



## Realcomp Delivers “More Listings & More Sales” To Realcomp Subscribers Through Products & Services, Advantages, & Exclusives!

Realcomp Delivers...	+ =Yes 0 =No	Products & Services, Advantages, & Exclusives	Benefit(s) to REALTOR® Members...
<b>A Regional MLS</b>	+	<ul style="list-style-type: none"> <li>Access to the largest single master database of listings available in SE Michigan</li> <li>More services for less money</li> </ul>	<ul style="list-style-type: none"> <li>Access to accurate, standardized, and consistent MLS data</li> <li>Through “economies of scale”, Realcomp delivers more services for less money</li> <li>Realcomp subscribers pay less today than they did 15 years ago subscribing to separate and smaller MLSs</li> </ul>
	+	<ul style="list-style-type: none"> <li>Smart leadership includes operating the MLS as a business to ensure as much service as possible at the lowest price</li> </ul>	<ul style="list-style-type: none"> <li>Counting on MLS leadership to make smart business decisions on behalf of the members</li> </ul>
	+	<ul style="list-style-type: none"> <li>An MLS Governed by REALTORS® for REALTORS®</li> </ul>	<ul style="list-style-type: none"> <li>REALTOR® interests drive the MLS operation!</li> </ul>
<b>REALTOR® ownership through participating REALTOR® Boards &amp; Associations</b>	+	A proven ownership structure that works – owned by nine (9) Boards/Associations of REALTORS® representing the needs of REALTORS®	Continued stability and reliability with over 17 years of experience in delivering regional MLS data
<ul style="list-style-type: none"> <li># of MLS Participating Offices</li> </ul>	+	2,002	Make more sales through co-op opportunities with nearly one-half of all REALTORS® in Michigan
<ul style="list-style-type: none"> <li># of MLS Participating Agents</li> </ul>	+	10,583	
<ul style="list-style-type: none"> <li>No Entrance Fees</li> </ul>	+	No special entrance fees to subscribe	No extra costs/fees
<ul style="list-style-type: none"> <li>Usage Fee</li> </ul>	+	\$ 117.00 per quarter per licensee – billed directly to agents	Cost-effective access to the largest MLS and PRD database of its kind
<ul style="list-style-type: none"> <li>Office Fee</li> </ul>	+	\$75.00 per quarter per participating office – billed directly to brokers	Cost-effective access to the largest MLS and PRD database of its kind
<ul style="list-style-type: none"> <li>No Orientation Fees</li> </ul>	+	FREE MLS Orientation /on-going training	It’s your money...KEEP IT!
<b>MLS Data</b>	+	Largest MLS database in the state	No added cost
<ul style="list-style-type: none"> <li>Current Database</li> </ul>	+	1,748,137	List and sell anywhere in the region; instant access to the largest regional MLS database of its kind always makes you the “local expert”
<ul style="list-style-type: none"> <li>History Database</li> </ul>	+	632,947	
<ul style="list-style-type: none"> <li>** TOTAL LISTINGS</li> </ul>	+	2,381,084	
<ul style="list-style-type: none"> <li>Actives</li> </ul>	+	45,421	Accurate competitive-pricing information makes you invaluable to your buyers and sellers
<ul style="list-style-type: none"> <li>Solds (current database)</li> </ul>	+	559,582	Quicker sales using the largest regional historical database of its kind to show buyers and sellers the right price for a “done deal”
<ul style="list-style-type: none"> <li>Solds (history database)</li> </ul>	+	312,803	
<ul style="list-style-type: none"> <li>** TOTAL SOLDS</li> </ul>	+	872,385	



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<ul style="list-style-type: none"> <li>Online Listing Photos</li> </ul>	+	7,750,036	Fast, broad exposure for “must see” properties
<ul style="list-style-type: none"> <li>Online Virtual Tours</li> </ul>	+	155,366	Get more prospects for your listings; save time with buyer previews
<b>Public Record Data (PRD)</b> <ul style="list-style-type: none"> <li>Access Public Record Data through Realcomp.</li> </ul>	+	Access data for the entire lower peninsula of Michigan ( <b>including 68 counties</b> ).	FREE* access to the largest combined Public Record Database of its kind (*included in MLS fee)
<ul style="list-style-type: none"> <li># of Online Land Records</li> </ul>	+	4,834,792	Fast, accurate record checks— without going to City Hall
<ul style="list-style-type: none"> <li># of Online Tax Records</li> </ul>	+	33,086,795	Access to City Hall information with just a mouse click
<ul style="list-style-type: none"> <li># of Property Descriptive Records</li> </ul>	+	3,708,528	No more time-consuming trips to City Hall
<ul style="list-style-type: none"> <li># of Online Deeds</li> </ul>	+	9,256,426	Skip the City Hall tour!
<ul style="list-style-type: none"> <li>Integration Feature</li> </ul>	+	Public Record Data and MLS properties integrated in one system.	Decreased workload with access to MLS <i>and</i> Public Record Data from the same system, in the same search.
<b>Customer Care Support</b>	+	Realcomp <i>Online</i> ®, Realcomp <i>Mobile</i> ®, Realist®, Showing <i>Assist</i> ™, Showing <i>Desk</i> ™ Web Edition, Online Forms through Transaction <i>Desk</i> ™, Transaction Management through Transaction Desk™ Internet Explorer, IDX, and more!	Knowledgeable, trained staff to help with whatever questions or problems that might arise in any program or service Realcomp offers
<ul style="list-style-type: none"> <li>Support Hours</li> </ul>	+	Seven (7) Days per Week “Live” Support: 8am– 9pm (Mon-Fri.), 8am– 8pm (Sat.); 11am-6pm (Sun)	When <u>you</u> need us, we’re there with trained staff to help you!
<ul style="list-style-type: none"> <li>Support Staff</li> </ul>	+	Over 91 years of experience among our team members.	In-house tech team to respond directly to your situation
<ul style="list-style-type: none"> <li>Support via Email</li> </ul>	+	<a href="mailto:feedback@realcomp.com">feedback@realcomp.com</a>	Helpful staff trained to respond to the toughest technical questions and needs
<b>Customer Communications</b>	+	We communicate!	Realcomp MLS-related news via weekly e-mail broadcasts, corporate web site updates, and more.
<b>Data Entry Service for Listings</b>	+	Realcomp continues to enter listings into the MLS system as a part of core MLS services	FREE entry of your listings lets you concentrate on all the other stuff!
<b>Data Sharing Arrangements with Neighboring Boards/Associations to give you the data access you need, without additional fees!</b>	+	<ul style="list-style-type: none"> <li>Ann Arbor—Data Sharing</li> <li>Flint Association—Data Sharing</li> <li>West Central Association—Guest Access</li> </ul>	More data, no added fees; Realcomp members have access to three (3) additional MLS databases without added subscription costs
<b>Integrated Mapping</b>	+	Realcomp <i>Online</i> ® Integrates the MLS and Public Record Data with Bing mapping – which offers: street maps, aerial maps, flood zone maps, and more!	Maps, maps and more maps – just fingertips away!
<b>Internet Advertising (Free Lead Generation for You and Your listings)</b>	+	<a href="http://www.realtor.com">www.realtor.com</a> <a href="http://www.moveinmichigan.com">www.moveinmichigan.com</a> <a href="http://www.point2homes.com">www.point2homes.com</a> (and all of their syndication partners)	FREE automatic Broker-posting of Active Listings to Web sites on a regular basis

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<b>Listing Load Service</b>	+	You can enter your own listings into the MLS (with Broker approval)	FREE / OPTIONAL self-entry of listings; NOT REQUIRED
<b>Listing Submission Service</b>	+	Realcomp accepts listings from any Michigan REALTOR® participating in another MLS	State-wide listings available



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<b>Online Forms, Unlimited Document Storage, &amp; Unlimited Online Faxing</b>	+	Access Realcomp’s these services Instanet’s Transaction Desk™ software at no additional cost.	Access these forms online: Realcomp’s Listing Profile and Status Change forms, Michigan Association of REALTORS® forms, Local Board & Association of REALTORS® forms, and your company’s forms (if made available online by your Broker). Auto-populate these forms from Realcomp’s Public Record Database or MLS Database. Save time through less typing and give your forms that professional look!
<b>Photo Service</b>	+	Upload a previously taken photo from our photo library to your listing free of charge.	Save time, save money!
<b>Statistical Summary Reports</b>	+	This monthly statistical report is made available as an additional service via Realcomp’s corporate website. There you will find the latest MLS Summary Reports for Southeast Michigan, including summaries by zip codes, and archived reports.	These are a great tool for providing your customers and clients with market data.
<b>Realcomp Mobile®</b>	+	Access MLS data through your Internet-enabled cell phone or PDA! Gain instant access to MLS data, property photos, membership data, and more while on the road without any need for a laptop PC.	Let us provide you with instant access to vital data without the use of a bulky PC – free of charge! With Realcomp <i>Mobile</i> ®, if you have phone coverage, you have MLS access!
<b>Showing Assist™</b>	+	An interactive online scheduling system for home showings that allows you to automate the showing management process, thereby increasing productivity and reducing costs.	Let us provide you with this state-of-the-art industry accepted Showing Management Tool free of charge!
<b>Showing Desk™</b>	+	Showing appointment and call tracking software that helps real estate offices manage showing appointments, send showing notification emails, gather showing feedback, track ad & sign calls, generate listing activity reports and more.	It connects to Realcomp to update your office listing information and downloads the latest MLS agent roster so you can quickly identify agents requesting showings.
<b>Technical Training Classes</b>	+	Technical training offerings include: Photo Editing using Google’s Picasa, Online Forms, Transaction Management, and more!	Free training from skilled teachers of information and technology used by successful REALTORS®
<b>Toll Free Phone Numbers</b>	+	Support: (866) 553-3430 Administration: (866) 553-3003	Reach us toll free
<b>Transaction Management Services</b>	+	Manage your transaction from beginning to end online through Instanet’s Transaction Desk™ software – now integrated with Realcomp <i>Online</i> ®. Use Transaction Management to manage your transactions through online task sheets, activity plans, e-mail reminders, communications, file sharing, and more!	Transaction Management services are now available for a mere \$18.00 per quarter per licensee <u>for an unlimited number of transactions.</u>
<b>Virtual Tours</b>	+	Starting at \$29.95/tour	Order your tours through Realcomp <i>Online</i> ®
<b>Web Site Services</b>	+	Visit Realcomp’s Technology Partner page at <a href="http://www.realcomp.com/industrylinks/techpartners">http://www.realcomp.com/industrylinks/techpartners</a> for a list of companies that provide Web site services and others.	