



BIG EVENT | OCTOBER 2022



CONTRA COSTA

ASSOCIATION OF REALTORS®

ANNUAL MEMBERSHIP MEETING

HOSTED BY DEBI MACKEY, 2022 CCAR PRESIDENT



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WELCOME FEATURED GUEST SPEAKERS

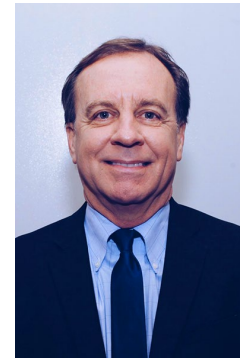
2023 Housing Market Forecast



JORDAN LEVINE

C.A.R. Vice President
& Chief Economist

Real Estate Legal Update



GOV HUTCHINSON

C.A.R. Assistant General Counsel



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SPECIAL THANKS TO OUR ANNUAL SPONSORS

LeadHax™



**BERKSHIRE
HATHAWAY**
HomeServices
Drysdale Properties

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

COMPASS

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REALTORS® RELIEF FOUNDATION



SCAN TO DONATE





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2022 BOARD OF DIRECTORS



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Tracy Harrington
Affiliate Liaison



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CCAR LEADERSHIP

ADVANCE INDUSTRY LEADERSHIP

PRESENTED BY DAVID SCHUBB, CCAR 2022 PRESIDENT-ELECT



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NOMINATE

An exemplary REALTOR®, Affiliate and Community Service Volunteer

Submission deadline: November 4, 2022

ccartoday.com/about-ccar-awards

JOIN A 2023 COMMITTEE

Affiliates & Events | Budget & Finance | Grievance *(if qualified)*

CCAR Helping Hands | Local Government Relations | MLS & Technology

Professional Standards *(if qualified)* | Young Professionals Network (YPN)



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PROFESSIONAL STANDARDS AMBASSADORS

CCAR Professional Standards and Grievance Committee Members are experts in the NAR Code of Ethics.

Ambassadors can provide in-person counsel about how the Code of Ethics affects you and how you can remain in compliance.

SCAN TO REQUEST
AN OFFICE VISIT





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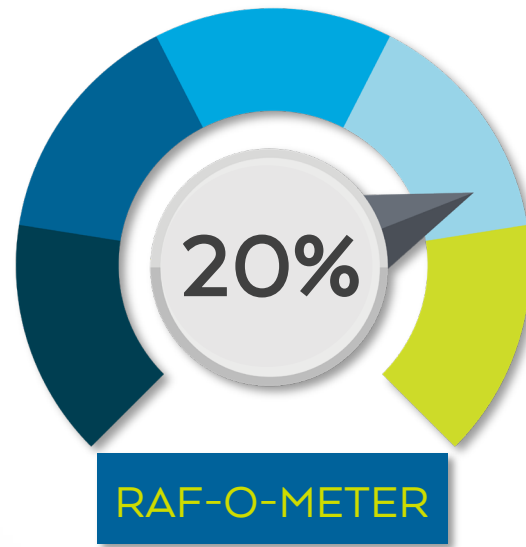
REALTOR® ACTION FUND

RAF VIDEO PLACEHOLDER

REALTOR® ACTION FUND



HELP US REACH
OUR 21% GOAL!



SCAN TO DONATE





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MLS UPDATE

PRESENTED BY JARED WHITE, DIRECTOR MULTIPLE LISTING SERVICE

NORCAL MLS ALLIANCE

A groundbreaking MLS Data integration project involving the 7 leading MLSs in Northern California. Launched on January 20, 2021, giving CCAR Members and their clients the most comprehensive access to listing data in Northern California!



BAREIS
MLS

MetroList
THE TRUE SOURCE



BAYEAST
ASSOCIATION OF REALTORS®

MLS LISTINGS

bridgeMLS
REAL ESTATE TECHNOLOGY

SFARMLS

57

THOUSAND

MLS data accessible to
over 57,000 real estate
professionals

11.9

MILLION

Serving a population of more
than 11.9 million people

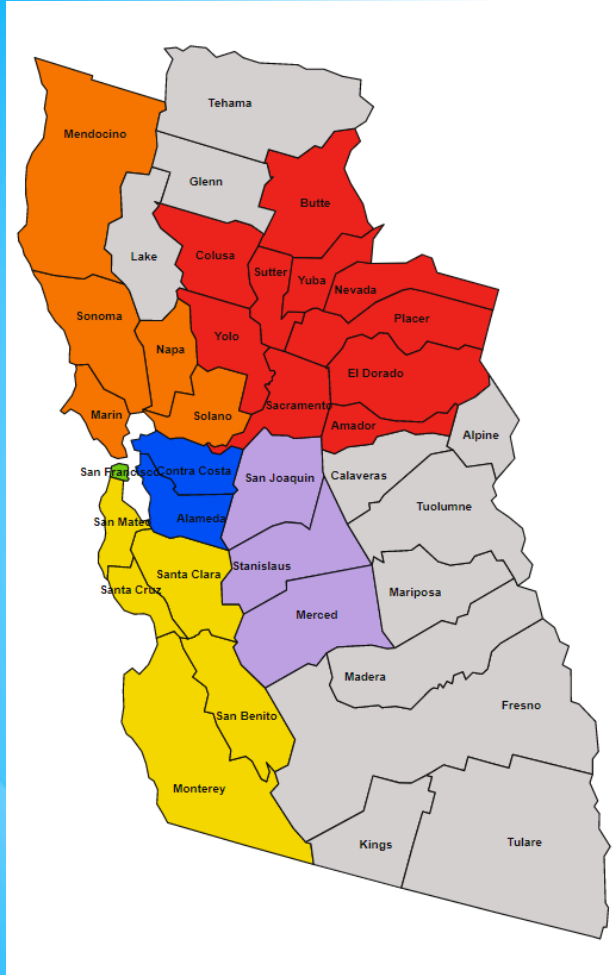
26

COUNTIES

Covering more than 32,500
square miles and 26 counties.



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MLS GEOGRAPHY

AS OF JUN 27, 2022

Partners

- CCAR
- Bay East
- bridgeMLS
- BAREIS
- MetroList
- MLSListings
- MetroList & MLSListings
- SFAR

Access to Search

- CRMLS
- San Diego MLS
- iMLS

Key Access

- BAREIS (co-op)
- MetroList (co-op)
- SFAR (automatic)
- MLSListings (automatic)
- CRMLS (automatic)

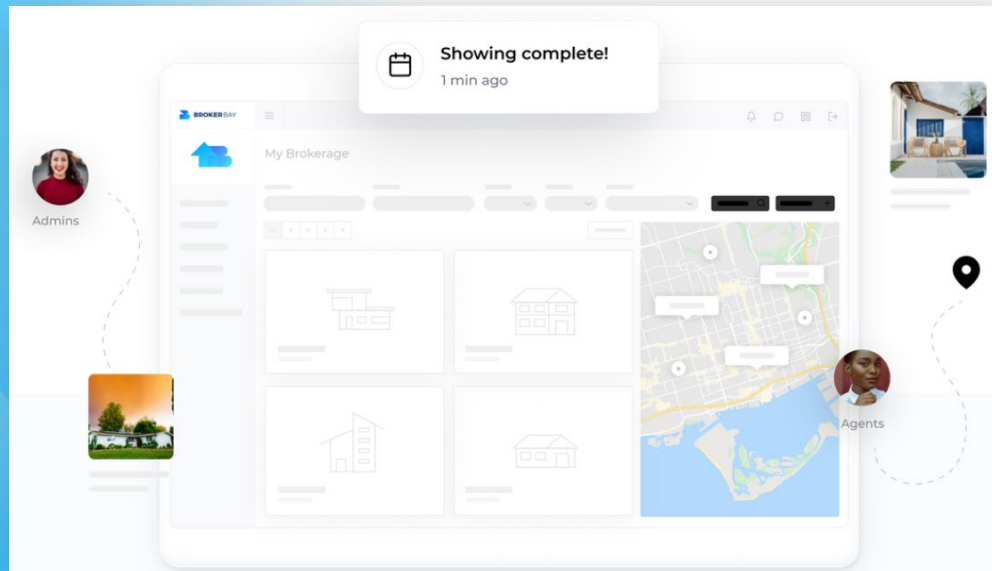
One-stop Access

MLS users access data from **multiple MLSs** with **one login** from their home MLS system



BROKERBAY – COMING OCTOBER 25TH

BrokerBay's advanced showing management ecosystem drastically reduces agent and staff workloads, empowers agents to do more deals, and thoroughly impresses clients, all from one central location.

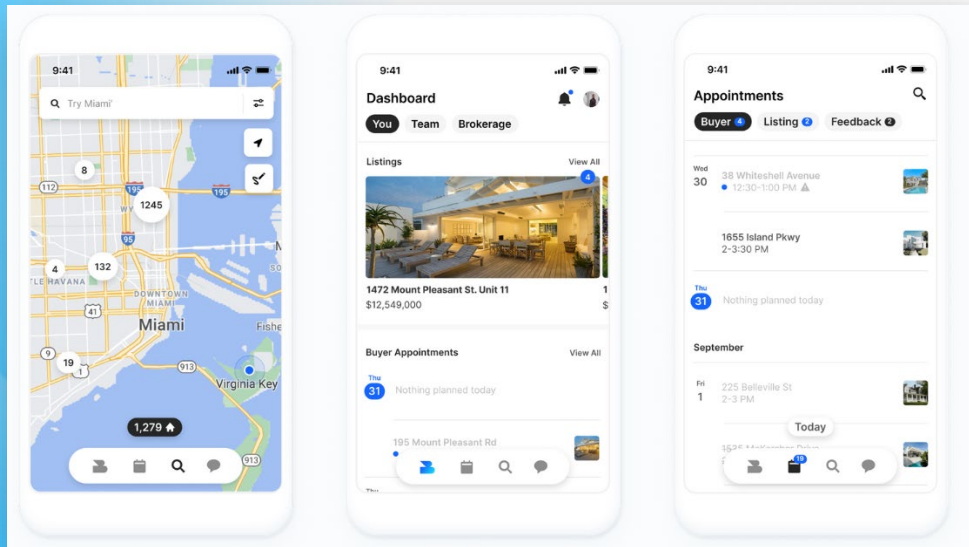


- **MLS INTEGRATIONS**
- **SSO LINK**
- **BOOKING LINK**
- **TOURS**
- **MANAGE BROKERBAY**



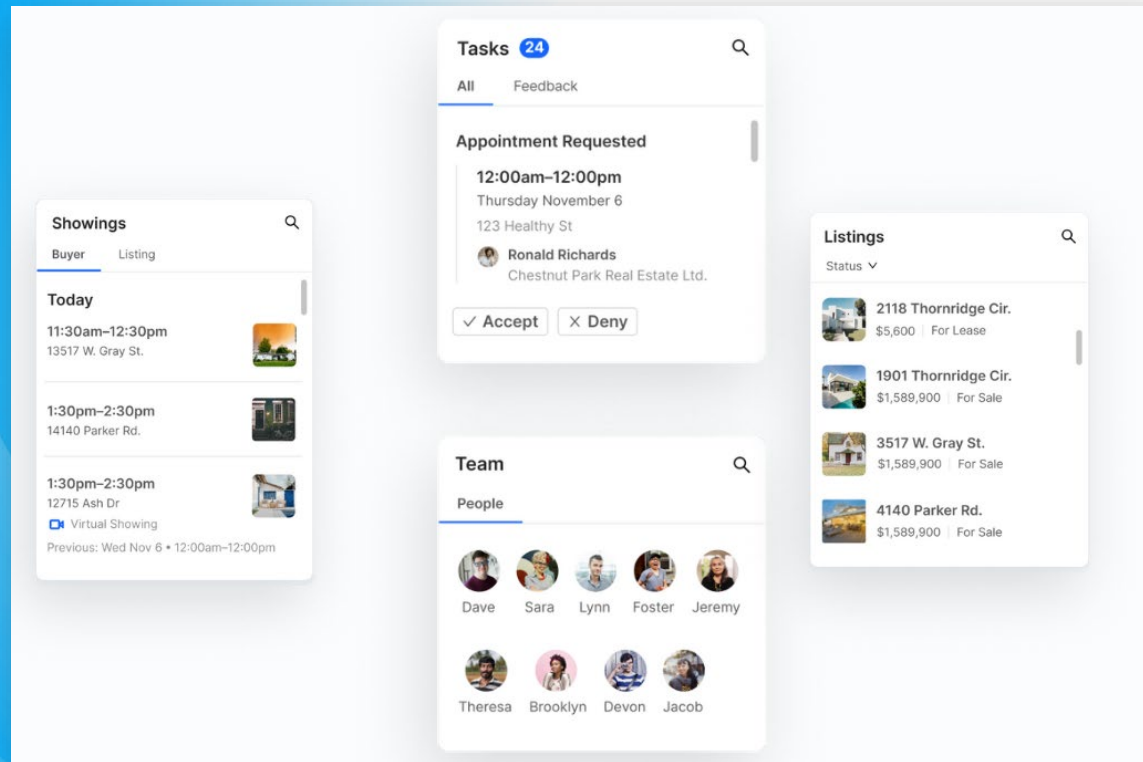
BROKERBAY – COMING OCTOBER 25TH

The BrokerBay Mobile app is the way Agents interface with their team, brokerage, and the MLS®. Efficiently search, manage, share, book and offer on listings from the palm of your hand. The first modern, agent operational mobile app.



- MOBILE APP EXPERIENCE FOR AGENTS
- LIGHTNING-FAST ADMIN FLOWS
- MLS INTEGRATED 3D VIRTUAL SHOWING SYSTEM

BROKERBAY – COMING OCTOBER 25TH

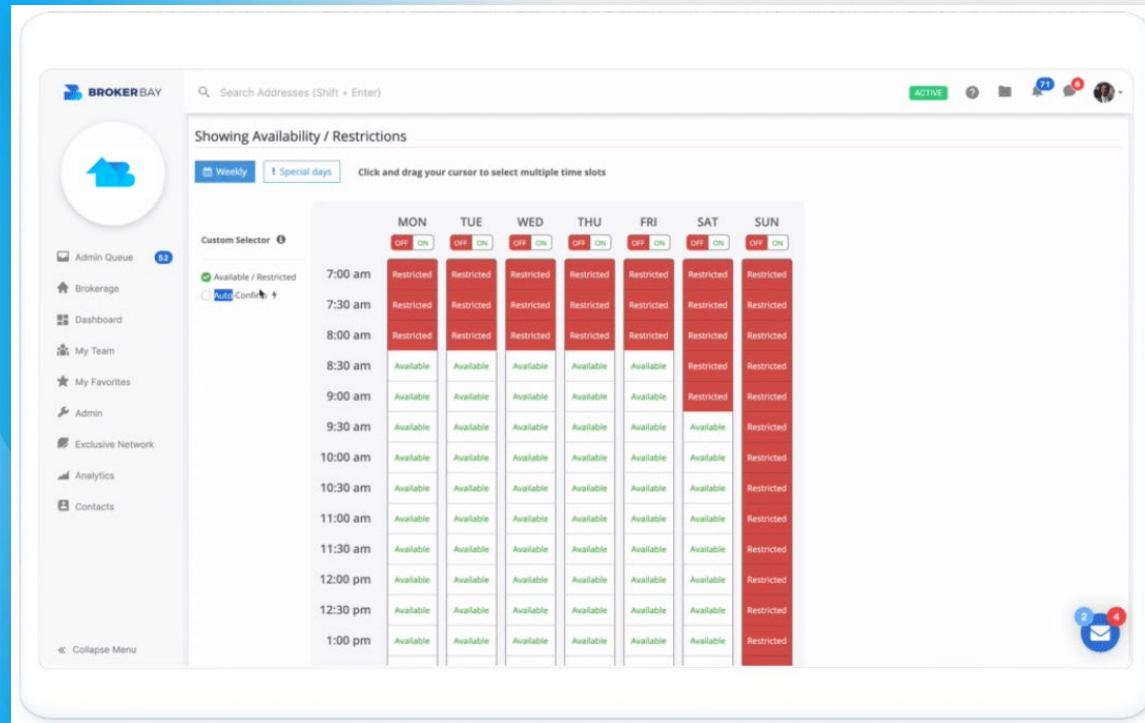


Built for teams of any size to coordinate and collaborate on listings, showings, offers, and more. Easily manage, confirm, deny and suggest new showings from mobile, web, or SMS.



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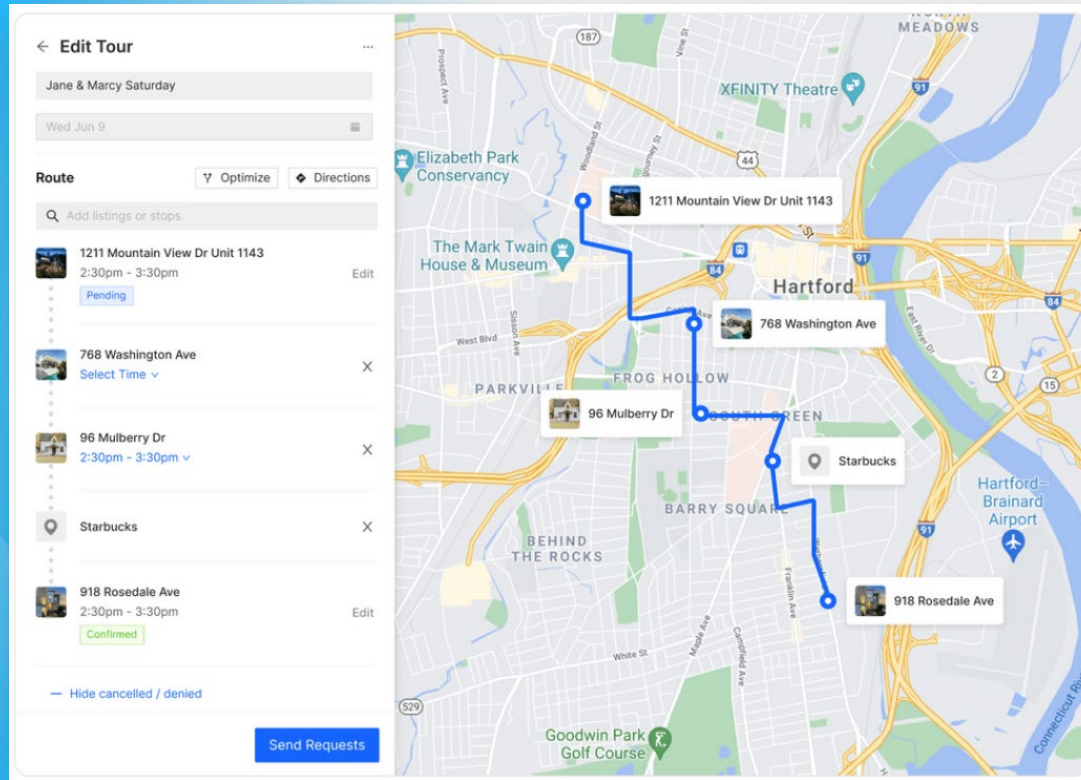
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Using BrokerBay's advanced showing settings, configure advanced parameters on your listings like granular auto-confirm times, multiple tenant approvals, team assistant workflows, *and a lot more!*

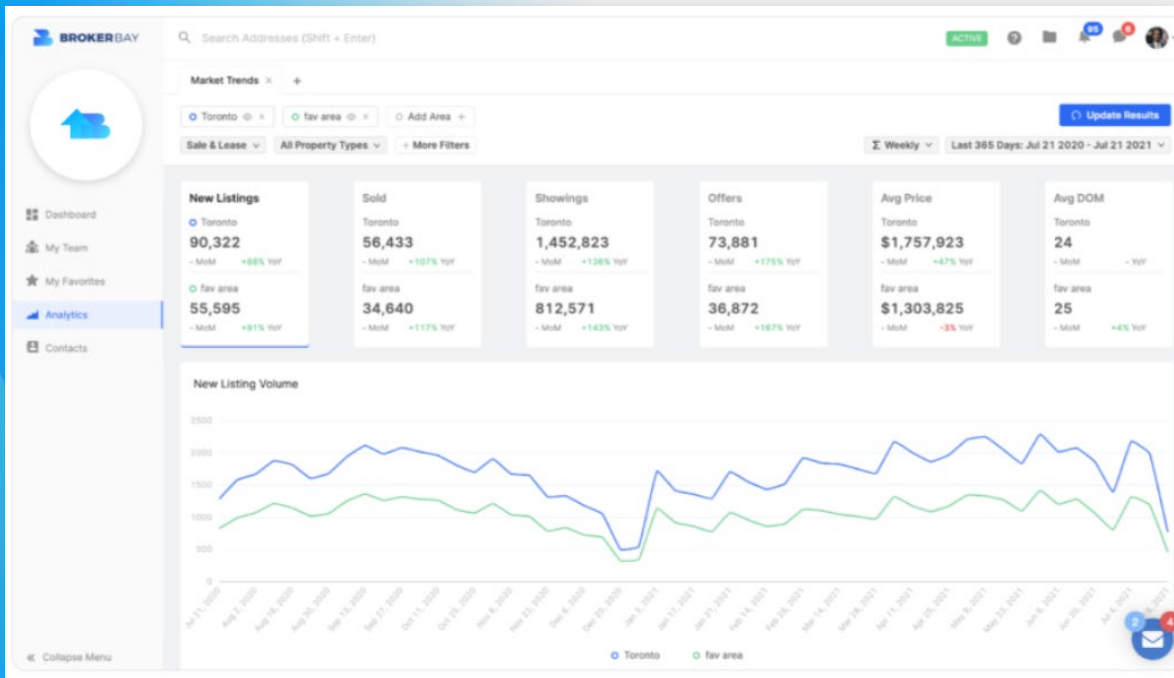


BROKERBAY – COMING OCTOBER 25TH



The most advanced multi-property scheduling system in North America. Efficiently search for and book showings on multiple listings, route them on a map, and optimize the route with one-click.

BROKERBAY – COMING OCTOBER 25TH



BrokerBay's new market analytics engine allows you to view real-time graphs on every crucial aspect of the real estate market. Compare neighborhoods on a variety of traditional and predictive market indicators in real-time!



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MARKET UPDATE

CALIFORNIA REAL ESTATE 2022

PRESENTED BY JORDAN LEVINE, C.A.R. VICE PRESIDENT
& CHIEF ECONOMIST



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LEGAL UPDATE

LEGAL CASES AFFECTING YOU

PRESENTED BY GOV HUTCHINSON, C.A.R. ASST. GENERAL COUNSEL

■ ■ ■ ■ ■ THANK YOU |



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