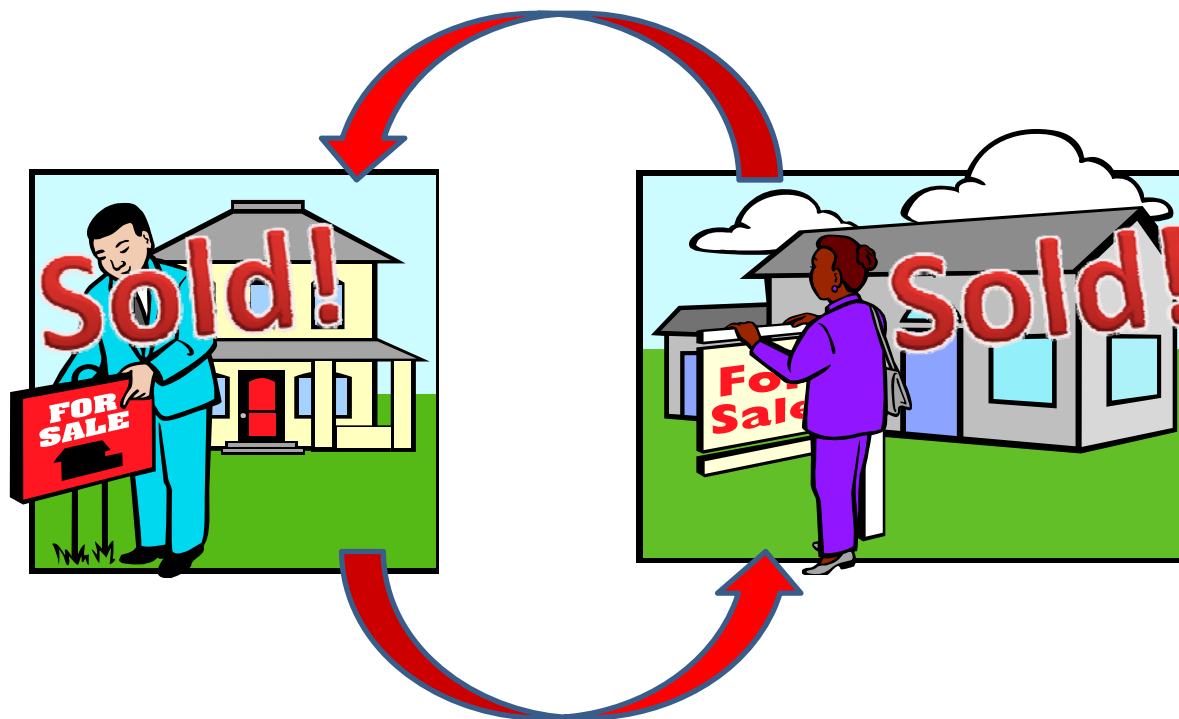


Facilitating “House Exchanges” through Realcomp

**Contingent Agreement: “I’ll buy your house, if you’ll
buy mine.”**



Date: June, 2009



1.

How to List a “House Exchange”

- Include at the end of the “Buyer Remarks” section of your listing your seller’s purchase requirements.

The screenshot shows a real estate listing form with various fields and sections. A yellow highlight is placed over the 'PUBLIC REMARKS' section, which contains the text: 'Beautiful home, upgrades galore, especially nice this one won't last! (Exchange for 05021, \$150-\$200, 3 beds, 2 baths, 2 car garage, basement, 1700+ sq. ft.)'. A red arrow points from the text in the 'PUBLIC REMARKS' section to the text in the 'AGENT ONLY REMARKS' section below it. Another red arrow points from the text in the 'AGENT ONLY REMARKS' section to the text in the 'PUBLIC REMARKS' section. The form includes sections for 'OPEN SYSTEM CLAUSES', 'OPEN PERSONAL CLAUSES', 'OPEN TECHCHAT', 'OPEN HELP', and 'GO BACK'. There are also fields for 'ASSOC. FEE', 'ASSOC. FEE PERIOD', 'OTH/SPECIAL ASSMT', and 'WOULD YOU LIKE REALCOMP TO TAKE A PHOTO?'. The bottom of the form has sections for 'OWNERSHIP', 'STYLE', 'TERMS OFFERED', 'COOLING', 'INTERIOR FEAT. CONT.', 'APPLIANCES', 'BASEMENT', and 'EXTERIOR FEAT. CONT.'.

- Include the desired area (using the MLS area number, if in the State of Michigan), price range, min. no. of bedrooms, min no. of baths, and any other basics required for an exchange. Other agents (and consumers) will be able to determine whether their listing or property is a potential exchange match for yours based on this criteria.



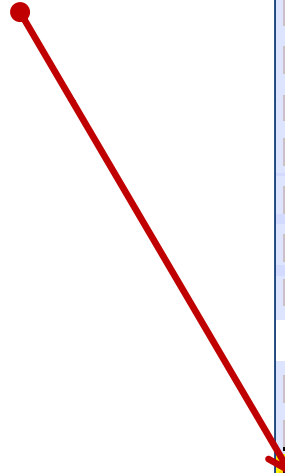
2.

How to List a “House Exchange”

- Select the *“Trade/Exchange”* feature from the *“Terms Offered”* feature group.



TERMS OFFERED	
No Maximum	
<u>REQUIRED FIELD</u>	
<input type="checkbox"/>	A. CONVENTIONAL
<input type="checkbox"/>	B. LAND CONTRACT
<input type="checkbox"/>	C. FHA
<input type="checkbox"/>	D. VA
<input type="checkbox"/>	E. CASH
<input type="checkbox"/>	F. SIMPLE ASSUMP.
<input type="checkbox"/>	G. ASSUMP-LEND APP.
<input type="checkbox"/>	H. CONV BLEND RT
<input type="checkbox"/>	I. LEASE
<input checked="" type="checkbox"/>	J. TRADE/EXCHANGE
<input type="checkbox"/>	K. PUR. MONEY MTG
<input type="checkbox"/>	M. LEASE W/ OPTION
<input type="checkbox"/>	R. AUCTION
<input type="checkbox"/>	S. SECTION 8



1.

How to Find “House Exchange” Listings

- Perform a **Quick Search** to locate **“Trade /Exchange”** properties.

Announcements for Tuesday, June 02, 2009

Public Records	Data Sharing	Agent	Financial	External Research
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Searching :RS, CO

Save Reset Form Count Search

Search Criteria

Additional Fields

- Click the **“Additional Fields”** button to add the **“Terms Offered”** criteria to your search.

Double-click any field name to add or remove it.

Available fields:		Selected fields
STREET TYPE		LISTING TYPE
SUB AGENCY		LEVEL OF SERVICE
SUB AGT COMP		STATUS
SUMMERTAX		AREA
TERMS OFFERED		SEARCH PRICE
TOT BATHS		BEDROOMS
TOT LAVS		BATHS.LAVS
TOTAL SQUARE FEET		GARAGE
TOUR URL		FIREPLACE
UNIT NO		BASEMENT
UPDATE DATE		OWNERSHIP STATUS
WATER HEATER		SQUARE FOOTAGE

Ok Cancel



2.


How to Find “House Exchange” Listings

- In the **“Terms Offered”** section of your criteria, select **“Trade/Exchange”**.

TERMS OFFERED :

Select Any:

<input type="checkbox"/> CONV	<input type="checkbox"/> LAND CNTR	<input type="checkbox"/> FHA	<input type="checkbox"/> VA	<input type="checkbox"/> CASH	<input type="checkbox"/> SIMPLE ASM	<input type="checkbox"/> ASM-LEND APP.
<input type="checkbox"/> CONV. BLEND RT	<input type="checkbox"/> LEASE	<input checked="" type="checkbox"/> TRADE/EXCH	<input type="checkbox"/> PUR. MONEY MTG.	<input type="checkbox"/> CO-OPERATIVE		
<input type="checkbox"/> SECTION 8	<input type="checkbox"/> LEASE W/OPTION	<input type="checkbox"/> AUCTION				



3.

How to Find “House Exchange” Listings

- Add any additional criteria to your search that are “must items” for your buyer (who is also your seller). Start your search to display your matches.

Save		Reset Form		Count		Search	
Search Criteria							
Additional Fields							
Search Type :	RS, CO	View List					
LISTING TYPE : (required)	Select All Listing Types <input checked="" type="checkbox"/> ERTS <input checked="" type="checkbox"/> EA <input checked="" type="checkbox"/> Unknown						Match Any Selected
	<small>**We do not receive Listing Type information for some data share listings.**</small>						
LEVEL OF SERVICE : (required)	Select all Levels of Service <input checked="" type="checkbox"/> FS <input checked="" type="checkbox"/> LS <input checked="" type="checkbox"/> MEO <input checked="" type="checkbox"/> Unknown						Match Any Selected
	<small>**We do not receive Level of Service information for some data share listings.**</small>						
STATUS :	Select All On-Market <input checked="" type="checkbox"/> ACTV <input checked="" type="checkbox"/> NEW <input checked="" type="checkbox"/> BMK <input checked="" type="checkbox"/> CHGP <input checked="" type="checkbox"/> XTND <input checked="" type="checkbox"/> CCS						Match Any Selected
	Select All Off-Market <input type="checkbox"/> EXPD <input type="checkbox"/> PEND <input type="checkbox"/> SOLD <input type="checkbox"/> CWTH <input type="checkbox"/> LWTH						
AREA :	View List Clear View MLS Area Maps <small>**Select "View List" for MLS Area Numbers. Modified Areas are indicated (IEW). **</small>						
SEARCH PRICE :	Min	<input type="text"/>	,000	Max	<input type="text"/>	,000	
BEDROOMS :	Min	<input type="text" value="3"/>		Max	<input type="text"/>		
BATHS.LAVS :	Min	<input type="text" value="2"/>		Max	<input type="text"/>		



4.

How to Find “House Exchange” Listings

- When viewing your matches, choose a Buyer report or flyer option that will allow you to view the Public Remarks of the listings.

FRONT VIEW
Click photograph to view all available photographs

Select different flyer format
Select different flyer format
17 Line Buyer Report
Buyer
Buyer Detail Flyer
Full Buyer Report W/ Photo
Full Buyer Report W/ Photo & Map
Full Buyer Report W/O Photo
Full Listing Report W/ Photo
Full Listing Report W/ Photo & Map
Full Listing Report W/O Photo
Two Page Listing Report
Two Page Photo Report

Views And Links
Schedule a Showing

Listing Information

#28198760	Ad: 5526 MURFIELD DR	RES	ACTV		\$ 799,000 S
	: OAKLAND TWP 48306-2377		Map: AB 12	Loc: N DUTTON E ADAMS	Area: 02101
Dir:	ADAMS N OF DUTTON TO LANCEWOOD R TO MURFIELD LEFT				Protect: 180
Lot Size:	160 X 311	Acr: 0.83	Front Ft:	BR: 4 Bath: 4	Lavs: 2
Prop ID:	1032377016	Sch: ROCHESTER		MBR: 24x16 U	LR: 24x16 E
Legal:	T4N, R11E, SEC 32 THE HILLS OF OAKLAND NO 3 LOT 105 1-28-92 FR 300-004			BR2: 19x14 U	GR:
Tax: Sum:	\$7,093 Win: \$3,852	Assoc. Fee: \$1400 ANNUALLY	Homestead: Y	BR3: 15x13 U	FR: 22x22 E
Year Built:	1997 Oth/Spc:			BR4: 15x14 U	LB: 19x15 E
Water Nm:		Adl Doc: N	Post: 30 DAC	BR5:	DR: 21x16 E
Sq Ft: 5562	LSF:			FT: 18x16 E	KT: 14x13 E
List Office:	WESTMANUEL, REALTORS®				
				Ownership: PRIVATE - OWNED	

Public Remarks
Prof. decorated & landscaped Almost an acre w/English gardens + private backyard. Grand courtyard entry & winding staircase. Extensive use of brick pavers, marble, hardwood, crown molding, granite & solid wood floors. High ceilings thru-out, gourmet kitchen, oak library, huge walk-in closets, master suite w/fireplace, ...



5. How to Find “House Exchange” Listings

- Review the “Exchange for” criteria mentioned in the Public Remarks of the listings for possible matches for the property your buyer needs to sell.

Follow-up with the listing agents of matches to discuss a potential exchange in more detail.

