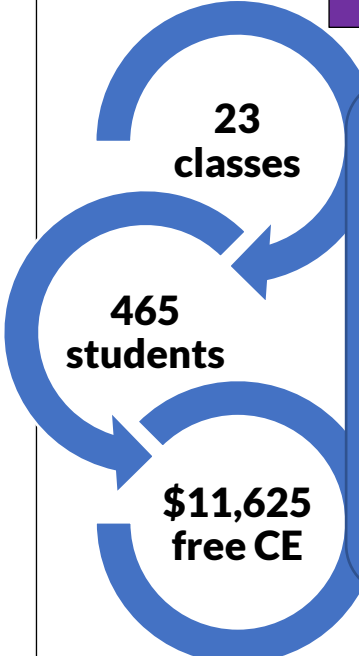
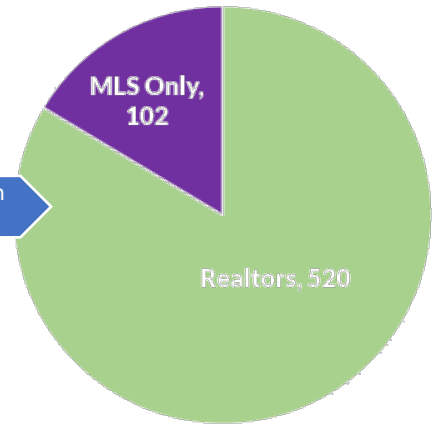




Home pricing selling price compared to original list?



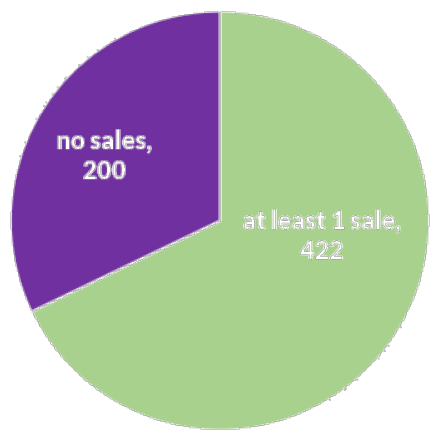
12 million dollars paid so far this year in co-broke commissions



Attendance at Meetings 503

- Housing Summit = 165
- Legal Luncheon = 69
- Everything Event = 145
- Leadership Listen = 124

Your Business Tools

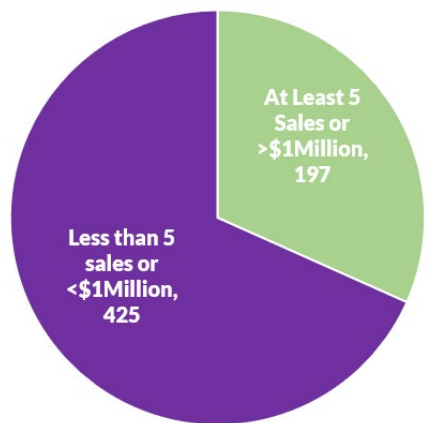


Berkshire Dues
• \$229 / year + free CE

Berkshire MLS Fees
• \$30 / month

Neighboring Dues
• \$320 / year

Neighboring MLS Fees
• \$29 / month



Reciprocal MLS Listing Information

MLS Property Information Network	\$30
Columbia Greene Northern Dutchess	\$40
Greater Capital Region NY	\$50

Average Days on the Market

226

Three \$1,000 fines for failing to report an affiliated agent within (7) days

Facebook Posts by Category 2019 YTD

Category	# Posts	# Impressions	%
Community Service	27	16,303	40%
Advocacy	23	8,024	19%
Industry Message	29	5,933	14%
Market Information	10	2,890	7%
Realtor Family News	6	2,599	6%
Leadership Featured	8	2,166	5%
Misc. (holiday, weather)	5	1,387	3%
Education Promos	8	1,274	3%
REALTOR Value	4	605	1%
Grand Total	120	41,181	100%

Through September, also not including Chili Cookoff

\$12,839 Charitable Giving So far

- Soup Kitchen Meal at St. Joe Soup Kitchen (2x) – 204 meals served
- Totes for Tots – 80 totes full of supplies for foster kids: \$2,768
- Kids' Place Monopoly House Sponsor \$150
- Spring MAR Housing Grant – Breaking Bread - \$1,000
- Fall MAR Housing Grant – Kids' Place - \$1,000
- Battle of the Bartenders Central - \$4,600 Elder Services
- Battle of the Bartenders North - \$3,200 Berkshire Food Project
- Habitat for Humanity's Women's Day Build – 8 volunteers
- Thanksgiving Angels Parking Detail – 16 volunteers
- Chili Cookoff – Tonight! Elizabeth Freeman Center
- Berkshire Community Action Council Fuel Program Up next!



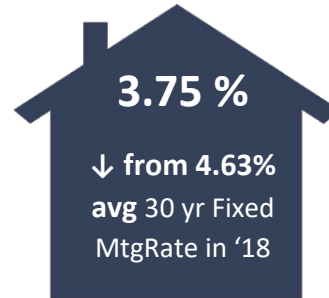
COMMERCIAL
Real Estate



Deals made by
at the first 2
commercial
networking days
offered, with **72**
attendees



New Progressive Fines: 3x per agent/appear before MLS



Combined Board/MLS Reserves: \$339,724, compared to \$333,885 Last year
Equals Less than 1 year expenses: \$168,400 Board and \$190,166 MLS

Local Core Standards for Our Members

Annually, every local association must show how they provide the following:



Focusing on the issues that are core to your business.