

**From:**  
**To:**  
**Subject:** CBRAR Monthly Newsletter-June 2024 Edition  
**Date:** Wednesday, June 12, 2024 10:08:22 AM

Image



**CBRAR MONTHLY  
NEWSLETTER  
June 2024**

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## **June CBRAR Events**

**CBRAR Membership  
Breakfast Meeting**

**June 13th, 9am - Noon**

**at**

**American Legion Post 75**

**5849 American Legion**

Way, Gloucester  
Speakers: Maura Pratt w/  
VAR  
Lewie Lawrence: Middle  
Peninsula  
Planning District

**No charge for CBRAR  
Association Members**

**Click on the event name  
to register and for more  
information. Members  
must be logged in to their  
Member/Info Hub in order  
to register.**

***DEADLINE TO REGISTER  
IS 12 PM ON JUNE 6TH  
Members must register to  
attend.***

**Click here for the 2024  
Events Calendar**

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

**New Association  
Members:**

~Amber Los, Primary with  
Abbitt Realty

~Angie Nishnick,  
Secondary, with  
Howard Hanna William E.  
Wood & Associates

~Tina Holt, Secondary, with  
Long & Foster  
Coastal/Oceanfront

Affiliate Directory

REALTOR®  
Directory

MLS 3rd Quarter Billing  
is June 3rd with a Due  
Date of June 20th for  
July, August, and  
September MLS  
service.

**Virginia REALTORS®  
Webinar**

**Generation Trends of  
Buyers & Sellers**

**June 5th, 2024, 3:00 PM  
- 4:30 PM**

In this webinar, Ryan and  
Sejal will share key  
insights from the National  
Association of  
REALTORS® 2024  
Home Buyers and Sellers  
Generational Trends

report. Furthermore, using data from the American Community Survey, they will elaborate on how these trends compare for the population in Virginia.

Click here to register:

[Virginia Realtors Learning Center: By the Numbers: Generation Trends of Buyers & Sellers / Upcoming June 5, 2024, 3:00 PM - 4:30 PM](#)

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## NAR Library and Archives

Did you know that all REALTORS® have free access to over 10,000 eBooks and audiobooks, reference guides, research materials and more? Founded in 1923, the National Association of REALTORS® Library & Archives offers an expansive variety of

reference services and  
print and digital resources  
that are readily available  
for NAR members and  
state and local  
association staff.

What can the NAR  
Library & Archives do for  
you?

- Provide Access to Over  
10,000 eBooks &  
Audiobooks
- Update You on Popular  
Real Estate Topics
  - Supply the Latest  
Journals & Articles
- Conduct Your Research  
for You
  - Discover the History of  
the Real Estate Industry •  
Add Your Contribution to  
the Story of NAR

Video

Video



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## How to Configure Your Matrix Dashboard & Timeline

Video



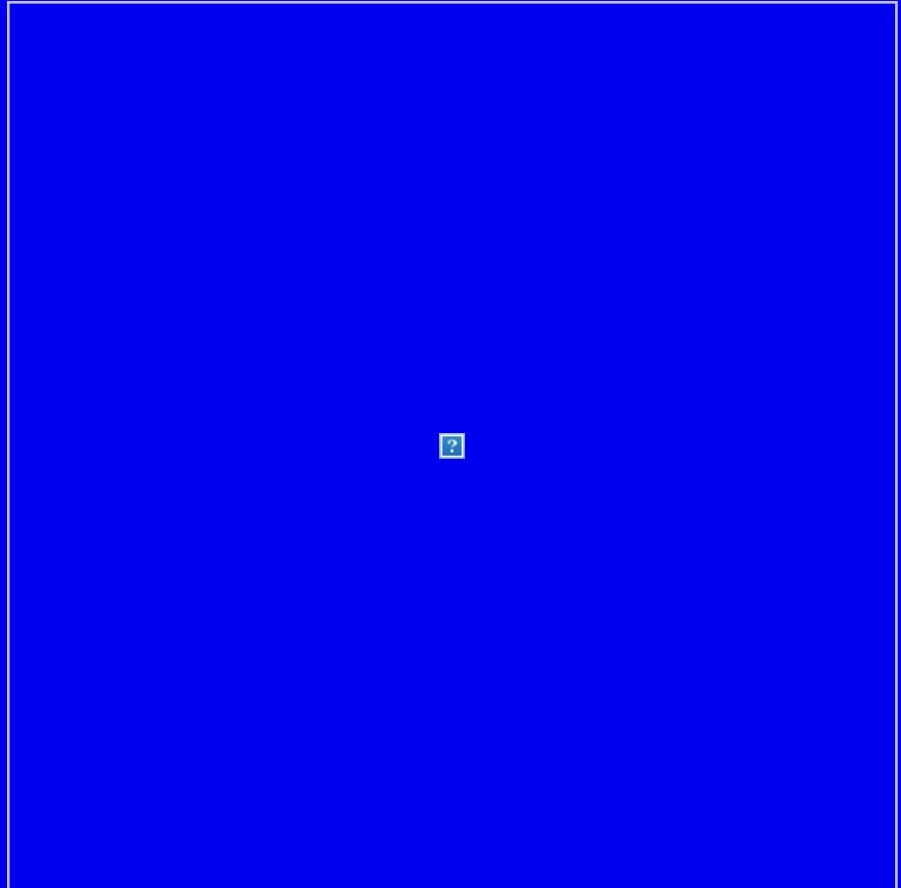
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### Member/Info Hub-My Directory Listings

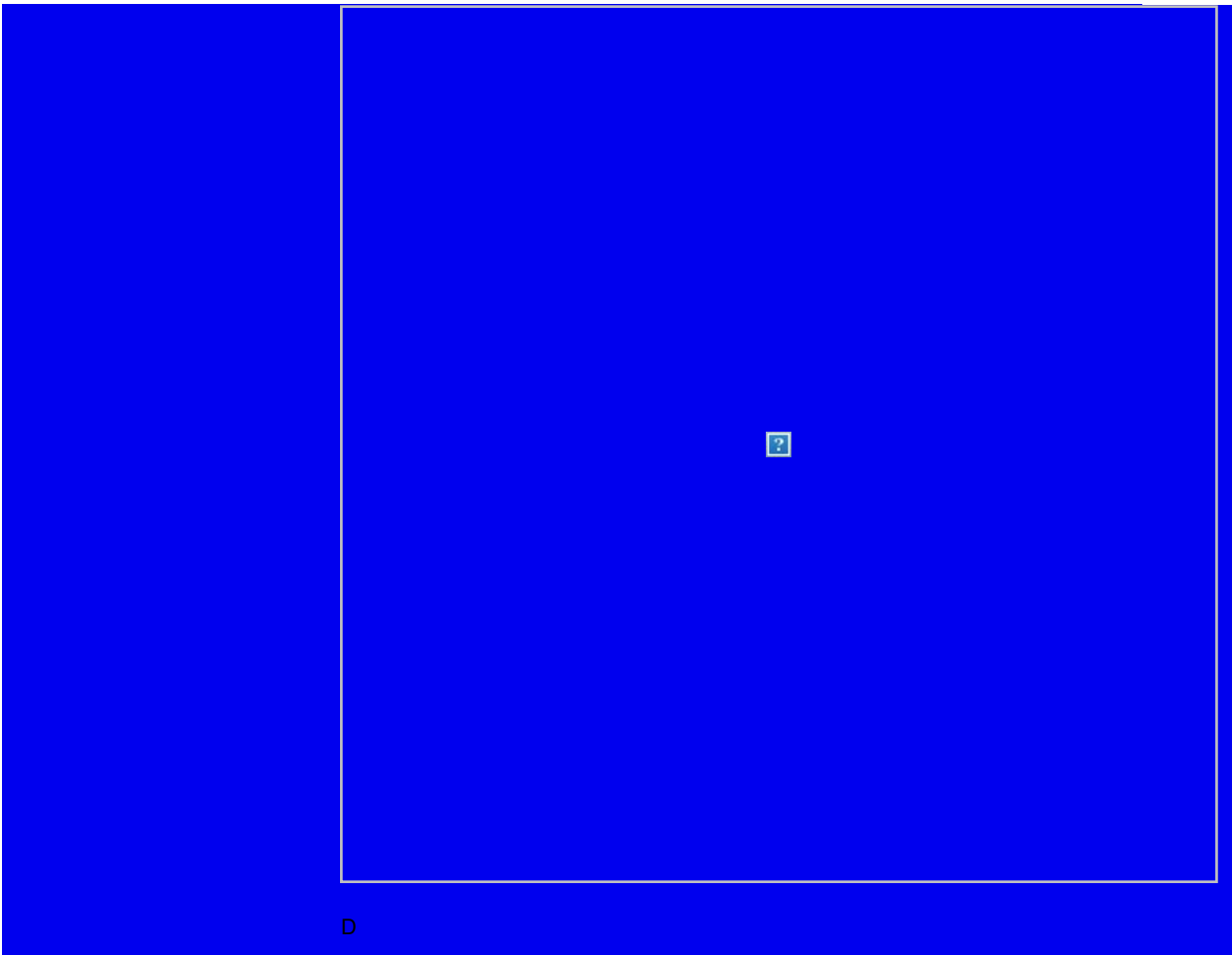
You can view what  
your profile will look  
on the REALTOR®  
Info Hub Directory  
and on the public



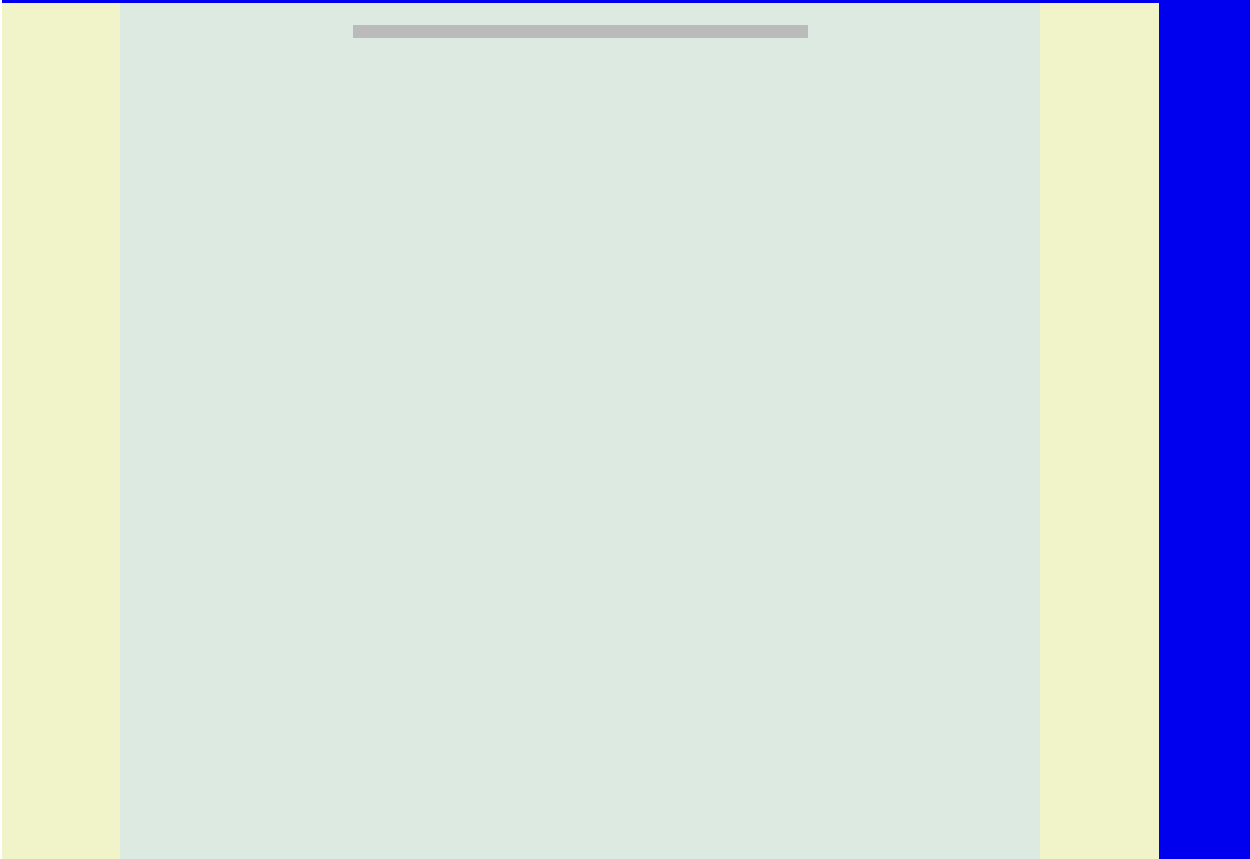
**CBRAR REALTOR®**  
**Directory after you set  
up your information  
under My Info.**



Change the information,  
check off "Mark as  
Default" then click Done.



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**The**  
**REALTOR® to**  
**REALTOR®**  
**Series: What**  
**Does NAR's**  
**Settlement**  
**Mean for Your**  
**Business?**

Listen in on a roundtable discussion with four real estate pros who discuss

what's next for buyers,  
sellers and NAR members.

Real estate professionals  
have always had to  
demonstrate tangible value  
to the buyers and sellers  
they serve. Now that's  
doubly important. NAR's  
proposed settlement  
agreement is prompting  
changes in the real estate  
industry, but you have all  
the tools and expertise  
necessary to navigate those  
changes smoothly and  
confidently. Host Marki  
Lemons Ryhal speaks with  
four pros, both agents and  
brokers, about how they're  
preparing for the practice  
changes that are coming.

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## **NAR Lawsuit Links to Stay Updated**

**[https://virginiarealtors.o  
rg/law-ethics/buyer-  
agency-and-  
compensation-  
resources/](https://virginiarealtors.org/law-ethics/buyer-agency-and-compensation-resources/)**

**[facts.realtor](https://facts.realtor)**

**[competition.realtor](https://competition.realtor)**



**Get Professional-Looking  
Marketing Materials for  
Absolutely Nothing!**

RPR (Realtors Property Resource) has a whole section of its blog page dedicated to helping you market yourself and prove your worth to clients and prospects.

Our Canva page features templates that are professionally-designed, easy to customize and free to use. Our in-house marketing whizzes have

designed a series of templates that can help you communicate your skills, experience and market insights with ease. With RPR and Canva, you can create:

Social media shareables that contain hyper-local market metrics that position you as a local market expert.

Postcards that contain the same Market Trends data as part of your direct mail efforts.

Presentation slides for PowerPoint decks and Zoom meetings.

Custom pages allow RPR users to almost-instantly create pages that can be added to any RPR Report. Options include open house sign-up sheets, agent bio and business philosophy pages, client testimonials, and a series of buyer and seller checklists.

[Click here for more](#)

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## SentriLock

We recommend you update the firmware on a lockbox before you add it to your listing or if you are having issues releasing the shackle.

### **How To Update the Firmware on a SentriLock Lockbox**

**1. Launch the SentriKey® Real Estate app.**

**2. Open The Menu in The Top Left**

This menu is often called the “Hamburger Menu” and is 3 horizontal bars stacked on top of one another in the top left corner.

**3. Tap ‘My Lockboxes’**

**4. Select ‘Update Firmware’**

## **5. Press 'ENT' on Your Lockbox**

This will take you to another screen.

## **6. Click Update Now**

## **7. Wait For The Firmware To Update**

It is normal if the lockbox lights begin to flash.

## **8. The Lockbox Firmware Has Been Updates**

You should see a screen that says 'Success!' which indicates the firmware has been successfully updated.

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**MONTHLY  
NEWSLETTER  
ARCHIVE**

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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)

**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)**

