for participating in the Bay East election. Congratulations Judy!

**Insider LIVE: Lights, Camera, Closing!**

The Bay East video team shares tips to Boost your business by looking and sounding great on video and in virtual meetings. [Register](#) for another exciting virtual event on August 17 at 10am.

**BUZZ Video**



Sales activity is accelerating since the COVID-19 lockdown but still less than last year.

[Watch this week's BUZZ video](#)

**MLS News**

**Important MLS Update**

Effective Tuesday, August 11, we will be replacing Days on MLS (DMLS) and Cumulative Days on MLS (CDMLS) with Days on Market (DOM) and Cumulative Days on Market (CDOM).

This change will ensure reports reflect zero when a "Coming Soon" status listings is updated to "New".

Visit our [website](#) for more information about this important update.



**Featured MLS Class:**

[Virtual Class – How to Input Listings – Key Information](#)

Friday, August 14  
9:30-10:30am

**Marketing Meetings**

Bay East Marketing Meetings are being held virtually. To get more information check out their Bay East webpages:

[AIMM](#) - Tues. Aug. 11, 9am

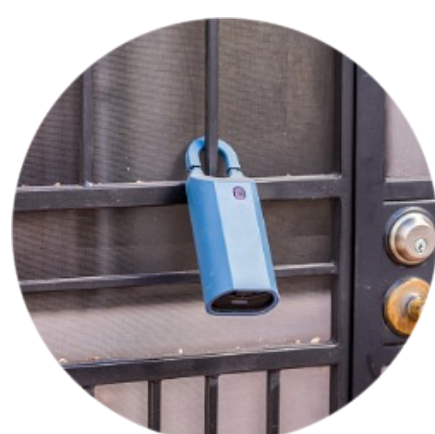
[CCMG](#) - Wed. Aug. 12, 9am

[REAL](#) - Thurs. Aug. 13, 9am

[TCMC](#) - Thurs. Aug. 13, 8:30am

[VREN](#) - Fri. Aug. 14, 8:30am

**Bay East Bulletin**



**Importance of Lockbox Placement**

We have been informed of recent lockbox thefts. Whether a property is vacant or occupied, remember to place the lockbox in a discrete location and provide the appropriate information in the "Lockbox Location" field in the MLS to let other agents know where to find it. Watch this [short video](#) for tips on securing a lockbox.



**Don't Wait for Disaster Planning**

Disasters can affect your business, property, and transactions. Real estate professionals can implement a safety plan addressing team safety, data security, financial obligations, and client communications. Watch [this video](#) from NAR's legal team to help create or update a disaster plan.



**Third Thursdays Event**

Join the Bay East Foundation and [Thank Que Grill](#) for a virtual fundraiser! [Register](#) for this month's event, Learn How to Make Chicken Adobo with Thank Que Grill, on August 20 at 5:30pm. Donations from this event will go directly to the Bay East Foundation scholarship fund.

