

REALCOMP'S STATEMENT OF SERVICES FOR MLS SUBSCRIBERS

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Main Office: Phone: 866.553.3003 | Customer Care Support: 866.553.3430 | Support Email: <u>support@realcomp.com</u> Realcomp.MoveInMichigan.com | www.MoveInMichigan.com

www.facebook.com/realcompiimls | twitter.com/realcompmls

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From the Desk of Karen S. Kage, CEO

Realcomp is privileged to provide more than 17,000 REALTORS[®] in over 2,700 real estate offices with premier real property data-related solutions for their businesses. This is a responsibility that we do not take lightly. At Realcomp, we take great pride in offering cutting-edge, real-time MLS data services, support, & training to the real estate industry. Our staff is trained to support you in your use of these offerings and to ensure you have the best possible experience with them.

Our Mission Statement: Driven by integrity, Realcomp delivers great data to empower REALTORS[®] to achieve results.

Our Core Values:

- **Respect:** We do what we do with RESPECT for our customers, shareholders, and each other.
- **Empower:** We EMPOWER our customers with the necessary tools to succeed in today's market.
- **Authority:** Every member of our staff has the AUTHORITY to make certain each customer's experience with us is positive.
- Learning: We are dedicated to providing continual LEARNING



- opportunities for our customers, and life-long learning ourselves.
- **Caring:** We are committed to delivering CARING customer service to our REALTOR[®] Subscribers.
- **Open Communication:** We encourage our customers and employees to OPENLY SHARE their questions, opinions, and views as this helps us to continually improve.
- **Make Technology Easy:** We MAKE TECHNOLOGY EASY so our customers can focus on buying and selling-related activities to better serve their customers.
- **Priority:** As Michigan's largest MLS, we make REALTORS[®] our number one (1) PRIORITY.

Our Shareholders:

Realcomp II Ltd. was created in 1994 by several Boards & Associations of REALTOR[®] and is owned today by seven forward-thinking REALTOR[®] organizations:

- Dearborn Area Board of REALTORS®
- Detroit Association of REALTORS[®]
- Eastern Thumb Association of REALTORS[®]
- Grosse Pointe Board of REALTORS®
- Lapeer and Upper Thumb Association of REALTORS®
- Livingston County Association of REALTORS[®]
- North Oakland County Board of REALTORS[®]

I encourage you to review this guide, familiarize yourself with the wide-array of business solutions provided by Realcomp, and use them as you seek out technology & tools that will help you to serve your clients well! -- *Karen*

MLS-Touch

Product Description:

- What is MLS-Touch? It's the newest, most advanced MLS mobile app, from CoreLogic®. It's also seamlessly integrated with RCO3®/Matrix, OneHome, and Realist.
- MLS-Touch gives you the tools you need to stay connected to critical listing data, tax data, and client activities while you're on the go.
- MLS-Touch is an extension of your Realcomp MLS and so intuitively designed, you'll be using it expertly the first time you log in.

Benefits:

Here are a few of the features and benefits MLS Touch offers:

- Smart & Traditional Searches—location-based, map, school district, & more
- InstaView—point and tap to access property details for any nearby active listing (within 400 ft.).
- Live Market Stats—access real-time insights instantly.
- Comparable Properties—click to access comps in seconds.
- Hotsheet—quickly reference listing activity (up to 30 days back).
- Branding—upload your photo, logo, and company colors to customize MLS-Touch and your OneHome portal.
- Access CoreLogic Property Insights which are Just a tap away - including parcel boundary lines, tax and ownership/occupancy details, property Sell Scores, AVM data, flood zone data, and more.
- Publish your Listings to Facebook and promote whenever you have a price reduction or sale.

Additionally, Collaborate Like Never Before

- Create your own branded app and give your clients access to ALL listings in the market, straight from you and Realcomp. Easily share suggested listings and track client activities and favorites in MLS-Touch.
- MLS-Touch is a national product that has been vetted by hundreds of thousands of REALTORS[®] and consumers around the country. It's brand new to the Realcomp market, but not to the industry.

Apps & Widgets

MLS-Touch®



Training Links & Info:

Online Videos

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

Device Compatibility: PC, Apple/Mac, iOS, Android, iPad

How to Access:

Search for "MLS-Touch" in the Apple App® or Google Play[™] Stores. After downloading the app, login with your current Realcomp credentials.

Cost Information:

Additional Apps

Product Descriptions:



LionDesk is the perfect CRM and Transaction Management platform for agents who want to stay top of mind with their database, ensure leads don't fall through the cracks, be reminded of important tasks and integrate all their tech tools. *It's time to ROAR!*



ShowingTime provides residential real estate agents and offices with tools to manage showings and feedback as well as analytics and reporting. View upcoming appointments, access details, and showing instructions. View Showings on your listings by past or upcoming appointments. Connect with your clients from one easy place. Choose showing times that fit your schedule.



SentriKey[®] allows a SentriLock lockbox owner to grant access to their lockbox to other SentriKey[®] users, providing accurate and detailed access information to the lockbox owner. SentriKey[®] provides security and dependability to SentriLock lockbox subscribers.



SentriConnect[®] allows a SentriLock lockbox owner to grant time limited access to their lockbox. This also allows the lockbox owner to collect accurate and detailed access information. SentriConnect[®] is a free service and provides security and dependability to SentriLock lockbox subscribers.

Apps & Widgets



The world's first property intelligence tool, integrated with Realcomp's MLS System. Remine gives Agents and teams access to agent only MLS data and public record data via a single platform.



RPR Mobile is a property app exclusively for REALTORS. Easily search properties, create and send branded reports and view local market statistics. Operated by the National Association of REALTORS. Access MLS and public record data, mortgage history, school attendance zones, and more.



<u>REALTOR.com</u> is a national real estate property app. Find for sale listings nationwide. Search for homes by school. Find Open Houses.



Remine Mobile is an extension of the core Remine Pro application, providing many of the same functionalities as the core application, to serve the busy on-the-go Agent.

How to Access:

Search for these apps in the Apple App $^{\mathbb{R}}$ or Google PlayTM Stores.



Cost Information:

These services are either included in your Realcomp MLS Subscription or are available to you as a REALTOR[®] at no additional cost.

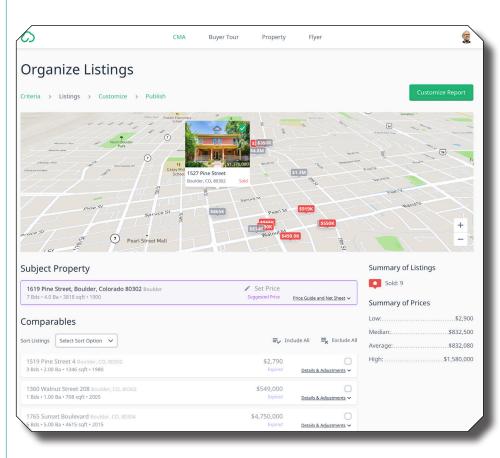
Cloud CMA by Lone Wolf

Description:

With Cloud CMA you can easily create beautiful CMA Reports, Buyer Tours, Property Reports, and Flyers that are branded to you and come chock full of data straight from the MLS and top websites.

Benefits:

Start writing more offers and winning more listings with Cloud CMA. In minutes you can create a professional report that places your branding front-and-center, and includes a home value range and important information about the home selling process. Plus, you can showcase your reports on your iPad, tablet, laptop, and even on Apple TV.



Comparative Market Analysis (CMA), Flyers, & More

Cloud CMA Power Pack () Homebeat

Training Links & Info:

• Upcoming Webinars by Realcomp

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

Device Compatibility:

Cloud CMA is web-saved so it works on any device!

How to Access:

Login to Realcomp's Dashboard and choose the Cloud CMA icon or access the icon from within a listing.

Cost Information:

The upgraded version (with Power Pack and Homebeat) is included in your Realcomp MLS Subscription available at no additional cost.

Realcomp's Tools of the Trade REALTOR® Expo

Description:

Realcomp holds its annual Tools of the Trade REALTOR[®] Expo each Spring. Typically, this event includes educational presentations and demonstrations that highlight industry thought-leaders and real estate technologies designed to help REALTORS[®] with productivity, effectiveness, and success in real estate.

Conference





Cost Information:

This event is traditionally free of charge to Michigan REALTOR[®] attendees.

Vendors: Contact Realcomp's Marketing Department at <u>marketing@real-</u> <u>comp.com</u> for an Exhibitor Kit and to learn about sponsorship opportunities.

LionDesk

Description:

LionDesk is an easy to use and affordable CRM and Transaction Management platform that is designed to help agents increase productivity, save time and turn all their contacts into lifelong clients.

Highlights of Agents' Favorite LionDesk Features Include:

- Sending bulk Texts and Emails to select groups of contacts all at one time
- Recording and sending Videos directly within a Text or Email
- Accessing 100's of shared Email Content and Drip Campaign flows
- Using Text2Sell short codes for easy lead generation from sign riders, flyers and more
- Activating "Gabby", an AI Lead Assistant that follows up and qualifies leads via text
- Creating Multiple Transaction Pipelines for ease and complete customization
- Saving Custom Audience lists for quick analysis and easy communication
- Integrating tech tools like website, facebook leads, mojo dialer and more to maximize productivity, save time and limit multiple dashboard logins

LionDesk is the perfect CRM and Transaction Management platform for agents who want to stay top of mind with their database,

ensure leads don't fall through the cracks, be reminded of important tasks and integrate all their tech tools.

It's time to ROAR!

How to Access:

Login to Realcomp's Dashboard and choose the LionDesk icon.

Customer Relationship Management (CRM)



Training Links & Info:

Webinars by LionDesk
Fast-Start to Results by

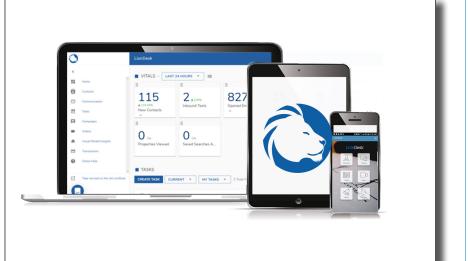
LionDesk

• YouTube HOW TO Playlist

 YouTube Live Q&A <u>Playlist</u>

 Upcoming Webinars by <u>Realcomp</u>

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)



Cost Information: Included in your Realcomp MLS Subscription at no additional cost.

Data Co-Op by CoreLogic

Description:

Data Co-op[™] from CoreLogic[®] connects brokers and agents to other multiple listing organizations across the country. Quickly access agent-to-agent data not available on public-facing web sites from associations located in different regions of the country. Simplified multiple listing access makes it easy to market properties across the nation and help clients find properties to buy in distant locations.



Benefits:

- Access listings from across the nation
- Market your properties across the country
- Access RealAVM[™] property values
- Access the most accurate and complete property information available
- Help clients find properties to buy outside of your local market

Data Sharing Services

Device Compatibility:

The Data Co-Op works on Apple/Mac, iPad and PC platforms and all popular browsers.

How to Access:

Login to Realcomp's Dashboard and choose RCO3[®]. Then choose "Additional Data" and "CoreLogic MLS Data Co-Op".

Cost Information:



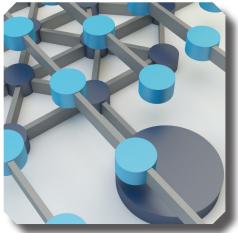
Data Sharing with Other Local MLSs

Description:

Realcomp shares MLS data with several other MLS organizations located throughout Michigan. Data sharing between MLSs eliminates the need for a REALTOR[®] to subscribe to more than one MLS organization in order to access the combined MLS data.

Realcomp performs duplicate listing checks and other data quality-related routines on all MLS data in our database, including data share listings, to improve their linkability to our statewide public record database.

For an updated list of MLS organizations Realcomp shares MLS data with, please **visit the Data Sharing page** on our corporate website.



Benefits:

- Access to more MLS data
- More cooperatation/compensation opportunities
- Cost savings (no longer need to subscribe to more than one MLS)
- More efficiency (less databases/systems to access)

Data Sharing Services

How to Access:

You automatically have access to the MLS data that is shared through the GLR when you access Realcomp's products and services.

Cost Information:

Listing Distribution for Designated REALTORS®/Broker Owners

Description:

Realcomp's Listing Distribution service enables the Designated REALTOR® or Responsible Broker of each participating company or office to easily control and efficiently facilitate the syndication of their listings beyond Realcomp's MLS computer system.

Realcomp will syndicate your listings to any or all of the following real estate websites and portals upon your authorization:

<u>REALTOR.com</u>—a public-facing website <u>**MoveInMichigan.com**</u>—the public-facing website maintained by Realcomp

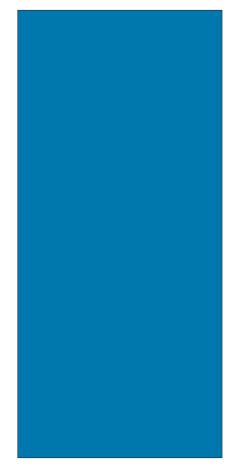
- **Internet Data Exchange (IDX)**—MLS data feed service for populating public-facing websites of other Brokerages who are IDX participating Realcomp REALTORS[®]
- **REALTOR Property Resource (RPR)**—an MLS data tool for REALTORS[®] provided by the National Association of REALTORS[®]
- **CoreLogic Data Co-Op**—an MLS data tool and data sharing platform for REALTORS[®] provided by Realcomp and CoreLogic



Data Syndication Services

How to Access:

Login to <u>Realcomp's Corpo</u> <u>rate Website and choose</u> <u>"Links", "DR/Broker</u> <u>Links", and "Listing</u> <u>Distribution".</u> Then click the "Modify" drop-down arrow next to each syndication choice to change it to "yes" or "no".



Cost Information: TIncluded in your Realcomp MLS Subscription at no additional cost.

ListTrac

Description:

ListTrac is an online platform that helps real estate professionals gain enhanced insight into their listing activity and ROI regarding advertising efforts.

ListTrac provides real estate brokers and agents with user engagement metrics pertaining to their listings on the Internet. This includes listing traffic, views, inquiries, and more, enabling real estate professionals to make future marketing decisions based on tangible information and action-based results.

The new ListTrac functionality helps connect MLS subscribers with the information and insight they need to build their business strategically and allocate resources to the initiatives that provide the greatest return.

ListTrac allows Realcomp Subscribers to review the following information:

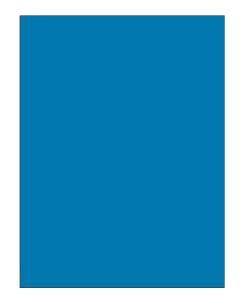
- **Views:** Shows the number of times a listing has been viewed through various websites
- **Markets:** Displays the physical location of those who have viewed the listing
- **Visitors:** Shows the number of daily views listings have captured through various websites, including third party sites
- **Inquiries:** Displays how often potential buyers have requested moreinformation on particular listings
- **Saved Listings:** Shows the number of listings that have been saved as 'favorites' through various websites
- **Shares:** Shows the sites from which listing "shares" (to social media) are being generated
- **Inventory:** Demonstrates Realcomp's current inventory by location
- Active Reports: Shows which Realcomp reports are most used by other Realcomp REALTORS[®] in combination with your listings

Data Syndication Metrics

How to Access:

Login to Realcomp's Dashboard and choose RCO3[®]. Then choose "ListTrac".





Cost Information: Included in your Realcomp MLS Subscription at no additional cost.

Remine Docs+

Description:

MEET THE NEXT GENERATION OF TRANSACTION MANAGEMENT: REMINE DOCS+

From document creation to back-office submission and review, Docs+ provides one intuitive, cloud-based collaborative tool for all of your transaction management needs.

Track your transaction to-dos from within a single document. This cloud-based solution allows cooperating agents to make in-line changes—making it easy to collaborate with others in real-time. It also keeps track of your version history so that you can review and audit edits later.



Key Features:

- **Create Forms:** Create and fill out forms and facilitate digital signings with your clients and cooperating agents.
- **Check Lists:** Stay organized and keep your to-do list connected to your transactions, forms, and clients.
- **Document Packages:** Pre-built and customized collections of forms to easily set-up new transactions. Fully customizable, "templated" collections of prefilled forms that make offer generation quick and easy.
- **Clause Kits:** Repeatedly adding clauses/stipulations to documents one-by-one is arduous and can lead to costly errors. Agents can save time with Clause Kits collections of clauses curated by brokers and agents that can be added directly to contracts in a few clicks.

Document and Transaction Management



Training Links & Info: • Upcoming Webinars by <u>Realcomp</u>

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

Device Compatibility: PC, Apple/MAC, mobile (iOS, Android)

How to Access:

Login to Realcomp's Dashboard and choose Remine Docs+ icon.

Cost Information:

Remine Docs+ - Continued

- **Smart Form Technology:** Transaction documents are "linked" to save time on repetitive field entries. Save additional time with automatically integrated signature and initial fields for all parties. Warnings and alerts highlight potential errors prior to sending and signing, preventing needless mistakes and potential amendments.
- **Multi-Party Collaboration:** All involved parties can make in-line changes in one cloud-based, collaborative document.
- **Notifications and Highlights:** Automated email notifications give agents peace of mind and keep them engaged in the transaction's progress.
- **Smart Form Highlighting:** Makes reviewing the changes made by cooperating agents quick and easy.
- **Document History:** Remine Docs+ offers an easy-to-access in-app edit/change summary and a downloadable audit report where every signature, initial and edit is meticulously logged and tracked from start to finish.
- **Broker and Administrative Features:** Brokers and admins can easily distribute fully customizable checklists, clauses, and documents.
- For Designated REALTORS®/Broker Owners: Add your custom Brokerage Forms to Docs+ by completing Realcomp's Broker Requisition Form.

Document and Transaction Management



Electronic Signatures by LoneWolf

Product Description:

Realcomp is now offering the new Authentisign, by Lone Wolf Technologies, as a stand-alone e-signature solution for MLS Subscribers.

COLLECTING SIGNATURES IS QUICK, EASY, AND

PAINLESS. With just a few clicks, you can easily collect electronic signatures. No matter how tech savvy your clients may be, signing is easy. They can sign anytime, on any web browser or mobile device, without requiring any downloads or account registrations.

A SIMPLE, CLEAR INTERFACE. The new intuitive interface allows you to easily drag, drop, delete and rotate pages. The upgraded signing details page and Participant View allows you to act quickly. Plus, the crisp documents and signatures make it easier than ever for your clients.

MONITOR AND MANAGE ALL SIGNATURES IN ONE PLACE. Get real-time insight into the status of all signatures and take signing actions in one place

IMPROVED SIGNER EXPERIENCE. Signings are now easier than ever and can be completed in just 4 steps—agree to terms of service, click to sign, set their signature, sign and that's it! Plus, now there are no more passwords, for a simpler experience.

FASTER THAN EVER. Now you can complete signings in half the time! The signing wizard has been removed and templates added, so you can save default annotation properties and create automatic signature blocks.

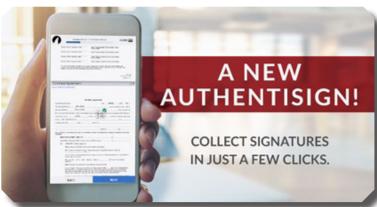
NEW INSIGHTS AND SIGNER FEEDBACK. Now you can quickly correct rejected signatures and have access into insights so you know why a signature was not accepted. Plus, signers have an option to provide feedback after they are completed so you'll always be in-the-know.

REST ASSURED THAT YOUR SIGNINGS ARE SECURE. Authentisign provides multiple layers of protection to ensure that all eSignatures meet and exceed the most stringent security and privacy standards.

Electronic Signings



Training Links & Info: • Authentisign Consumer <u>Tip Sheet (PDF)</u> • Using Authentisign for <u>Electronic Signings (PDF)</u> • Authentisign Quick Start <u>Guide (PDF)</u>



How to Access:

Login to Realcomp's Dashboard and choose the Authentisign icon.

Cost Information:

Transactions/TransactionDesk by Lone Wolf

Description:

Spend less time processing paperwork and more time serving clients with Transactions (TransactionDesk Edition)! This digital transaction management and productivity suite makes contracts a cinch with fully licensed and up-to-date digital forms, and state-of-the-art transaction management tools. Transactions also offers a complete set of tools (like eSignature and Broker File Review), services, and solutions to help agents work fast, stay compliant, and amaze their buyers and sellers every step of the way.

Deliver the digital experience your clients expect and deserve. From the moment a listing hits the MLS until the day your clients move into their new home, this platform ensures a modern and streamlined experience for all parties involved.

Unlock everything today's agents need for seamless digital transaction management. This comprehensive package includes a range of features such as customizable templates, efficient task management, comprehensive checklists, secure document storage, and much more.

In today's digital world, the digital agent emerges victorious. Stay ahead of your competition with this suite of cutting-edge digital tools, designed specifically for the real estate industry.

Benefits:

- Up-to-date digital forms
- Authentisign e-signature integration
- Streamlined experience for all parties involved
- Customizable templates
- Efficient task management
- Comprehensive checklists
- Secure document storage
- Broker file review for compliancy





How to Access:

Login to Realcomp's Dashboard and choose the Transactions/TransactionDesk icon.

Cost Information:

Down Payment Resource

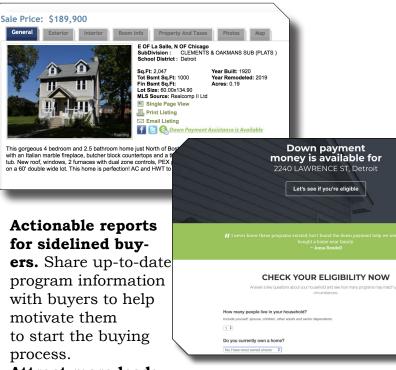
Description:

Down Payment Resource (DPR) is an award winning, national database of more than 2,500 homeownership programs. Integrated into MLS property listing data, DPR flags eligible for-sale properties and identifies specific programs for eligible properties. Plus, MLS subscribers have access to marketing and business-building tools that pinpoint down payment help for their buyers.

Benefits:

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• **Property data that sets you apart.** Eligible listings are flagged with a special icon. Click to discover all the programs the property qualifies for.



• Attract more leads.

Down Payment Connect is your own personalized lead generation landing page where buyers can complete a search for down payment programs in your market. You can add your link to your website, social media, marketing campaigns and more.

• **Marketing tools.** Access a suite of a marketing resources, including customizable marketing flyers and social media images.

Down Payment Assistance



Training Links & Info:

 Live and On-Demand Webinars
 Down Payment Connect Marketing Resources
 Upcoming Webinars by Realcomp
 Onsite Training Classes at Realcomp (See the Class

at **Kealcomp** (*See the Class Scheduler* icon on Realcomp's Login Dashboard)

Device Compatibility:

PC, Apple/MAC, mobile (iOS, Android), and mobile responsive.

How to Access:

Login to Realcomp's Dashboard and choose the Down Payment Resource (DPR) icon.

Cost Information:

RE Technology



Description:

This year work smarter, not harder. With RE Technology's guidance you will learn to comfortably leverage technology tools that impress clients and differentiate you from the competition.

Check out RE Technology today, a Realcomp subscriber benefit!

RE Technology is the go-to resource designed to help real estate agents and brokers learn how to use and evaluate technology that will truly "wow" clients and increase profits.

Your subscription (available through Realcomp at no additional cost) gives you access to:

- Daily educational articles and product reviews
- Comprehensive product and company directories
- The latest technology and industry news
- Live educational webinars

This service, normally \$149.95/year, is offered to Realcomp Subscribers at no additional cost. The goal is to help you find easy-to-use technology that works for YOU and your business--not technology you need to work at using.

Educational Resources



How to Access:

- Click the RE Technology "gadget" on the Realcomp Login Dashboard (under the "Realcomp Applications" section; -or-
- Click the RE Technology link (under the "Realcomp Links" section of the RCO3[®] home page
- Then complete the one time registration process. It's that simple!

Quick-Reference Links: <u>"How to Get Started" Slide</u> Deck

Cost Information:

Free Floor Plans by CubiCasa

Description:

We're excited today to announce that free CubiCasa floor plans are now available to all MLS Subscribers of the Realcomp MLS.

CubiCasa is a revolutionary mobile app that produces detailed and attractive floor plans from a simple five-minute scan of a home. It's being used around the world and by more than 40 US-based MLS organizations. The app requires no training and no extra equipment; it will work with almost any smartphone or tablet you already own. Because it's so easy to use, it can be used widely by agents, appraisers, real estate photographers and more.

Per the annual NAR Homebuyers and Sellers Survey, consumers consistently rank floor plans as their most desired listing content after standard photos and property data. Floor plans help home buyers really understand how a home will fit their needs, at a glance, like no other digital asset.

Benefits:

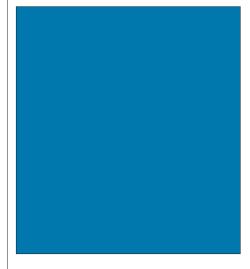
- Free floor plans (for properties up to 5,000 square ft.) that include room dimensions and total square footage;
- A 20% discount on optional add-ons such as fixed furniture,
- Appraisal GLA, rush orders, 3D Floor Plans and Video Renders, or large homes;
- The ability to edit and customize floor plan outputs to your needs; and
- Access to <u>CubiCasa's directory of real estate photogra-</u> <u>phers</u>, if you prefer to work with a photographer on your listing. Additionally, CubiCasa can be used by any photographer you already work with.





Device Compatibility:

Works with virtually any Smart phone device from 2015 or newer.



How to Access:

Login to Realcomp's Dashboard, choose the CubiCasa icon and create an account.

If you already have a CubiCasa account, you can affiliate it to the Realcomp MLS through your CubiCasa Profile settings.

Cost Information:



MarketStats

Product Description:

We know statistics matter to REALTORS[®] and how important they can be in providing market-related facts to consumers for what may be their largest financial transaction ever. That is why Realcomp provides the MarketStats application by ShowingTime for Realcomp REALTORS[®]. MarketStats features a bevy of market research tools including:

- **InfoSparks**–A mobile ready, simple-to-use interactive stats product that allows you to combine local geographies (up to 4) with customizable housing variables, timeframes, and market metrics in order to generate charts that support your recommendations at listing presentations
- **FastStats**-A tidy, mapbased interface that displays local market updates, monthly indicators, lender mediated reports, marketwatch reports, and regional data sheets. Simply select from a drop-down menu or from a map of the local region and there a report will be waiting for you!

Benefits:

• Access a clean, concise, and easy-to-use statistical

interface that helps to provide a broader understanding of prevailing trends in local housing markets.

- Make speedy assessments with the right data and the right tools.
- Get your statistical needs met without having to spend hours creating your own data tables and charts.
- Manage client expectations by answering the emotional point of price.
- Emphasize your expertise and knowledge by "sharing" stats on your website, in blog and social media posts, and through e-mail marketing campaigns.

How to Access:

Login to Realcomp's Dashboard and choose the ShowingTime MarketStats icon.

Cost Information:

Included in your Realcomp MLS Subscription at no additional cost.

Market Analytics



Training Links & Info:

- InfoSparks Video
- FastStats Video
- Upcoming Webinars by Realcomp

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

MarketView MLS

Product Description:

Realcomp now offers MarketView MLS, which equips agents, offices, and firms with the ability to generate performance-based statistics in report and chart form using trusted MLS data. MarketView MLS Features include:

- Rank agents, offices, and firms by units or dollar volume for list side, sale side, or total sides.
- The top 100 will be displayed based on the selections made. Choose "Select an Agent to Highlight" to search the complete list.
- By default, rankings are sorted by Total and Volume of closed transactions. Selecting a different column header sorts the rankings based on that column.

Market Analytics



Training Links & Info:

- MarketView MLS Video
- Upcoming Webinars by Realcomp

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

rmingham: Residential							
op Agents by Total Closed Sales ear to Date Ending March 2018		List Side		Sale Side		Total	
nk@ Agent	Units 71	Volume "1	Units 11	Volume 🗐	Units 7	Volume ⁻¹	
Smith, John 123456	2.0	\$1,195,000	4.0	\$3,452,000	6.0	\$4,647,000	
Green, Francine 123457	2.0	\$1,040,000	2.0	\$874,000	4.0	\$1,914,000	
Cummings, Tami 123458	2.0	\$1,161,501	2.0	\$1,161,501	4.0	\$2,323,002	
Watts, Tiffine 123459	0.5	\$362,500	3.0	\$1,917,500	3.5	\$2,280,000	
Cherry , Kay 123460	2.0	\$3,182,516	1.0	\$1,977,516	3.0	\$5,160,032	
White, Bry an 123461	-	-	3.0	\$1,167,270	3.0	\$1,167,270	
Fisher, Julie 123462	1.0	\$250,000	2.0	\$1,745,000	3.0	\$1,995,000	
Gardner, Janene 123463	2.0	\$1,867,000	1.0	\$2,250,000	3.0	\$4,117,000	
Smith, Sarah 123463	1.0	\$1,730,000	1.5	\$2,862,500	2.5	\$4,592,500	

- Report Type options include Agent Report, Office Report, and Firm Report.
- Report measures include volume in units and dollars or as a percent of market share.
- Time calculations include Previous Month, Rolling 12 Months, and Year to Date.
- Highlight an agent, office, or firm to compare performance to a ranked list.
- Compare local numbers to regional numbers and numbers for yourself and/or your company to the market at large.
- Use MarketView MLS to supplement your listing presentation data.

How to Access:

Login to Realcomp's Dashboard and choose the ShowingTime MarketStats icon.

Cost Information:

Basic level of this service included in your Realcomp MLS Subscription at no additional cost.

OneHome™

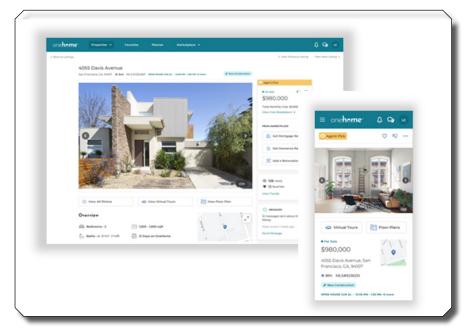
Description:

OneHome[™] by CoreLogic[®] is the new client portal (i.e., device responsive through the browser, not another app) for RCO3[®]/ Matrix[™] that helps you collaborate with clients and remain at the center of their home search.

Benefits:

OneHome[™] provides access to rich property data, neighborhood insights, location scores, school boundaries, and more. It also helps rank listings by suitability to provide clients with a better search experience, illuminating client behavior so you can better understand their priorities.

Best of all, you manage and respond to everything for OneHome directly within RCO3[®]/Matrix[™]. Your clients collaborate with you through your OneHome portal connected to your RCO3[®]/Matrix[™] account.





MLS System Tools



By CoreLogic®

Training Links & Info:

• Overview Slideshow (PDF)

- FAQs Slideshow (PDF)
 Upcoming Webinars by
- <u>Realcomp</u>

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

• Login to RCO3®/Matrix[™] and click the **Learning Lab** image (shown below).

Welcome To RCO3®/ Matrix & OneHome

Learn how to get the most out of your MLS tools.

Access the RCO3[®]/Matrix Learning Lab

Watch our video tutorials and get user guides!

Device Compatibility:

The HTML interface lets you access both listing and property data from virtually any device—no plugins required.

How to Access:

Login to Realcomp's Dashboard and choose the RCO3[®] icon.

Cost Information:

RCO3[®] (Matrix[™])

Description:

Used by more than half of all real estate agents in North America, RCO3[®] (Matrix[™]) is lightning fast, providing the instant results top producing agents demand. RCO3[®] is mobile, tablet, and computer-friendly, making it easy to access when and where you want. North America's most prominent real estate organizations choose RCO3[®] above all others.

Benefits:

Powerful Insights

The property display includes current listing data, tax/assessment data, transaction/document history, area schools, flood data, and more. The interactive map lets you "Walk the block"

to see brief tax and listing information on the parcels where data is available. The maps also include comprehensive overlays, including flood, lot dimensions, valuations, sales activity, foreclosure activity, and more.

Work Smarter

Matrix offers shortcuts, a speed search bar, listing carts, multitasking, automatically saves all recent searches for quick access from any page, and more for maximum efficiency. Leverage tax data without launching a separate program, which means learning one system, not two.

Speed

RCO3[®] is fast. See for yourself. It displays the elapsed time for every search in hundredths of a second.

Clients Will Love It Too

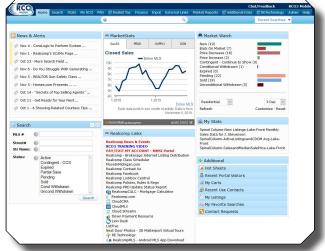
RCO3[®] provides newly designed, fully responsive, real estate portals for clients, fostering improved customer service and communication. RCO3[®] also offers a variety of options when it comes to automatically emailing listings to clients.

MLS System Tools



Training Links & Info: • Upcoming Webinars by <u>Realcomp</u>

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)



Device Compatibility:

The HTML interface lets you access both listing and property data from virtually any device—no plugins required.

How to Access:

Login to Realcomp's Dashboard and choose the RCO3[®] icon.

Cost Information:

RC0360°

Description:

What is RCO360°? It's a search option in the latest version of RCO3[®] that unifies listing and Realist[®] property data, allowing MLS Subscribers to search across both data sets simultaneously. The result is a truly property-centric search that gives you

a 360-degree view of properties in your market.

Benefits:

- **More Efficient Workflow** Leverage Realist[®] tax data without launching a separate program and leaving the MLS workflow.
- **Easy and Familiar** Search, view results, print and email reports for tax data the same way as listings. All searches and displays are created inside of RCO3[®]/Matrix providing

a consistent and familiar user experience.

- Create a **CMA (including On and Off-MLS Sales)** by pulling comparable properties through the combination search.
- The HTML interface works well on computers and tablets no plugins required.
- A tax search is now available within RCO3[®] using the same fields as in Realist, but in a f**amil**iar RCO3[®]-style search form.
- Enjoy the **stability and speed of RCO3**[®]/Matrix.
- **Complete property display** includes current listing data, tax/assessment data, transaction/document history, area schools, flood data, and more. Users can choose which content to print.
- **"Walk the block"** to see the whole neighborhood. The interactive maps now display brief tax and listing information on the parcel where data is available. Users can zoom and pan, switch between street and satellite views, enable layers, and click on parcels to view neighboring property information. Comprehensive map overlays include flood, highlighted parcel, lot dimensions, valuations, sales activity, foreclosure activity, and more.
- **FEMA Flood Zone information** and a map of the property area showing the Flood overlay is available. The combined history shows all listing activity for the property, as well as sale, mortgage, and foreclosure history from public records.
- Print **mailing labels** from tax data.

MLS System Tools



Training Links & Info: • Upcoming Webinars by <u>Realcomp</u>

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)



Device Compatibility:

The HTML interface lets you access both listing and property data from virtually any device—no plugins required.

How to Access:

Login to Realcomp's Dashboard, click the RCO3[®] icon, hover over the Search menu, and choose RCO360⁰.

Cost Information:

ODP Business Solutions (Office Depot/Office Max/FedEx)

Description & Benefits:

Receive significant savings with the ODP Business Solutions program.

What you get when you join the ODP Business Solutions Program:

- Free next-day shipping on orders of \$20 or more
- 10%-30% all ink & toner
- Custom Tech Discounts 500 Products 15% off
- National Top Sellers 15% off
- Almost Everything Else 10% off
- Savings of up to 55% on all solution categories
- Deep discounts on 1,600+ of the most popular products purchased by businesses
- Up to 20% off over 14,000 items, every single day

What you get when you request the FedEx Advantage $\ensuremath{^{\circ}}$ discounts program:

- Up to 50% off FedEx Express® Shipping
- Up to 30% off FedEx Ground® Shipping
- Up to 30% off FedEx Home Delivery®

Ways to Shop:

Most Savings

• Shop online at <u>www.odpbusiness.com</u> and receive free next business day shipping on orders of \$20 or more.

• Download the ODP Business Solutions mobile app and place your orders online while you're on the go.

• Receive your full contract pricing when you place your order online at <u>http://odpbusiness.com</u> and select store pick up at your favorite Office Depot and OfficeMax store location.

Standard Savings

Store Discount Program:

• Receive a standard discount on certain product categories when you shop in an Office Depot or OfficeMax store. Download the ODP Business Solutions mobile app to get the program QR code for in store shopping use.

What happens with my old Office Depot-Office Max Store Purchasing Card program? To get the full ODP Business Solutions Program discounts, you will need to use your online account, order online, and choose store pick up, if preferred.

See the Store Discount Program flyer (PDF) here.



How to Access:

Sign up for access to the ODP Business Solutions program discounts as your first step. Note: If you already have an online Office Depot/Office Max account (from before), it will automatically transition to an ODP account. <u>Click here</u> to request a new ODP Business Solutions account. Then, use the shopping options listed under Ways to Shop, outlined on the left-hand side.

Additionally, request the FedEx benefit to sign up for the FedEx Advantage[®] discounts program.

Store Purchasing Card Up-

date: MLS Subscribers who currently have an older printable store purchasing card will be able to use it for a limited time during the transition to the ODP Business Solutions Program. However, only standard discounts apply when presenting the card in store.

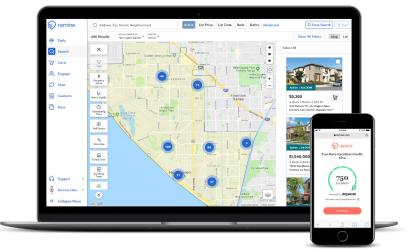
Remine Pro

Description:

Remine provides the REALTOR[®] with a modern operating system that includes map-based search, reporting, CRM, marketing, listing input, offer management, and client engagement. It is fully compatible between desktop and mobile (iOS and Android) and is designed to let the REALTOR[®] easily upload their contacts, invite them onto the MLS client portal, and receive real time feedback. The goal of Remine is to keep the REALTOR[®] at the center of the transaction.

Benefits:

Remine is your modern MLS platform which allows you to conduct all your daily rituals inside of one platform. It provides the best client engagement experience so that REALTORS® can better serve their buyers and sellers and prospect for new clients. Remine is modern, intuitive, and fully mobile so you are always prepared for listing appointments, working with buyers, or prospecting a neighborhood. With Remine set up, you can focus more time on your business, and less time on learning new technology.



Remine Pro Includes:

- Quick and Easy Map Filter Data for Narrowing Properties, including: Property Value, Home Equity, Ownership Time, Sell Score, Absentee Information, Flood Zone, Mortgage Interest Rates, Distressed Properties, and more
- Comparable Market Analysis (CMA) Module
- Equifax Credit Score for Your Clients
- Access to Client Analytics
- Electronic Signatures
- and more!



Training Links & Info:

- Remine YouTube Videos
- Remine Training Webinars
- Upcoming Webinars by <u>Realcomp</u>

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's

Login Dashboard)

Device Compatibility:

PC, Apple/MAC, mobile and tablet (iOS, Android)

Browser Compatibility:

Chrome, Firefox, Safari, and Edge—be sure to use the most current version available.

How to Access:

Login to Realcomp's Dashboard and choose the Remine icon.

Cost Information:

Realist[®]

Description:

Realist[®] is a public-record database that enhances your multiple listing platform, making it easy to research properties, assess market conditions and trends, find comparable sales, market to buyers and sellers, and create custom exports. Realist provides insight to understand the market, identify opportunities, and take decisive action.

Benefits:

- Incredible view into market or specific property
- Improve marketing & farming efforts
- Create great looking reports & presentations
- Faster lead qualification
- Comprehensive comparable & pricing analysis

Top Features:

- Advanced searching, mapping, analysis, reporting
- Professional reports (property detail, comparables, neighborhood profile, market statistics, flood maps, and more)
- RealAVM[®] Live Automated Valuation Model (AVM) refreshed weekly
- Conduct map-based search for properties by drawing custom boundaries
- Print mailing labels directly from search
- Export opportunities data for mail merge and statistical analysis



Public Record Data & More

Realist®

Training Links & Info: • Upcoming Webinars by

<u>Realcomp</u> • Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's

Device Compatibility:

Login Dashboard)

PC, Apple/MAC, mobile and (iOS, Android)

How to Access:

Login to Realcomp's Dashboard and choose the RCO3[®] icon. Then choose "Realist Tax" from the menu.

Cost Information:

RateMyAgent

Description:

Make client reviews your most powerful marketing tool. RateMyAgent helps accelerate your business by:

- Providing you with a Public Profile, which you can use for building your online reputation and credibility. Share your profile page & online reviews to help you win your next client.
- Add existing reviews
- Import reviews
- Delayed Sync with Realtor.com®

Claim or access your non-chargeable RateMyAgent profile by logging into the Realcomp Dashboard and choosing the RateMyAgent icon.

Note: Additional RateMyAgent features are available under various upgrade options. See their website for more information about these options.

ratemyagent

Stand out from the crowd by **making client reviews** your secret weapon to success.



Rating Software

ratemy**agent**

Training Links & Info:

• RateMyAgent Featured Videos

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

How to Access:

Login to Realcomp's Dashboard and choose the RateMyAgent icon.

Cost Information:

Basic service included in your Realcomp MLS Subscription at no additional cost.

SentriLock Electronic Lockbox System

Description:

Founded in 2003, SentriLock is the official lockbox solution for the National Association of REALTORS[®] (NAR). As the premier electronic lockbox manufacturer and provider of property access management solutions, SentriLock operates in support of REALTORS[®] and the real estate industry, offering an easy-to-use, reliable and secure solution. Fundamental core values guide SentriLock's every action, and the company is committed to providing the best service and superior

experience for the benefit of real estate agents and their clients.

The SentriLock Bluetooth[®] REALTOR[®] Lockbox is the most secure, durable, and versatile in the industry. SentriLock's reliable mobile apps help to efficiently manage property access to get the home sold quickly for the home sold quickly for the homeowner. When you choose SentriLock, you get much more than just a great lockbox—you get the SentriLock advantage. America's premier lock-



box, the most powerful app in the industry, easy and secure temporary access, and award-winner customer service. You can feel at ease when your customer's home is being SentriLocked.

Benefits:

SentriLock was created for REALTORS[®], with their needs in mind. Since the company is 100% owned by the National Association of REALTORS[®]—America's largest trade association representing over 1 million members—you can be assured of SentriLock's uncommon level of stability. Our products, services, and support staff will be here today, tomorrow and for many years to come.

Security



Training Links & Info:

- <u>Vimeo Videos by SentriLock</u>
- <u>Upcoming Webinars by</u> Realcomp

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

Additional Product Info: <u>www.Sentrilock.com</u>

How to Access:

Login to Realcomp's Dashboard and choose the SentriLock icon.

Device Compatibility:

Desktop (Apple/Mac, PC); Mobile (iOS and Android); App Downloads (App Store, Google Play)

Browser Compatibility:

All standard browsers: Google Chrome, Internet Explorer, Microsoft Edge, Safari, & Firefox

Cost Information:

SentriLock Electronic Lockbox System-Cont'd

Description - Cont'd:

When real estate agents experience the SentriLock advantage, anything else seems ... well, lacking. Discover the SentriLock advantage.

Never Miss a Showing

In seconds, you can open the key compartment, release the shackle, assign the lockbox to a listing, view access logs and

more with the SentriKey[®] Real Estate app. In less time than it would take to unlock the door and start your vehicle, you could open the door to new sales with SentriLock.

Enjoy Secure Controlled Access

You can use the app to generate One Day Codes, or grant SentriConnect[®] access to out-of-the-area agents, contractors, appraisers and others who may need secure temporary access. You will always know who entered the home, and when,

through instant notifications and access logs.

Keep it Secure

The SentriLock lockbox is built with the highest quality materials and is engineered to protect your homeowner's most valuable investment. It also features Bluetooth[®] connectivity, which gives you access to a home even when you're out of cell service range.

Keep Yourself Safe

The app has an Agent Safety feature that automatically and discreetly alerts your designated emergency contact(s) when you do not feel safe or cannot confirm you're safe.



Security



Training Links & Info:

- Vimeo Videos by SentriLock
- <u>Upcoming Webinars by</u> Realcomp

• Onsite Training Classes at Realcomp (See the Class Scheduler icon on Realcomp's Login Dashboard)

Additional Product Info: <u>www.Sentrilock.com</u>

How to Access:

Login to Realcomp's Dashboard and choose the SentriLock icon.

Device Compatibility:

Desktop (Apple/Mac, PC); Mobile (iOS and Android); App Downloads (App Store, Google Play)

Browser Compatibility:

All standard browsers: Google Chrome, Internet Explorer, Microsoft Edge, Safari, & Firefox

Cost Information:

ShowingTime for the MLS

Description:

ShowingTime for the MLS is an MLS system add-on tool that Realcomp provides to our MLS Subscribers. It helps real estate professionals schedule showings online in order to save them from unnecessary phone calls and busy work. ShowingTime for the MLS saves time, requires fewer phone calls, generates more showings, helps agents provide better client service, better accountability and better security ... all leading to a more efficient home sale.

ShowingTime for the MLS Features Include:

- Interactive calendar shows "open hours" to help the showing agent know when the listing is available to show
- Showing agents can request either specific showing times or a window of time when they want to show a listing.
- ShowingTime for the MLS remembers confirmation preferences of the showing agent for rapid-entry of showing requests.
- An online note-pad allows the showing agent to ask questions or add comments as they would over the phone.
- Email notifications to the showing agent, listing agent and/or office front-desk improve accountability and eliminate uncertainty.
- Showing instruction mode allows for instant showing confirmation in order to save time and get the listing shown.
- Online reports act as a reference to the office or listing agent.
- Listing activity reports help the listing agent to manage the seller's expectations.
- Optional showing feedback tool system will send an email to the showing agent with a web-based feedback form on the day of the showing.
- Consumers are able to make showing appointments while viewing properties on *MoveInMichigan.com* (when offices have this feature turned on in the MLS).

Showing Services



Training Links & Info:

- <u>YouTube Videos by Show-</u> ingTime
- <u>Upcoming Webinars by</u> Realcomp
- Onsite Training Classes

at Realcomp (*See the Class Scheduler* icon on Realcomp's Login Dashboard)



How to Access:

Login to Realcomp's Dashboard and choose the ShowingTime icon.

Cost Information:

ShowingTime Front Desk

Description:

ShowingTime Front Desk provides real estate offices with an efficient system to manage real estate showings, send notification emails and text messages, gather showing feedback and generate listing activity reports. Realcomp provides Front Desk to every *full office** that subscribes to Realcomp. Front Desk automatically connects to Realcomp so you can quickly identify agents requesting showings and update your office listing information.

Front Desk is as easy as point, click, and show!

Front Desk Features Include:

- High-speed appointment entry
- Online activity reports for agents & homeowners
- Automatic email notifications to agents who have shown properties
- Task List All unfinished tasks are logged for prompt follow up so nothing is ever missed
- Activity Reports Quickly generate 15 in-depth reports to keep track of office, agent and listing activity
- Web-based feedback and customizable templates
- Automatic listing and agent updates
- Two-way texts
- Integration of Sentrilock one-day codes
- Free training, support and updates

Upgrade options are also available.

Attention Full-Office Subscribing Brokers: If you would like to receive ShowingTime Front Desk as part of your Realcomp services at no additional cost, please contact ShowingTime at 800-380-4008 to get started.

Showing Services







Cost Information:

*This service is available at no additional cost to full offices that subscribe to Realcomp. *MLS of Choice* participants are not eligible to receive this service through Realcomp.

Technology Partnerships

Description:

Realcomp's Technology Partners are vendors of technology-related products which have been highly recommended to Realcomp by at least one MLS Subscriber based on their positive experience with the vendor.

Technology Partners agree to provide excellent service to their clients.

These companies offer various services and solutions such as photos and virtual tours, marketing services, credit restoration, web design and development, and more.

Please see Realcomp's Technology Partners listed on our website under Links, Industry Links, and Technology Partners or directly through: <u>https://realcomp.moveinmichi-gan.com/Links/Industry-Links/-Technology-Partnerships.</u>



Preferred Vendors



RentSpree

Description:

Tenant screening tool that provides you with an online rental application, screening reports, and more.

What's Included?

- **Online Rental Application:** Fully mobile-responsive experience
- **TransUnion Credit Report:** With score, collections, trade lines, etc.
- **Criminal Background Check:** Most wanted databases, sex offender registry, etc.
- **Eviction History Report:** 25+ million records, all 50 states
- **Share Reports:** Grant access of reports to clients or other agents
- Acceptance/Denial Letters: Safely communicate rental decisions to applicants
- **E-Signatures:** From listing to lease, complete everything online

Subscriber Benefits:

- Reduce liability (no handling of SSNs or payments).
- Setup to screen the first time takes minutes.
- Simple process requires little to no training.
- Free to agents (applicants pay a \$30 screening fee).
- Brokers or Agents can choose to markup the screening fee when paying for the application themselves.
- Instant turnaround (reports generate in seconds after an applicant submits).
- 100% mobile optimized for agents & applicants.

Training Links & Info:

- 100% mobile optimized for agents & applicants.
- Visit Realcomp's YouTube channel and our RentSpree Playlist.
- Login to RentSpree and click the "Explore RentSpree" icon to access all in-product videos.

Tenant Screening for Rentals





What is RentSpree?

Online Rental Application & Screening Reports Handle rental transactions easily given a growing need to assist renters and landlords.

No Cost to MLS Subscribers

Renters pay a \$30 screening fee with no impact to their credit score.

Instant Results

Screening reports emailed to MLS subscribers and available online immediately after applicants complete the process.

How to Access:

Login to Realcomp's Dashboard and choose the RentSpree icon.

Cost Information:

Included in your Realcomp MLS Subscription at no additional cost. RentSpree Pro is available for an additional monthly charge**.

**Inquire with Realcomp to find out if any RentSpree coupon codes are being offered.

Virtual Tours by Next Door Photos

Description:

Matterport is an immersive 3D experience to help home buyers virtually walk through the home without even having to step outside the comfort of their current home.

REALTORS[®] are able to showcase their listings to people all over the world at any time of the day or night. With the power of Matterport, REALTORS[®] can hold a virtual open house that never closes! In addition to the access, REALTORS[®] also can get floor plans, videos, and link unique features of facts from the Matterport tours.



Matterport Virtual Tours





How to Access:

Login to Realcomp's Dashboard and choose RCO3[®]. Select the Next Door Photos-3D Matterport Virtual Tours link from the Realcomp Links section of the homepage. This will take you to the Next Door Photos (NDP) Discount Portal for Realcomp REALTORS[®].

Cost Information:

This service is not included in your Realcomp MLS Subscription. Pricing is available through the NDP Discount Portal.