



CBRAR MONTHLY NEWSLETTER  
July 2024

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## July CBRAR Events

**The Board Office will be closed on the  
4th of July.**



***There are no CBRAR Events  
planned for July.***

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**Click here for the 2024 Events Calendar**

**Welcome New Members!  
June 1 - June 30th**

**New Association Members:**

**~Elizabeth O'Bryant, Primary, with  
Rivers Edge Realty Group**

Affiliate Directory

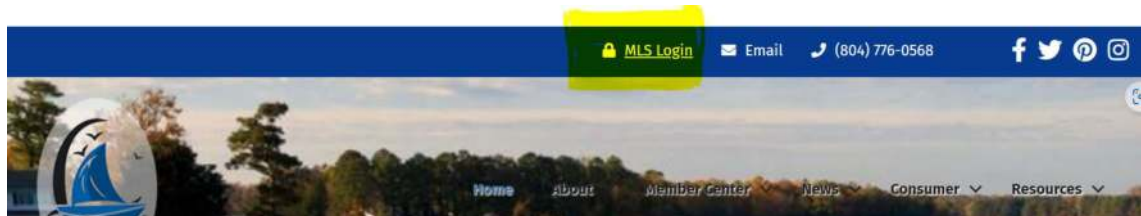
REALTOR® Directory

Your Clarity Dashboard is a

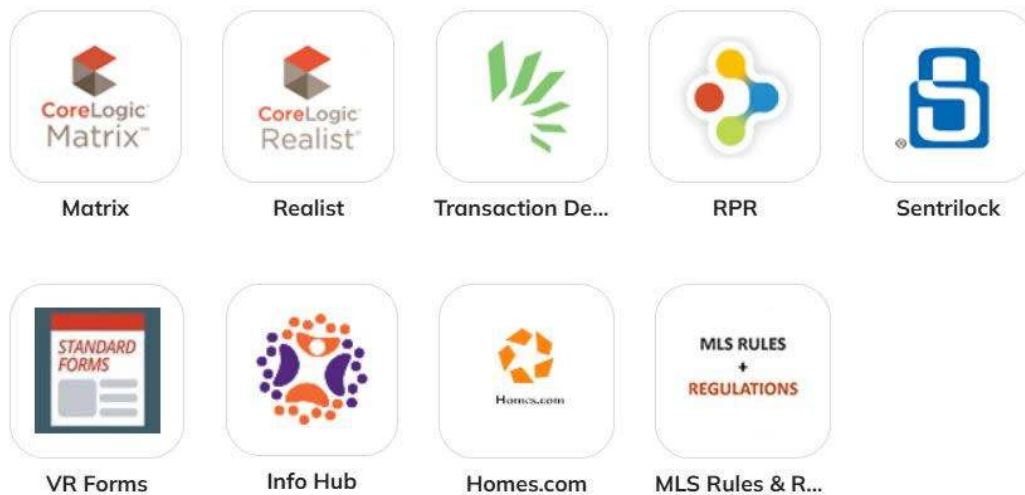
## Single Sign-On Application

Your Clarity Dashboard helps you streamline access across application by having a single source for managing your access. It also dramatically improves convenience for you because you only need to remember one username and password. Icons include Info Hub, Matrix, Transaction Desk, etc.

Click here to log in to your Clarity Dashboard.



### MLS Tools





County Links



DPOR



Listing Data C...



NAR



Realtor.com



VR Website



CBRAR Facebo...



CBRAR Website



CBRAR Forms



MLS Training V...



Realtor Party



Virginia Realto...

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# LEGAL WEBINARS

## Virginia REALTORS® Webinar

### Generation Trends of Buyers & Sellers

July 17th, 2024, 10:00 AM - 11:00 AM

The Virginia REALTORS® staff brings the content YOU need based on the latest legal and economic information available. Attending the webinars live allows you the chance to interact with our expert speakers and ask your questions in real time. Be sure to register to make sure you are part of the action.

Click here to register:

Virginia Realtors Learning Center: Legal Webinar /  
Upcoming July 17, 2024, 10:00 AM - 11:00 AM

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## REMINDER: NAR Code of Ethics Requirement Due by December 31st

NAR's Board of Directors approved a change to the Code of Ethics training requirement, extending it from every two years to **every three years**. This extends the current cycle deadline from March 1, 2022, to **Dec. 31, 2024**.

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of

instructional time. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

Training may be completed through NAR's online courses.

Check Code of Ethics Status

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## **How to Create Stats in Matrix Video**

**Please call AnswerLink Tech Support with any questions at 866-412-9845.**

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**Monthly Market Summaries for Single Family Residential Listings in Gloucester, Mathews, Middlesex, King & Queen & King William Counties are available on [www.cbrar.org](http://www.cbrar.org) under News.**

**[Click here](#) for direct link.**

**Quarterly Housing Market Reports, which are emailed out to members every quarter, are archived on [www.cbrar.org](http://www.cbrar.org) under News.**



[Click here](#) for direct link.

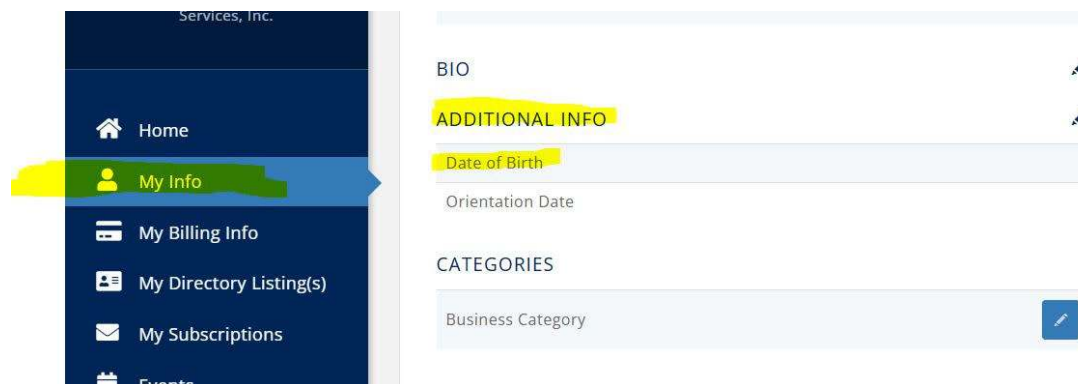
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## Did We Miss Your Birthday?

**CBRAR pulls a birthday report from Info/Member Hub to set up birthday posts.**

Please add your date of birth to your Info Hub so that we can include you on birthday posts.

Click on the pencil to the right of Additional Info to add your birthday.



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# MLS Commission Rule Change



**CBRAR MLS Rules and Regulations will be updated in July with the new NAR mandated rules that will take effect by August 17th. MLS Rules and Rules and Regulations are available on [www.cbrar.org](http://www.cbrar.org) under Member Center.**

**[cbrar.com/assets/pdf/REVISIONS+April+2024+Property+Services+Rules+%26amp%3B+Regs/](http://cbrar.com/assets/pdf/REVISIONS+April+2024+Property+Services+Rules+%26amp%3B+Regs/)**

**The commission field for CBRAR and CVR will be removed on August 6th. Most Virginia MLSs will be removing the field between August 5th-16th to meet NAR compliance.**

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## VAR FORMS

The new redlined VAR forms are viewable now on the Virginia REALTORS® website and will be live and available on VAR and Transaction Desk by July 1st.

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## NAR Lawsuit Links to Stay Updated

<https://virginiarealtors.org/law-ethics/buyer-agency-and-compensation-resources/>

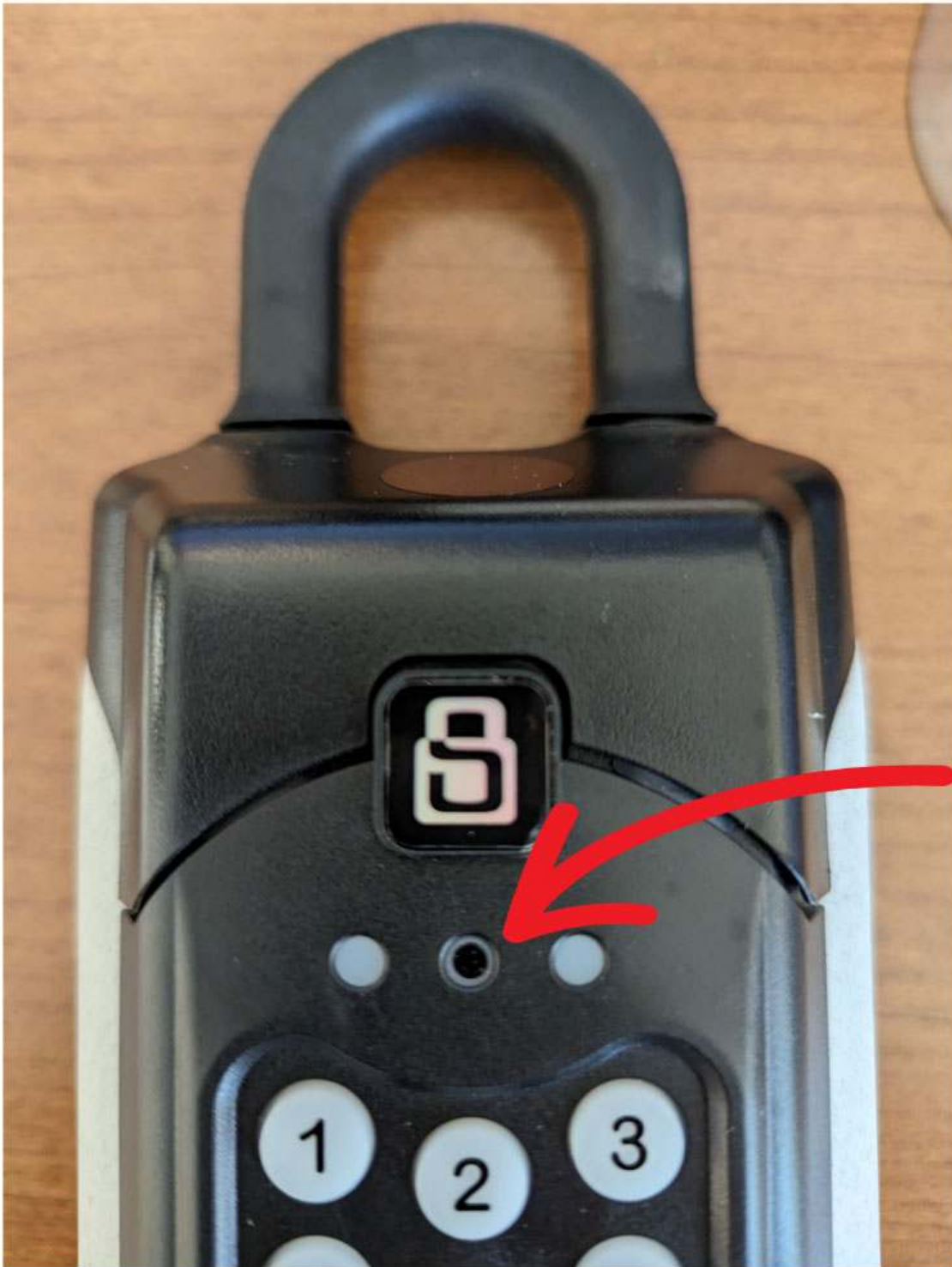
[facts.realtor](#)

[competition.realtor](#)

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## SentriLock Tip

How to engage the backup battery if your battery dies...



## 1. Engage the Backup Battery

- Press 'ENT' on the lockbox.

- If nothing occurs, take a pen or a small object and locate the center button on the lockbox. You can find it beneath the SentiLock logo and just above the keypad (see image above). This button is situated in the middle of a set of three buttons.
- The LEDs next to it will flicker and this indicates the backup battery is engaged.

## 2. Release The Shackle

Use your SentiKey app to connect to the lockbox and release (and remove) the shackle. Please do not put the shackle back on. Call CBRAR for an appointment to replace the batteries.



**Virginia REALTORS® Offers Free  
Education on Demand Class for 1 CE  
Related Credit!**

**The Fair Housing Simulation is an online interactive**

**simulation training in which agents will confront discrimination in real estate transactions from the point of view of both agent and client. In the training, agents work against the clock to sell homes in the fictional town of Fairhaven, confronting various scenarios in which discrimination gets in the way. Agents make choices about how to handle each scenario, advancing through the simulation based on their answers. At each step, the course provides actionable feedback to give agents the tools to prevent and address discrimination in their daily business transactions.**

**[Click here](#) to register and for more information.**



Virginia REALTORS® is Offering Instructor  
Training!

2-Day In-Person Course

July 23-24, 2024

9:00 am - 4:00pm

The two-day training costs \$300 and includes training materials and lunch.

If you're looking to develop as a trainer and learning facilitator, enroll in the upcoming Train-the-Trainer program on July 23-24. Side Tilt Managing Partners, Karin and Jim Zezza, have created a dynamic and engaging development program to help you take your presentation skills and training delivery to the next level.

In this training course, you will learn to engage adult learners, deliver effective presentations, utilize today's top training techniques, demonstrate inclusive facilitation skills, and become a collaborative co-facilitator and partner in the classroom.

After completing this training, you will be equipped with the skills needed to provide the best learning experience for your learners whether they are continuing education class attendees, agents in your office, or even members of the public.

The training will be held in-person at the Virginia REALTORS® headquarters in Glen Allen, Virginia. The hours are 9:00 AM – 4:00 PM each day, with a 1-hour break for lunch. Lunch will be provided.

**NOTE:** This Train-the-Trainer course is designed for new and experienced instructors interested in teaching for their local associations, Virginia

REALTORS®, or other education opportunities.

If you would like to apply to teach for Virginia REALTORS, please complete the instructor application available under the details tab. More details about requirements for VAR instructors is listed on the application.

[Click here](#) for course registration link, speaker bios, and more information.

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### **Other Help/Tech Support Contact Information**

**Clareity Dashboard: 866-412-9845**

**Matrix: 866-412-9845**

**Instanet/Transaction Desk: (Lone Wolf)**  
800-668-8768 Email: [tdsupport@lwolf.com](mailto:tdsupport@lwolf.com)

**Realist Tax: 866-412-9845**

**SentriLock: 513-618-5800 / [support@sentrilock](mailto:support@sentrilock.com)**

**Homes.com/HomeSnap: Ph: 800-431-5509**  
Email: [support@homes.com](mailto:support@homes.com)

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## CBRAR Office Hours and Contact Info

### Office Hours:

Monday - Thursday, 9:00 am until 5:00 pm

Friday, 9:00 am until 4:00 pm

Phone: 804-776-0568

Email: Susan Silvus: [Susan@cbrar.com](mailto:Susan@cbrar.com)

Cat Grigelis: [Cat@cbrar.com](mailto:Cat@cbrar.com)

[www.cbrar.com](http://www.cbrar.com) 804-776-0568



## MONTHLY NEWSLETTER ARCHIVE