



Realist 101:
Utilizing Property Centric Data for Deeper
Insight into the Real Estate Market

FMLS®
— INSTITUTE OF REAL ESTATE —



Realist 101

Utilizing Property Centric Data for Deeper
Insight into the Real Estate Market

FMLS Institute of Real Estate
5457 Roswell Road
Atlanta, Georgia 30342
404-255-8660



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About FMLS

First Multiple Listing Service, Inc. (FMLS) is the premier data services provider for real estate professionals in Georgia. FMLS was founded by a handful of real estate brokers in Atlanta in 1957. Today, membership is growing quickly and is spreading in every direction throughout Georgia and the Southeast. Currently, FMLS has thousands of offices and serves tens of thousands of real estate agents. The FMLS listing database contains active listings located all over Georgia and the Southeast. A network of computers, servers and third party support vendors enable member offices and agents to have immediate electronic access to all listing information maintained in the FMLS premier web-based system, Fusion. In addition to property data, enhance listings using photos, virtual tours, tax information, mapping, school information, census data and more!

Real estate companies that belong to FMLS enjoy maximum coverage and exposure for their clients. An independent study shows FMLS listings sell, on the average, much faster than those placed with other multiple listing services.

Through our main office and two satellite locations, FMLS members have access to; help desk support 7 days a week; on-site hands on training; online training; and free CE classes. Also, real estate supply centers are available at all three locations.

Our commitment to members

FMLS' mission is to "help fulfil financial dreams by providing superior technology, service, and training to facilitate the success of our members."

FMLS Products and Services

Free Products and Services

Fusion	Comprehensive Statistical Reports
Realist Tax	FMLS Stats
FormsPro	StatsPro
eSign	Xceligent
1 st Addition	Contact Website
DocuPro	Georgia Open Houses
FIND	Listingbook
GoFMLS	InstaView Elite
RatePlug	Member Discounts
DPR	
SafeRent	

Georgia Real Estate Commission Continuing Education Course Guidelines

All classes are on a pass/no pass system. Please review the policies below regarding attendance, cell phones, recruiting and student approval.

Continuing Education

All individuals who hold an active real estate license are required to complete 24 hours of Commission approved continuing education during each four-year renewal period. (Licensees whose license numbers are less than 100,000 are not required to complete continuing education for renewal). A renewal period begins four years prior to the current renewal due date. For example, Commission approved continuing education must be completed between April 1, 2007 and March 31, 2011 for a renewal due date of March 31, 2011.

A licensee who has successfully completed an approved course to meet his continuing education credit may not repeat that course for credit unless at least one full year has passed. The course may be repeated on the 366th day to receive CE credit.

Attendance Policy

To receive certification for this course, under the school approved by the Georgia Real Estate Commission, for three hours of continuing education credit, all students must be present and on time for all classroom presentations. This requires students to be seated and ready at the announced commencement time and promptly return from all breaks, being ready to participate in all exercises. Attendance is taken at the beginning, at the resumption after breaks and again at the end upon completion of the course. A no make-up policy for missed classroom presentations is hereby adopted. Failure to comply will nullify the student's opportunity to receive the designated credit.

Cell Phones

The use of cell phones and pagers during the presentations is expressly prohibited. Please set all equipment in the vibrate or off mode. Failure to comply will nullify the student's opportunity to receive the designated credit.

Prohibition of Recruiting (520-2.15)

No recruiting for employment opportunities for any real estate brokerage firm is allowed in this case or on school premises. Report promptly any effort to recruit by anyone to:

Michele Morris at 678-904-8497, FMLS Institute of Real Estate, P.O. Box 420128, Atlanta, GA 30342 - or - The Georgia Real Estate Commission.

Notice of Student Approval (520-2.11)

Realist 101 - Utilizing Property Centric Data for Deeper Insight into the Real Estate Market was approved as a Continuing Education course, good for 3 hours of Continuing Education Credit, go through 12/31/2016, School Code: 4352.

The approved instructors are Kevin Theobald, Bob Ramsey, Joi Hardiman, Sallie Mobley, Richard Renton, Kay Burt, and Jan Beaudoin.

Course Credit

Continuing Education Credits will be entered within two weeks. To verify your credit, you must call the Georgia Real Estate Commission (GREC): 404-656-3916, or visit <http://www.grec.state.ga.us/info/wcls.login>. You will need to enter your license number and set up a password to gain online access to GREC transactions.

Supported Operating Systems and Browsers

Windows XP SP3	Internet Explorer 7 or 8, Firefox 4.0 and above, Google Chrome or Safari 5.0 and above
Windows 7	Internet Explorer 8 and 9 and Internet Explorer 10 Desktop, Mozilla Firefox 4.0 and above, Google Chrome and Safari 5.0 +
Windows 8	Internet Explorer 10 Desktop
MAC OS X v 10.5-10.6	Safari 5.0 or higher, Mozilla Firefox 4.0 and above, Google Chrome
MAC OS X v 10.7	Safari 5.0 or higher with Flash 11.4+ Mozilla Firefox 4.0 and above, Google Chrome
MAC OS X v 10.8	Safari 6.0

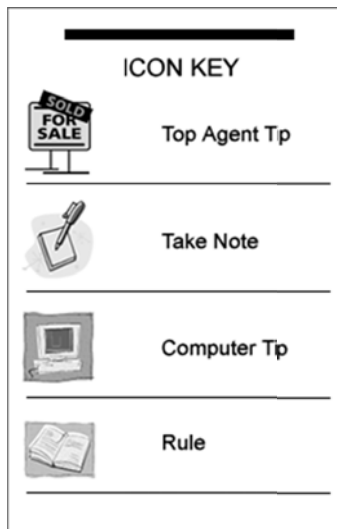
Objectives

At the end of this course, you will be able to:

- Access a tax record from an FMLS listing.
- Perform multiple types of tax record searches
- Extract and analyze pertinent property information
- Generate reports to analyze comparables, market trends, and neighborhood/area profiles
- Export records into standard mailing label format for marketing purposes
- Use dynamic mapping to visualize location and accessibility to key landmarks, and points of interest, and identify key indicators such as foreclosures and distressed sales
- Modify Realist searching and display preferences

Icon Key

Look for these helpful icons throughout this guide.



Logging in to FMLS

To log in to FMLS, you must be an FMLS member with your own user name and password. Your broker must submit a Computer User Form to obtain these. Do not share your user name or password with other agents or clients.

FMLS requires bi-annual password change for security purposes. You will be prompted to enter your old password and then your new password. The password can contain both letters and numbers and must be at least 6 characters in length. You cannot use the same password twice.

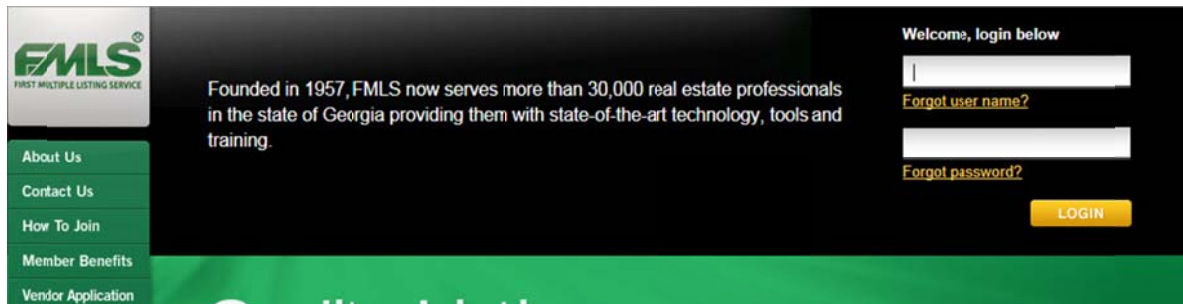
If you need to change your password before the bi-annual change, go to the FMLS.com home page, hover over My FMLS on the left navigation bar, and click on Change Password.



Disclosing your user name and password to another party (other than a team member or assistant within that office) can result in a fine of \$1000 and termination of service. (Rule 11.1)

Logging in to www.FMLS.com

1. From your computer desktop, open an Internet browser window.
2. Navigate to **www.fmls.com**.
3. Enter your User Name and Password and click **Login**.



How We Communicate with You

At FMLS, we provide more to our members than just access to a database of listings! We use several methods to pass along important information including Real Estate market trends (both locally and nationally); state and local news that influence our market; updates and bulletins when our software products are affected; and more! Please take advantage of one, or all of the methods.

Email

Our primary method of communication with our members is email. FMLS will send electronic communications regarding important changes to our products and services. Please be sure to add FMLS to your trusted sender list.

FMLS.com

The FMLS.com home page is another important and central communication channel we have with our members. It acts as command central. The story carousel rotates through 3 very newsworthy topics which are changed regularly, giving you fresh, relevant information! Pause for a moment to read a few lines to determine whether today's topics are of interest to you. If they are, click on the **Read More** button to see the whole story. The topics automatically rotate on the screen, but you can click to flip to the stories faster if desired.

Welcome, Pat Deneen [My FMLS](#) [Logout](#)

[Print on Demand](#) [Fusion](#) [1st Addition](#) [FormsPro](#) [FMLS Store](#) [GOH](#) [Supra](#)

NEW STATISTICAL REPORT

We've added a new report option to the FMLS Statistical Report library. The "Area List Price/Original List Price Change Summary" report is now available for both the residential attached and detached property types.

FMLS
FIRST MULTIPLE LISTING SERVICE

Area List Price/Original List Price Change Summary
Residential Detached

Area	# of Sales	Average Original Price	Average Original Price Change	# of Sales	Average Original Price	Average Original Price Change
13	507	171	86.52%	101	81	86.27%
14	386	174	84.67%	100	89	84.26%
21	348	201	81.67%	101	81	82.26%
22	248	180	74.27%	118	101	84.07%

[READ MORE](#)

« DECEMBER 2013 »

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

upcoming events

[view more events >](#)

Live Chat
Chat with us live,
M-F 9am-5pm

NewsRoom

The **NewsRoom** button on the left navigation bar contains an archive of stories previously included in the carousel. Check the NewsRoom regularly to make sure you didn't miss something important, or to re-read an article!



Message of the Day

Message of the Day is another FMLS.com feature you'll want to watch for. Critical issues such as those pertaining to agent safety, a software issue or FMLS hours of operation are there.



Social Media

Additionally, FMLS posts notices and real estate driven content to three different social media channels: Twitter, Facebook, and LinkedIn. Yes! Social Media! FMLS is involved in Social Media because it is so popular in today's technology-driven world. Twitter and Facebook content contains both FMLS and real estate industry news. LinkedIn concentrates more on FMLS news and professional development. Like us on Facebook, follow us on Twitter, and join the FMLS group on LinkedIn. You'll be glad you did – and you'll have information most of your counterparts don't have!



Follow us on Twitter
@fmls_news
@fmls_alerts



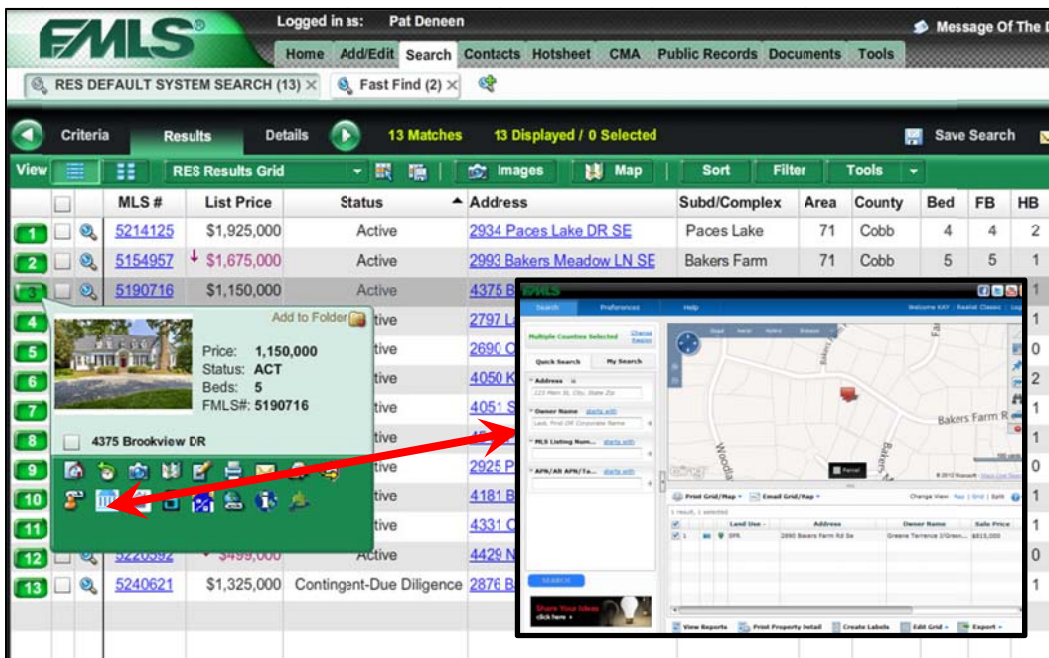
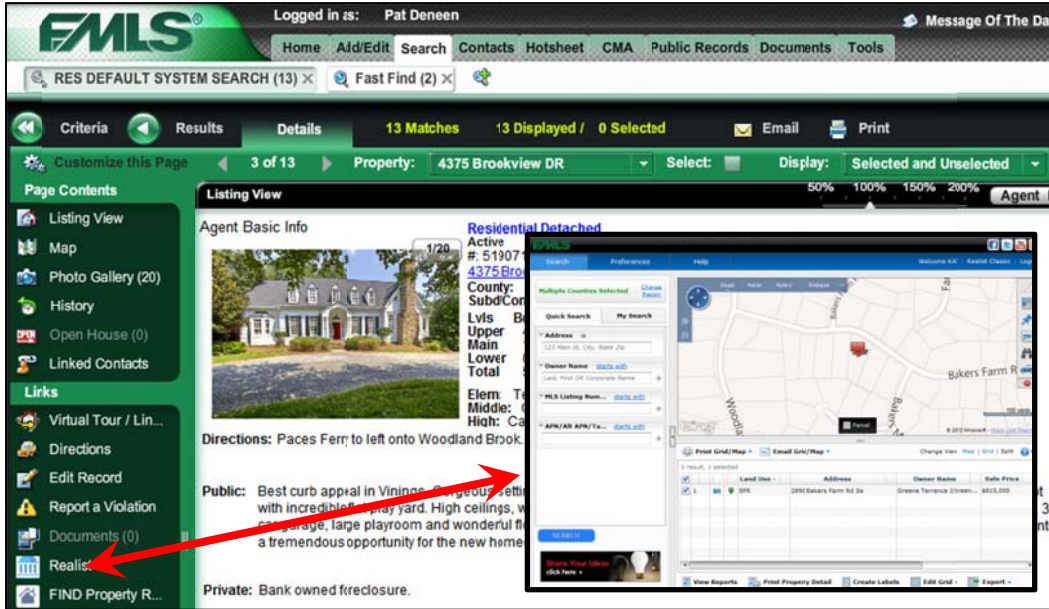
Like us on Facebook
<http://www.facebook.com/FMLSmembers>



Join the FMLS group on LinkedIn
www.linkedin.com/groups?gid+1889382

Accessing a Tax Record from a Listing

From any FMLS listing displayed in a Fusion Agent Report, click on the **Realist Tax** link in the Links panel to load the tax program and view the property from the Realist home page. Clicking on the **Tax** icon in the Mini Report on the Search Results screen will also load the property on the Realist home page.



The Realist Home Screen

The Realist home page is divided into three parts. Each part is briefly described below.

- Map Panel
- Results Panel
- Search Panel

The screenshot displays the Realist Home Screen interface. On the left is the **Search Panel**, which includes a 'Multiple Counties Selected' section with a 'Change Region' link, and search filters for 'Quick Search' and 'My Search'. The filters include fields for 'Address is' (with a placeholder '123 Main St, City, State Zip'), 'Owner Name starts with' (with a placeholder 'Last, First OR Corporate Name'), 'MLS Listing Num...' (with a 'starts with' link), and 'APN/Alt APN/Ta...' (with a 'starts with' link). A 'SEARCH' button is located at the bottom of this panel. Below the search panel is a 'new' banner with the text 'Check out what's NEW in Realist click here >'. The central **Map Panel** shows a map of the Atlanta area with various counties labeled. A large white text overlay 'Map Panel' is centered on the map. Below the map is a 'Change View: Map | Grid | Split' dropdown menu, with a red arrow pointing to the 'Grid' option. The **Results Panel** is located at the bottom and contains a table with columns for 'Address', 'Sale Price', 'Recording Date', and 'Land Use'. A large white text overlay 'Results Panel' is centered on the table. At the bottom of the page are several utility buttons: 'View Reports', 'Print Property Detail', 'Create Labels', 'Edit Grid', and 'Export'.



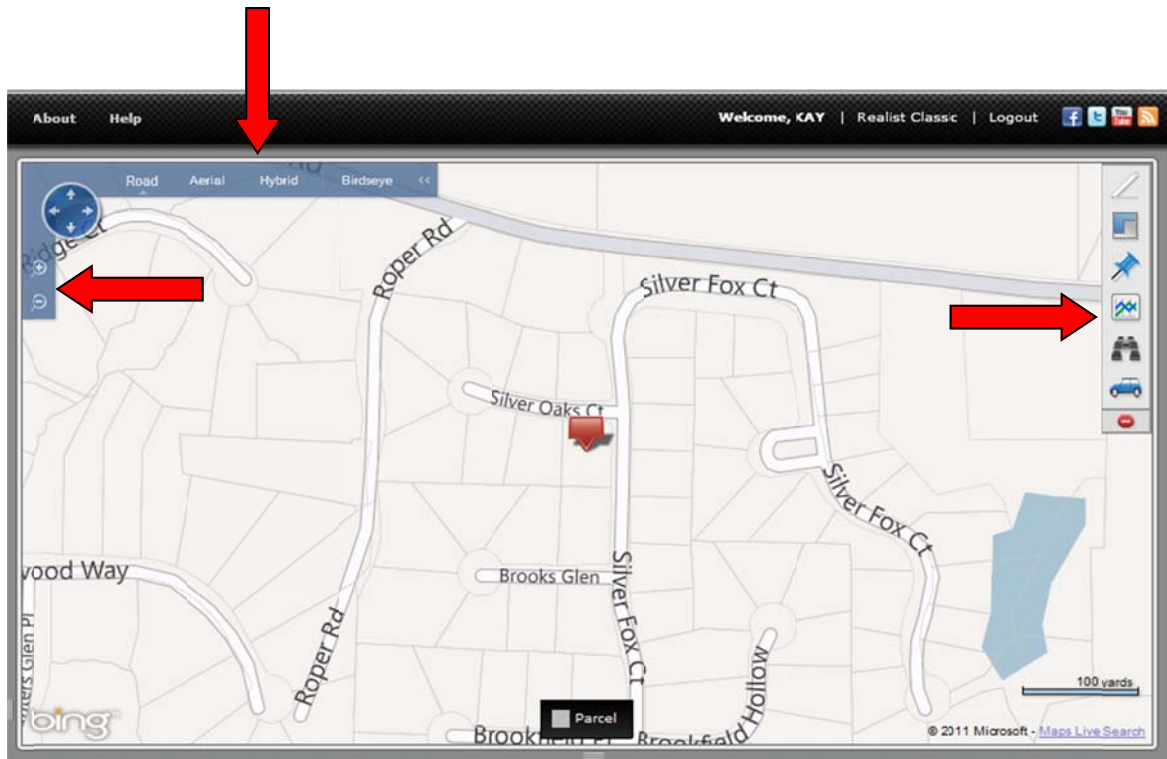
*The Realist Home Page can be customized to include one, two, or all three panels. Use the **Change View** section just below the Map Panel to hide the Map or the Grid. Double click on the edge of the Search Panel to hide it.*

The Realist Map

The Realist Map provides the unique ability to build upon other information collected on a property using a set of mapping tools to show boundaries, market trends, and points of interest. Properties can even be located directly on the map to meet specific requirements – like single family homes within a one-mile radius of a particular elementary school!

The Realist Map includes:

- **Four Map Views** – Road, Aerial, Hybrid and Birdseye.
- **Zoom In/Out** tools.
- **Map Tools** – for Drawing shapes, showing Boundaries, showing Property and Sale Information, showing Trends, showing Points of Interest, obtaining Driving Directions.



The Realist Results Panel

After executing a search, the results appear in the Search Results Panel – or Grid. The grid displays columns of data for each property record the search returned. Information shown includes Address, Zip Code, Owner Name, Recording Date, Settlement Date, and many more. The Results Grid may be edited to show more or less information (up to 30 columns will display – but scrolling will be required to view the additional information).

There are also three indicator columns for each property:

- **MLS Photo Indicator** – indicates the property has FMLS photos associated with it. You can click the photo indicator icon to open a photo viewer and view the images.
- **MLS Listing Indicator** – indicates that the property has an FMLS listing associated with it. You can click the icon to open the FMLS listing.
- **Foreclosure** – includes flags to show Auction or REO activity on the property.

73 results, 73 selected

		Owner Nam	Address	Subdivision	Sale Price	Recording Date	Land Use - U
<input checked="" type="checkbox"/>		Kerlin Michael...	1419 Olde Forge Ln	EAGLE WATCH I	\$280,000	01/06/2012	SFR
<input checked="" type="checkbox"/>		Okeefe Vicki/...	1420 Olde Forge Ln	EAGLE WATCH	\$265,000	08/03/2004	SFR
<input checked="" type="checkbox"/>		Austin Cliff	1408 Olde Forge Ln	EAGLE WATC...	\$230,000	07/19/2005	SFR
<input checked="" type="checkbox"/>		Azzarello Peter	1510 Maplewood Ct	EAGLE WATC...	\$196,400	04/07/2009	SFR
<input checked="" type="checkbox"/>		Williams Fowle...	1059 Longwood Dr	EAGLE WATCH	\$260,000	02/01/2002	SFR
<input checked="" type="checkbox"/>		Arce Raul A	523 Sycamore Pt	EAGLE WATC...	\$316,400	12/21/2009	SFR
<input checked="" type="checkbox"/>		Truan Geoffrey	3298 Eagle Watch Dr	EAGLE WATC...	\$275,000	08/23/2001	SFR
<input checked="" type="checkbox"/>		Smith Kevin R...	1703 Indian Ridge Dr	EAGLE WATCH	\$108,000	10/05/1990	SFR
<input checked="" type="checkbox"/>		Ameye Michae...	907 Feather Creek Ln	EAGLE WATC...	\$168,900	10/11/2000	SFR
<input checked="" type="checkbox"/>		Federal Natl M...	909 Feather Creek Ln	EAGLE WATC...	\$225,000	06/19/2008	SFR
<input checked="" type="checkbox"/>		Anijoel Proper...	911 Feather Creek Ln	EAGLE WATCH	\$130,000	02/27/1997	SFR
<input checked="" type="checkbox"/>		Harris Ruth J	920 Feather Creek Ln	EAGLE WATCH	\$162,000	11/21/2002	SFR
<input checked="" type="checkbox"/>		Shoemaker Li...	1719 Indian Ridge Dr	EAGLE WATCH	\$166,000	10/18/2004	SFR
<input checked="" type="checkbox"/>		Snelling Edwa...	1735 Indian Ridge Dr	EAGLE WATCH			SFR
<input checked="" type="checkbox"/>		Goodell Brett ...	1742 Indian Ridge Dr	EAGLE WATC...	\$181,900	03/24/1992	SFR
<input checked="" type="checkbox"/>		Norris Lawren...	1710 Indian Ridge Dr	EAGLE WATCH			SFR
<input checked="" type="checkbox"/>		Meador Andre...	1001 Longwood Dr	EAGLE WATC...	\$195,000	02/05/2010	SFR
<input checked="" type="checkbox"/>		Meyers Todd C	1601 Greenview Ct	EAGLE WATCH	\$607,000	11/23/2004	SFR
<input checked="" type="checkbox"/>		McCulloch Jack...	511 Cypress Pointe	EAGLE WATCH	\$329,900	02/01/1993	SFR
<input checked="" type="checkbox"/>		Nawrocki Dani...	610 Ashwood Ct	EAGLE WATC...	\$269,000	09/30/1998	SFR
<input checked="" type="checkbox"/>		Federal Home ...	3212 Eagle Watch Dr	EAGLE WATC...	\$265,000	12/31/2007	SFR

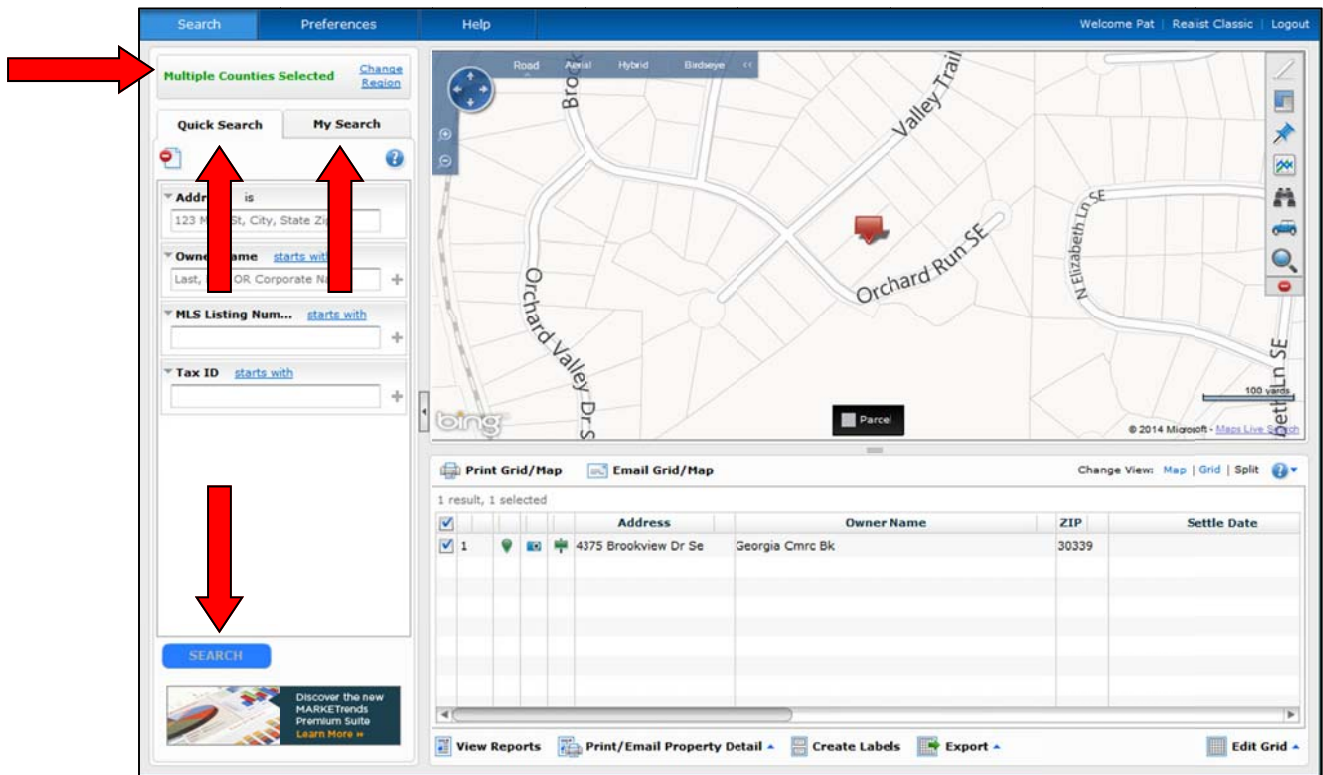
View Reports | Print Property Detail | Create Labels | Edit Grid | Export

Search Panel

The Search Panel provides the tools needed to select a county or region for a search, to define the criteria for the search, and to save searches and create templates (forms) for searches that may be used frequently.

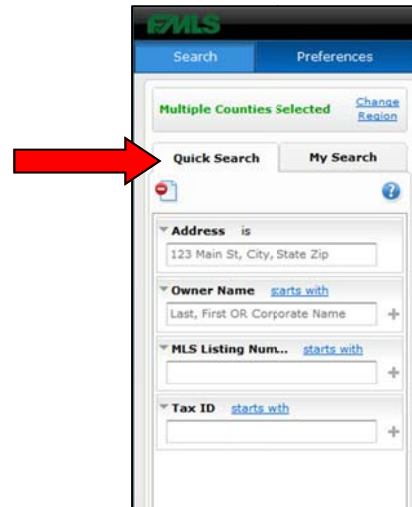
It consists of:

- **Region Panel** – to select the county or counties for a search.
- **Quick Search Tab** – to find a property quickly based on simple criteria like the Address, the Owner’s Name, the FMLS Listing number, or the Tax ID number.
- **My Search Tab** – to search for properties using a wide range of search criteria including number of bedrooms and/or bathrooms, lot size, zip code, etc.
- **Search Button** – to execute a search.



Quick Search Tab

Perform a Quick Search anytime to find a property with some known data, like the Address, Owner Name, Listing Number or Tax ID number.



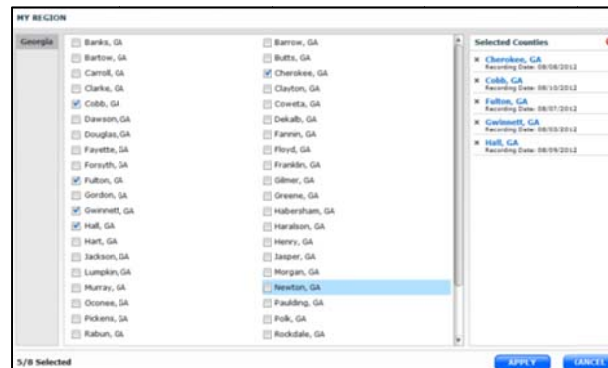
My Search Tab

Use My Search to search for properties using a wide range of criteria, including bedrooms, baths, lot size, zip code, etc. My Search also provides the ability to save **Searches** (where values for bedrooms, baths, etc. are included) and to save **Forms** (a group of blank search fields that you may use frequently).



Region Panel

Select from one to eight counties for searching simultaneously in the Region Panel. Only properties within selected counties are returned.



If a zip code or address that is in a different county from the one(s) chosen for Region, Realist will return results that match the entered criteria. For example, if the chosen Region is Cobb County and 30075 is entered for zip code, Realist will return properties in both Cobb AND Fulton counties with a 30075 zip code.

Setting Preferences

The Preferences page provides options for configuring personal settings for Realist views. Reports, search options, and map options are configured in this area.

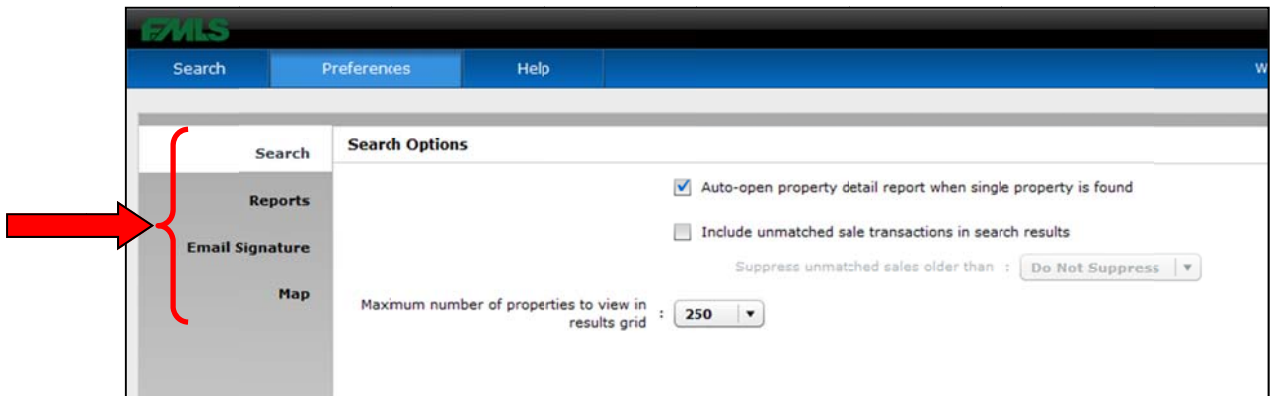
To access Preferences:

Click on the **Preferences** button on the Realist toolbar. The Preferences page appears.



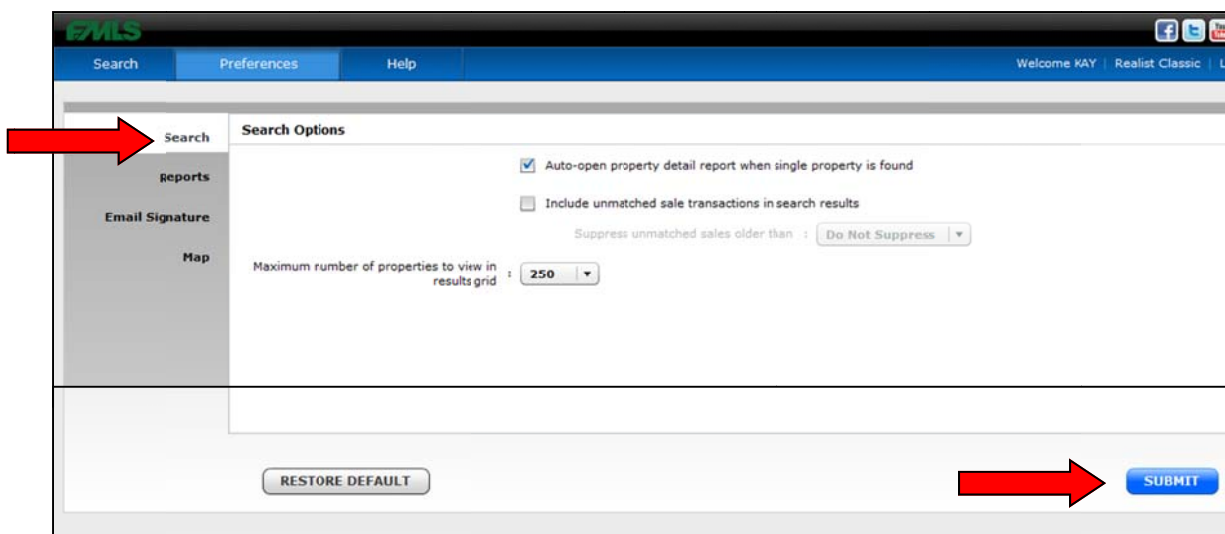
The Preferences page is divided into four sections:

- Search Options
- Report Preferences
- Email Signature
- Map Options



Search Options

Search Options control the way information is displayed in the Search Results Grid.



To set Search Options:

1. Click on **Search Options** in the Preferences area.
2. Use check boxes and/or pick list arrows to customize your Search Results Grid.

Option	Functionality
Auto-open property detail report when single property is found	If checked, the Property Detail Report will automatically open for the property searched.
Include unmatched sale Transactions in search results	Select this option to include unmatched sales transactions in results. If unchecked, the following option will not be available.
Suppress unmatched sales older than:	Some sales, such as those for newly formed properties, cannot be matched to an address. Select this option to limit which unmatched sales transactions are returned in search results by within the last 6, 12, 18, or 24 months.
Maximum number of properties to view in Grid	Select the number of properties to display at one time.

3. Click on the **Submit** button to save your choices.

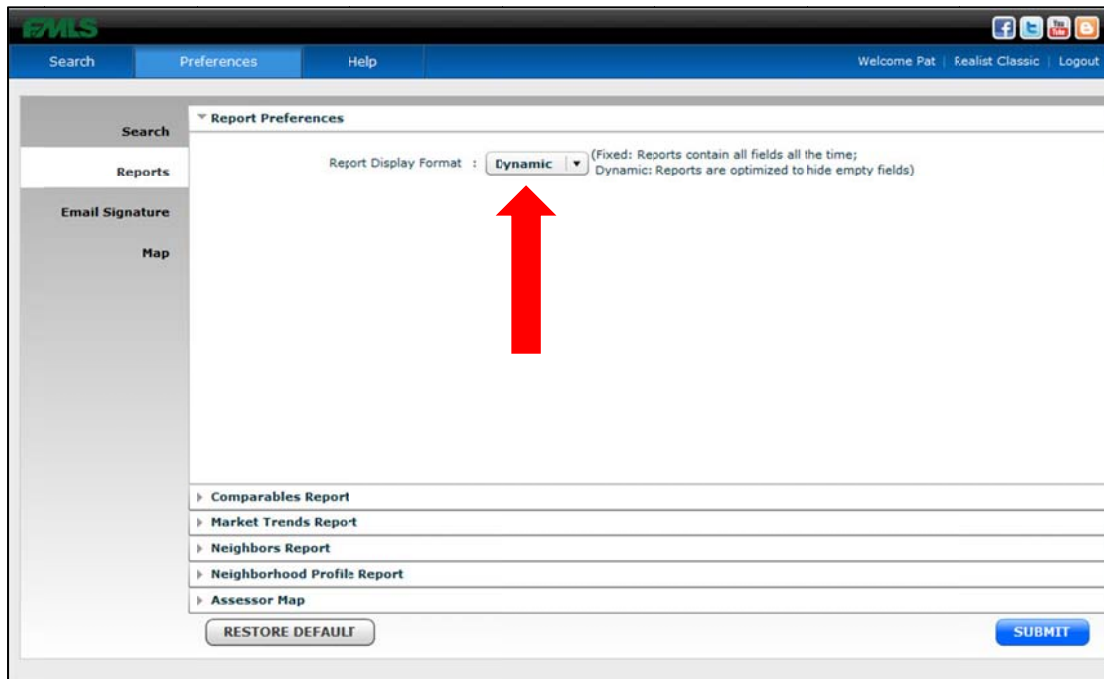
Report Preferences

The Report Options section contains preferences for report layouts and for report preferences.

To set Report Preferences: (This setting is applied to all reports.)

Use the pick list arrow to choose a Dynamic or Fixed report format.

- **Fixed format** - contains all fields on reports – even if there is no data for a field.
- **Dynamic format** - reports are optimized to hide empty fields.



Report Specific Preferences

You can configure settings for the following reports:

Comparables Report	Will find properties that are similar to the property you are viewing. This is helpful for your listing and pricing research.
Market Trends Report	Enables you to analyze market trends for a property location using graphs, charts and other visuals.
Neighbors Report	Find all the neighbors within a specified radius of a property..
Neighborhood Profile Report	Provides an in-depth look at the neighborhood of the property, including the people (population), the housing statistics, quality of life information, schools, and other areas of interest.
Assessor Map	Displays the tax assessor map for the property location.

To change Report Preferences:

1. Click on the **Report name** in the Report Options section.
2. Make desired changes to default settings.
3. Click on the **Submit** button to save the changes.

The screenshot displays the 'Report Preferences' section for the 'Comparables Report'. The left sidebar has a red arrow pointing to the 'Comparables Report' option. The main area is titled 'Search Criteria' and contains the following settings:

- Number of Comparables : 20 (Max: 50 comparables)
- Sort Method : Distance from Subject (Closest)
- Include Property Images
- Include Value Projected by Assessment
- Include Value Projected by Sq. Ft.
- Include RealAVM™
- Data Source : Both Tax MLS
- Pool : No Preference With Pool Without Pool
- Distance from Subject : 0.5 (Max: 10 miles)
- Sale Price : From [] To []
- Year Built : From [] To []
- Bedrooms : From [] To []
- Bathrooms : From [] To []
- Stories : From [] To []
- Distressed Sales : Include All Sales
- Geographic Boundary : No Preference

At the bottom, there is a 'RESTORE DEFAULT' button and a 'SUBMIT' button, with a red arrow pointing to the 'SUBMIT' button.



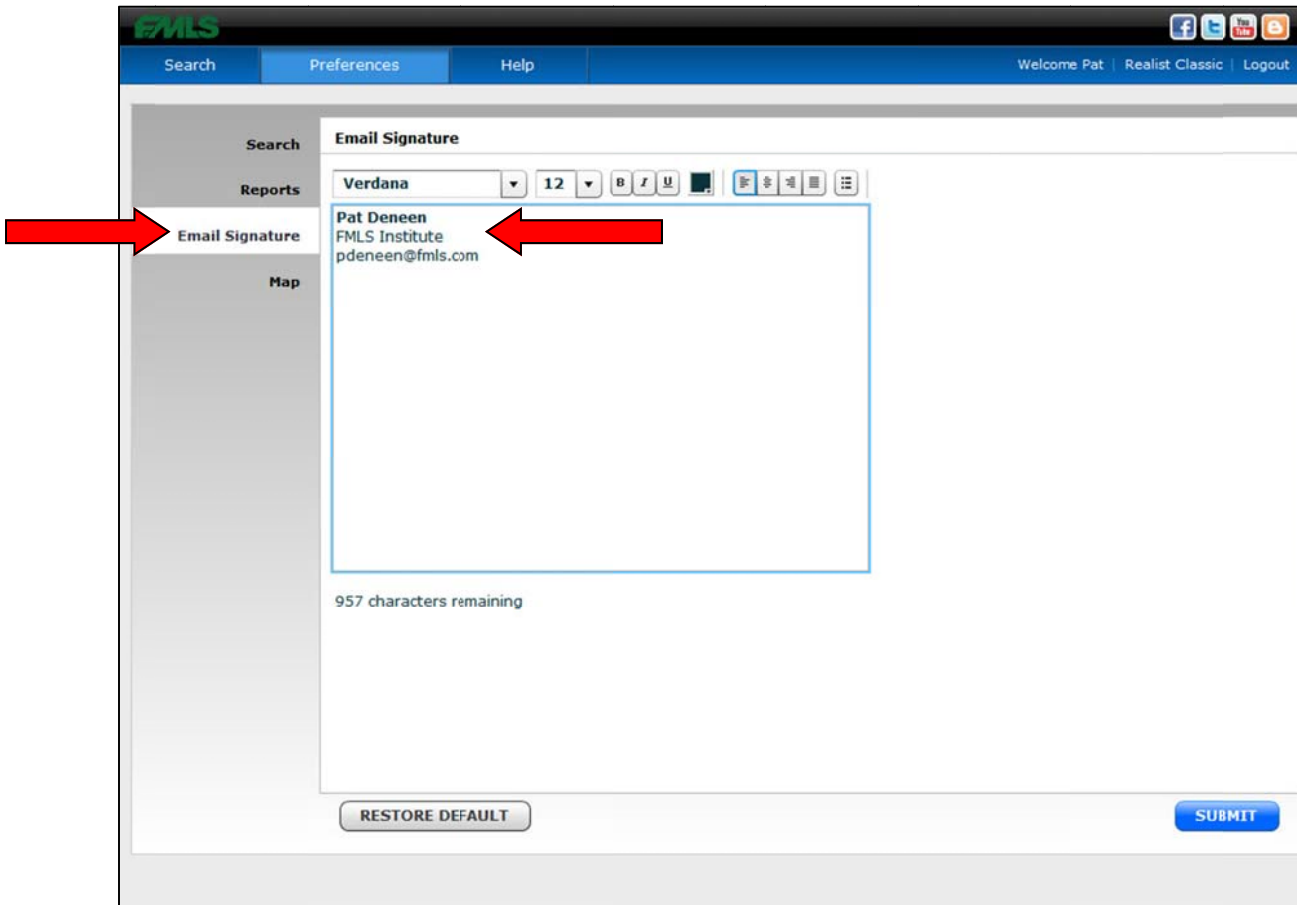
Some Reports will have many preference options (as with the Comparable Report above). Others will have only a few, or perhaps only one! Read each screen carefully to make appropriate choices.

Email Signature

Use the Email Signature section to create a personal email signature that is added automatically to every email sent from Realist.

To create an Email Signature:

1. Click on **Email Signature** in the Preferences area.
2. Type email signature information in the box to the right.
3. Click on the **Submit** button to save the signature.

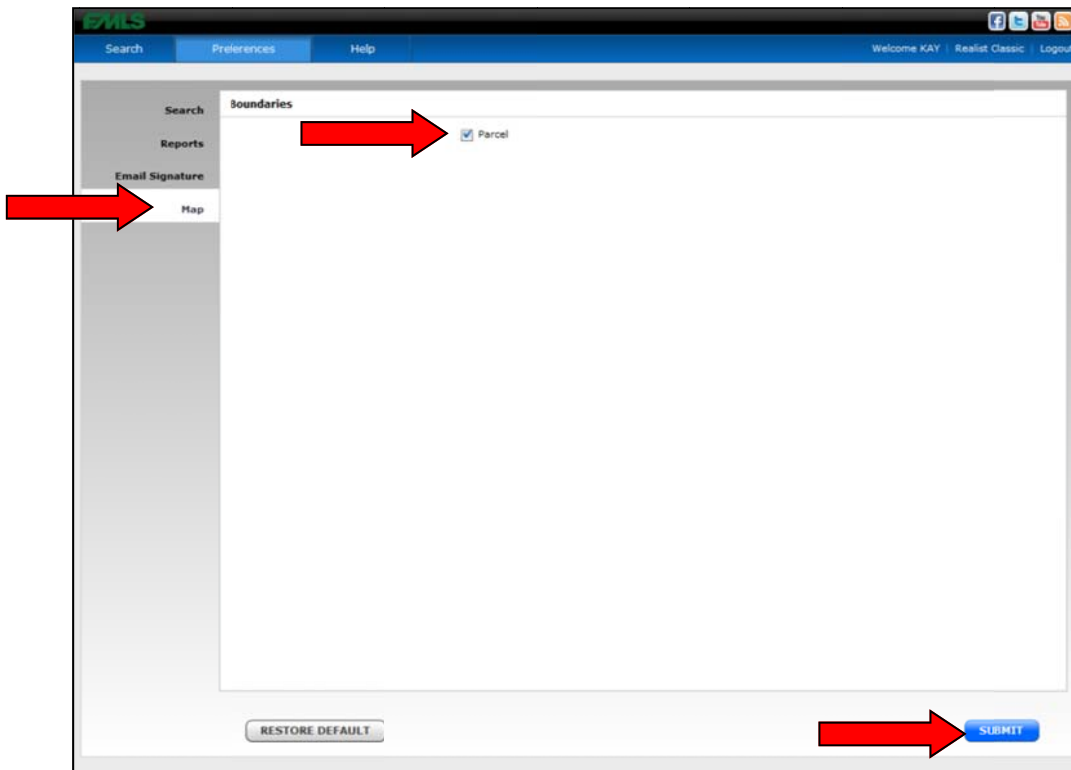


Map Options

There is only one Map Option. You can choose whether to have parcel boundaries show on the map by default.

To set Map Options:

1. Click on **Map Options** in the Preferences area.
2. Check or uncheck the box to display parcel boundaries on your Realist Map.
3. Click on the **Submit** button to save your choice.

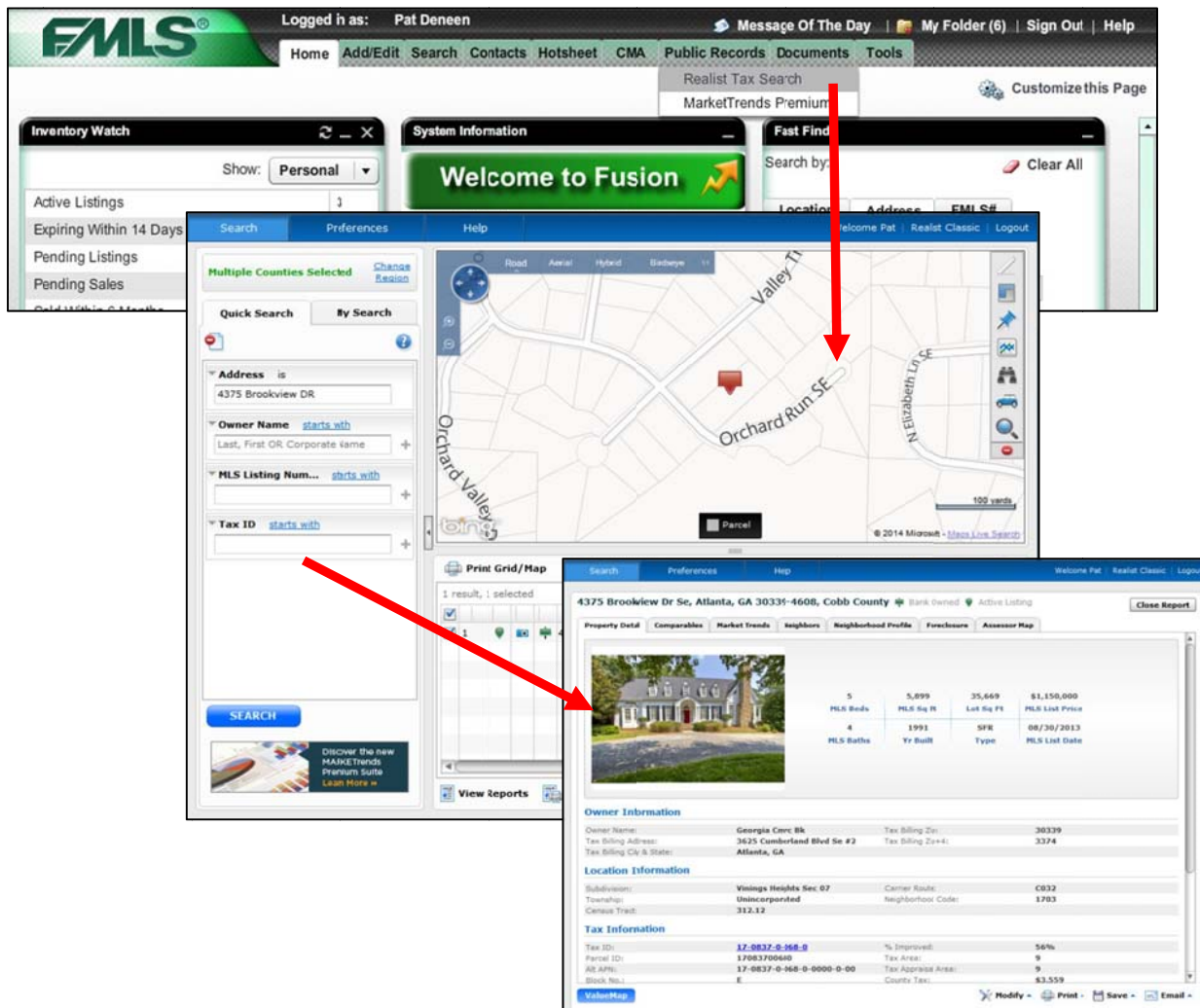


Accessing Tax Records

Quick Search

The Quick Search tab is best used to locate information for one property using known data such as Address, Owner Name, Listing Number or Tax ID Number. Once located, Realist will provide information for the property such as Property Details, Comparable Properties, Market Trends, Neighbor Information, a Neighborhood Profile, as well as access to an Assessor Map.

1. From the Fusion home page hover over the **Public Records** tab.
2. Click on **Realist Tax Search**. The Realist home page appears.
3. Type the address, owner name, listing number or tax id number in the appropriate box.
4. The Report Window opens, if that selection was made in Preferences.



Report Window Options

The Report Window contains 7 tabs, each providing important and valuable information on the property – including details about the owner, the location, tax data, assessment values; comparable property information, market trends for the area, and more.


Property Details	This comprehensive report summarizes all the information related to the property. Information is categorized by owner information, location information, tax information, assessment and tax, characteristics, market sale and sale history, listing data, mortgage history, foreclosure history, owner transfer and features.
Comparables	Run this Comps report to find other properties that are similar to the property you are viewing. This is helpful for your listing and pricing activities. For this report, you can even toggle between map views of the comparable property, finding the ones that best present the information you want to communicate in your report.
Market Trends	The Market Trends report presents a visual perspective on current market trends for the location of and surrounding areas for the current property. It provides a mix of tax and FMLS data that shows trends to help you determine where the market has been in a particular geographic region. The report displays graphs on Market Conditions, Distressed Properties, and Financial Health.
Neighbors	The Neighbors report lets you find all the neighbors located within a specified radius of a property. This report can be used to prepare mailing lists for just-listed and just-sold cards.
Neighborhood Profile	This report provides an in-depth look at the neighborhood of the property, including the population, housing statistics, quality of life information, schools, and other areas of interest. It is intended to be used as a local report – focusing on a mile area. A larger radius will return hundreds of results and may be overwhelming for a client.
Foreclosure	If a property is currently in any stage of foreclosure, this report provides foreclosure status and details.
Assessor Map	Displays a Tax Assessor’s map which includes the property, if one is available.

Property Details

If your Realist Preferences are set to default settings, the **Property Detail Report** displays when you search for the Property from the Quick Search tab. Scroll down to see the full report.

2763 Lawrence Mill Run, Marietta, GA 30058-3158, Cobb County Active Listing Close Report

Property Detail Comparables Market Trends Neighbors Neighborhood Profile Assessor Map



5	2,919	18,619	\$350,000
MLS Beds	Bldg Sq Ft	Lot Sq Ft	MLS List Price
2	1985	SFR	02/29/2012
MLS Baths	Yr Built	Type	MLS List Date

Owner Information

Owner Name:
Owner Name 2:
No Call Flag:
Tax Billing Address:

Location Information

Subdivision:
Township:
Census Tract:

Tax Information

Tax ID:
Parcel ID:
Alt APN:
Lot No.:
% Improved:
Legal Description:

Assessment & Tax

Assessment Year
Assessed Value - Total
YOY Assessed Change (\$)
YOY Assessed Change (%)
Market Value - Total
Market Value - Land
Market Value - Improved

Characteristics

Land Use - Universal:	SFR	Unfinished Basement Area:	66
Land Use - State:	Residential 1 Family	Fireplaces:	1
Lot Acres:	0.4274	Floor Cover:	Carpet/Hardwood
Lot Area:	18,619.465	Heat Type:	Heat Pump
# of Buildings:	1	Cooling Type:	Central
Year Built:	1985	Interior Wall:	Unfinished
Stories:	2	Exterior:	Frame
Style:	Bi-Level	Roof Material:	Asphalt
Building Sq Ft:	2,919	No. Parking Spaces:	2
Gross Area:	Tax: 3,441 MLS: 2,919	Parking Type:	Attached Masonry G
Above Gnd Sq Ft:	2,919	Garage Type:	Attached Garage
Ground Floor Area:	1,100	Garage Capacity:	2

Features

Building Description

Unfinished Basement
Masonry/Brick Garage
One Story Frame
One Story Frame
Wood Deck
Stoop
3/4 Frame Half Story
One Story Frame

Estimated Value

RealAVM™(1):
RealAVM™ Range:
Value As Of:
(1) RealAVM™ is a CoreLogic® derived

Listing Information

MLS Listing Number:
MLS Status:
MLS Area:
MLS D.O.M:
MLS Status Change Date:

MLS Listing # ValueMap

Market Sale & Sale History


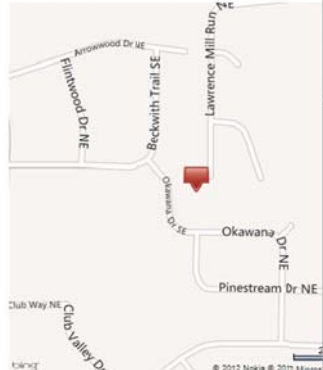
Recording Date:	10/03/2007	Price Per Square Feet:	\$116.48
Settle Date:	09/28/2007	Document Number:	14542-2938
Sale Price:	\$340,000	Deed Type:	Warranty Deed

Recording Date	10/03/2007	10/03/2007	06/16/2003		
Sale/Settlement Date	09/28/2007	09/28/2007	03/28/2003	08/17/1984	00/1984
Sale Price		\$340,000		\$150,000	
Nominal	Y		Y		
Document Number	14542-2167	14542-2338	13769-6154	3236-61	3236-300
Document Type	Joint Survivorship/Right Of	Warranty Deed	Quit Claim Deed	Deed (Reg)	Deed (Reg)
Buyer Name	Mayer Daniel W & Carolyn V	Mayer Daniel W	Blystone Robert & Marina R	Blystone Robt R	Blystone Robert R & F
Seller Name	Mayer Daniel W	Blystone Robert & Marina R	Blystone Robert R & Marina R	Elliott Waldrop Props	

Mortgage History

Mortgage Date	10/03/2007	10/03/2007	06/16/2003	09/24/2002	
Mortgage Amount	\$271,000	\$50,900	\$125,150	\$126,000	\$92,800
Mortgage Lender	Sunshine Mtg	Sunshine Mtg	Lowry Mtg Network Inc	Primary Cap Advisors	
Mortgage Code	Conventional	Conventional	Conventional	Conventional	Private Party
Mortgage Type	Resale	Resale	Nominal	Refi	Resale

Property Map

*Lot Dimensions are Estimated

Print Save Email

Comparable Properties

View comparable properties by selecting the **Comparable Properties** tab in the Reports Window.

1. Execute a search for the subject property.
2. Click on the **Comparables** tab in the Report Window for the property.
3. Comparable properties for the property display.
4. Click on the **Modify** to change Comparables search criteria (beds, baths, distance from subject property, etc.) to match those of the subject property.

Search Preferences Help Welcome Pat | Realist Classic | Logout

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County Bank Owned Active Listing Close Report

Property Detail **Comparables** Market Trends Neighbors Neighborhood Profile Foreclosure Assessor Map

SUMMARY STATISTICS

	HIGH	LOW	MEDIAN
Sale Price	\$1,175,000	\$837,000	\$1,006,000
Building Sq Ft	6,490	5,574	6,032
Price Per Sq Ft	\$181.05	\$150.16	\$165.61
Total Assessment	\$768,840	\$575,000	\$671,920
Assessed Value Ratio	1.53	1.46	1.49

HIDE STATISTICS

2 comparable(s) found, 2/2 selected Area: 1.5 mile radius Change View: Map | Grid | Split

	Address	Subdivision	Zip	Sale Price	Building Sq	Price Per Si	Settle Date	Bedrooms	
<input checked="" type="checkbox"/>	4375 Brookv...	Vinings Heig...	30339		5,899				Tax: 6 MLS: 5 6
<input checked="" type="checkbox"/>	4271 Woodlan...	Property Clar...	30339	\$837,000	Tax: 5,574 ML...	\$150.16	Tax: 03/15/20...	6	5
<input checked="" type="checkbox"/>	3820 Brandy ...	Brandl Station	30339	\$1,175,000	6,490	\$181.05	09/13/2013	Tax: 4 MLS: 6	5

Generate Comps Report ➔ Modify Print Save Email

Comparables Report

Use the comparable properties found with the Comparables Search to create a **Comparables Report**. It will provide a Summary Statistics section with projected values and other information, and a details grid which will compare each comp to the subject property.

1. From the Results Grid, place a check next to the properties you will use as comparables for the report.
2. Click on the **Generate Comps Report** button.

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County Bank Owned Active Listing

Property Detail Comparables Market Trends Neighbors Neighborhood Profile Foreclosure Assessor Map

SUMMARY STATISTICS

	HIGH	LOW	MEDIAN
Sale Price	\$1,175,000	\$837,000	\$1,006,000
Building Sq Ft	5,490	5,574	6,032
Price Per Sq Ft	\$181.05	\$150.15	\$165.61
Total Assessment	\$768,840	\$575,000	\$671,920
Assessed Value Ratio	1.53	1.46	1.49

2 comparable(s) found, 2/2 selected Area: 1.5 mile radius Change View: Map | Grid | Split

	Address	Subdivision	Zip	Sale Price	Building Sq	Price Per Sq	Settle Date	Bedrooms	Bathrooms
<input checked="" type="checkbox"/>	4375 Brookv...	Vinings Heig...	30339		5,899				
<input checked="" type="checkbox"/>	4271 Woodlan...	Property Clar...	30339	\$837,000	Tax: 5,574 ML...	\$150.16	Tax: 03/15/20...	6	5
<input checked="" type="checkbox"/>	3820 Brandy ...	Brandl Station	30339	\$1,175,000	6,490	\$181.05	09/13/2013	4	5

Generate Comps Report

Modify Print Save Email

Scroll down to use the Summary Statistics section to gain insight on the property's value based on Assessment or on Square Footage.

FMLS

Search
Preferences
Help
Welcome Pat | Realist Classic | Logout

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County Bank Owned Active Listing Close Report

[Property Detail](#)
[Comparables](#)
[Market Trends](#)
[Neighbors](#)
[Neighborhood Profile](#)
[Foreclosure](#)
[Assessor Map](#)

Summary Statistics

Subject Property	High	Low	Median	Average
Sale Price	\$1,175,000	\$837,000	\$1,006,000	\$1,006,000
Price Per Sq Ft	\$181.05	\$150.16	\$165.61	\$165.61
Building Sq Ft	5,899	6,450	6,032	6,032
MLS D.O.M	148			
Bedrooms	6	4	5	5
Total Baths	6	5	5	5
Stories	2	2	2	2
Year Built	1991	1987	1980	1984
Lot Sq Ft	35,669	35,149	33,290	34,219.5
Distance (miles)		1.14	0.44	0.79
Total Assessment	\$815,520	\$763,840	\$575,000	\$671,520
RealAVM™(1)	\$1,000,793	\$1,159,738	\$994,085	\$994,085
Value Projected by Assessment	\$1,216,727			
Value Projected by Sq Ft	\$976,904			

(1) RealAVM™ is a CoreLogic® derived value and should not be used in lieu of an appraisal.

	Subject Property	Comparable 1	Comparable 2
Address	4375 Brookview Dr Se	4271 Woodland Brook Dr Se	3620 Brandy Station Ct Se
Tax ID	17-0837-0-068-0	17-0904-0-027-0	17-0954-0-024-0
Recording Date		03/27/2013	09/30/2013
Settle Date		Tax: 03/15/2013 MLS: 03/01/2013	09/13/2013
Sale Price		\$837,000	\$1,175,000
Price Per Sq Ft		\$150.16	\$181.05
MLS Sale Date		03/01/2013	09/13/2013
MLS Sale Price		\$837,000	\$1,175,000
MLS Listing #	5190716	5089555	5174036
Building Sq Ft	5,899	Tax: 5,574 MLS: 5,318	6,490
Style	Bi-Level	Bi-Level	Unknown

Edit Report

 Modify Print Save Email

Market Trends Report

The Market Trends report presents a visual perspective on current market trends for the location of the property and surrounding area to help you determine where the market has been in a particular geographical region. The report displays graphs on Market Conditions, Distressed Properties, and Financial Health. Information is provided when available for county, city, zip code and neighborhood.

From the Reports Window for the subject property, click on the **Market Trends** tab. The report opens.



At the bottom of each chart is a description of its content. Read carefully to be able to relate this information to your clients.

Neighbors

View neighboring properties to see basic details about properties near the subject property.

1. From the Reports Window, click on the **Neighbors** tab.
2. Click **Modify Preferences** and adjust preferences as needed. The Report opens.

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County 🏠 Bank Owned 📍 Active Listing Close Report

Property Detail Comparables Market Trends **Neighbors** Neighborhood Profile Foreclosure Assessor Map

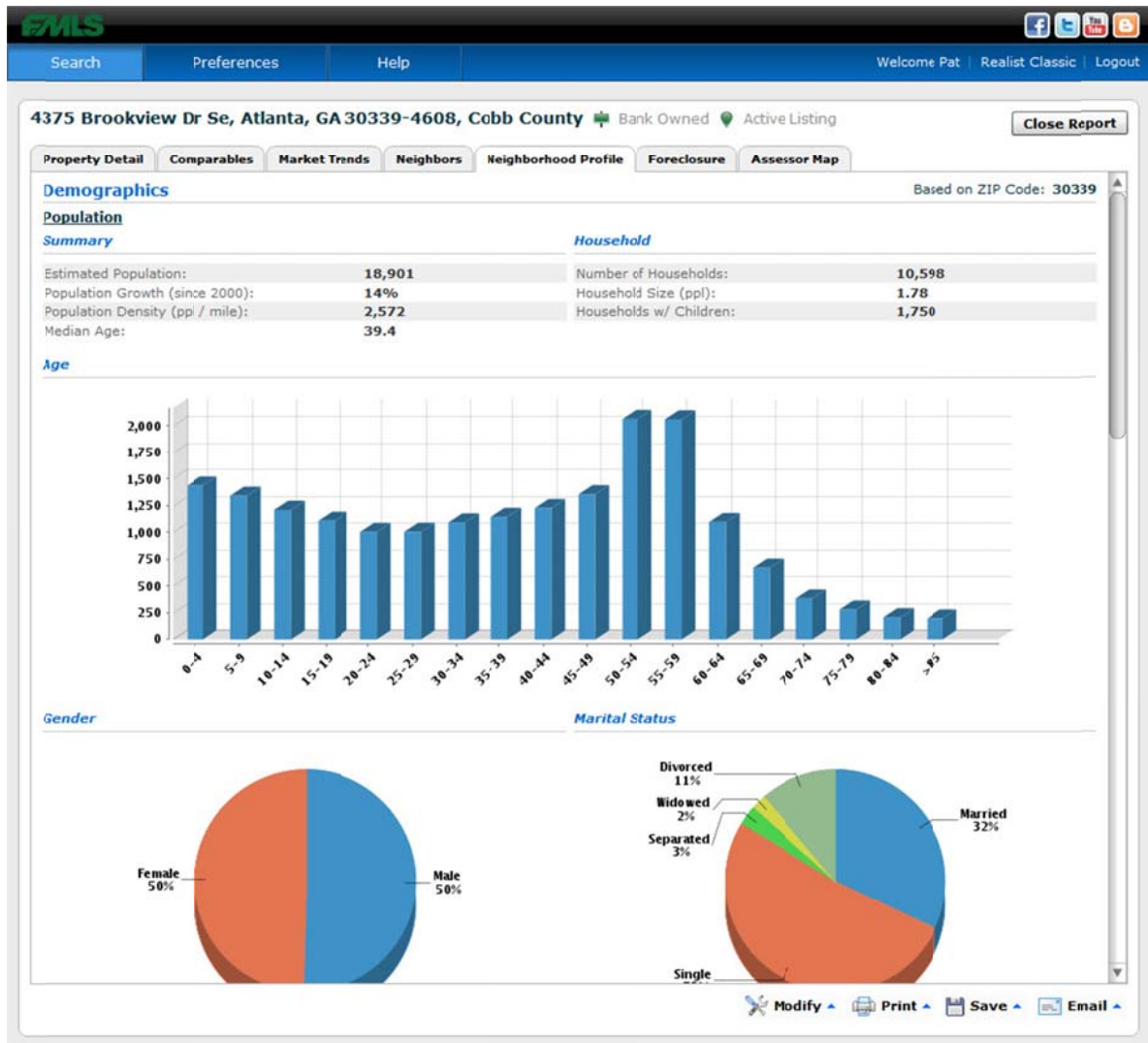
	Subject Property	Neighbor 1	Neighbor 2	Neighbor 3
Address	4375 Brookview Dr Se	4345 Brookview Dr Se	2601 Orchard Run Se	4281 Valley Trail Dr Se
Zip	30339	30339	30339	30339
Owner Name	GEORGIA CMRC BK	SHAMBURGER ELLIS L III	BARTNFELD CHELSEA L	YOUNG MARK MAYES SR
Owner Name 2				Young Jean M
Recording Date		12/10/2003		06/01/1989
Settle Date		12/01/2003	05/28/1997	05/16/1989
Sale Price		\$1,295,000	\$450,000	\$310,000
Price Per Sq Ft		\$171.46	\$72.39	\$105.23
Total Assessment	\$815,520	\$923,010	\$852,970	\$434,240
Annual Tax	\$9,773	\$10,797	\$3,116	\$4,451
Bedrooms	Tax: 6 MLS: 5	6	6	4
Bathrooms (Total)		6	5	4
Total Rooms	12	9	10	8
Land Use - Universal	SFR	SFR	SFR	SFR
Lot Acres	0.8188	0.8257	0.6437	0.5522

✂ Modify 🖨 Print 💾 Save ✉ Email

Neighborhood Profile

This report provides you with an in-depth look at the neighborhood of the property, including the population, the housing statistics, quality of life information, schools, and other areas of interest. It contains 3 sections – Demographics, Schools, and Local Businesses. Each section uses a different geographical areas as a basis for the search.

From the Reports Window, click on the **Neighborhood Profile** tab. The report opens.



NOTE: Modify report preferences to tailor the report for specific needs.

Foreclosure Report

If a property is currently in any stage of foreclosure, this report provides foreclosure status and details. This tab only appears when property is in foreclosure.

From the Report Window, click on the **Foreclosure** tab. The Foreclosure report opens.

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County Bank Owned Active Listing

Search Preferences Help Welcome Pat | Realist Classic | Logout

Property Detail Comparables Market Trends Neighbors Neighborhood Profile **Foreclosure** Assessor Map

Foreclosure Summary

Foreclosure Document Type:	FORECLOSURE DEED	Foreclosure Document #:	15047-4832
Recording Date:	04/08/2013	Foreclosure Stage:	REO
Buyer 1:	GEORGIA CMRC BK	Buyer City:	ATLANTA
Buyer Address:	3625 CUMBERLAND BLVD SE #2		
Sale Date:	04/02/2013	Sale Price:	\$735,000

Mortgage Information

Mortgage Recording Date:	07/25/2007	Mortgage Book/Page:	14525000352
--------------------------	------------	---------------------	-------------

Foreclosure History

Document Type	Notice Of Sale
Recording Date	03/08/2013
Original Document Date	08/13/2007
Original Book Page	014525000352
Lender Name	GEORGIA CMRC BK
Buyer 1	DICK DAVID H
Buyer 2	DICK ELIZABETH N
Mortgage Amount	\$500,000

Location Information

County:	Cobb	Tax ID:	17-0837-0-068-0
Lot No.:	11	Subdivision:	VININGS HEIGHTS SEC 07
Block No.:	E		
Legal Description:	ORCHARD RUI PLANTATION		

Owner Information

Owner Name:	GEORGIA CMRC BK	State:	GA
Mailing Address:	3625 CUMBERLAND BLVD SE #2	Zip:	30339
City:	ATLANTA		

Characteristics

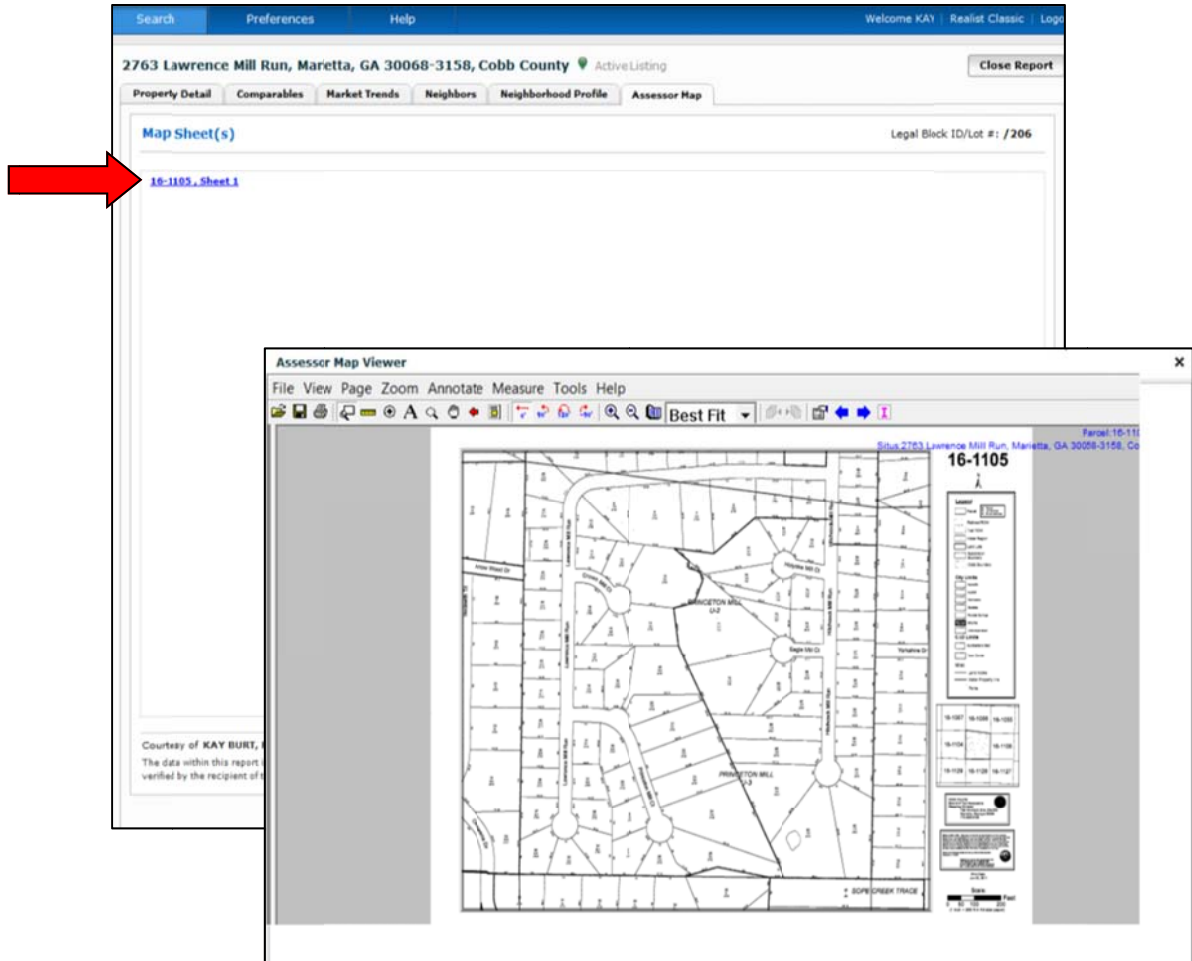
Living Area:	5,899	Half Baths:	Tax: 2 MLS: 1
Bedrooms:	Tax: 6 MLS: 5	Year Built:	1991
Full Baths:	4	# of Stories:	Tax: 1.7 MLS: 2

Modify Print Save Email

Assessor Map

If there are assessor maps associated with the property, an Assessor Map tab appears in the Report Window. The available sheets of the map appear on the page.

1. From the Report Window, click on the **Assessor Map** tab. The Map Sheet page opens.
2. Click on the **link(s)** provided. The Assessor Map opens.



Printing and Emailing Reports


After you've viewed the property, you may want to print or email information to a client. You will use the Report Window to make choices for printing and emailing.

Printing Reports

1. In the Reports Window, click on the **Print** icon.
2. To print the report shown on the screen, click on **Quick**.

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County Bank Owned Active Listing Close Report

Property Detail **Comparables** Market Trends Neighbors Neighborhood Profile Foreclosure Assessor Map



5 MLS Beds	5,899 MLS Sq Ft	35,669 Lot Sq Ft	\$1,150,000 MLS List Price
4 MLS Baths	1991 Yr Built	SFR Type	08/30/2013 MLS List Date

Owner Information

Owner Name:	Georgia Cmrc Bk	Tax Billing Zip:	30339
Tax Billing Address:	3625 Cumberland Blvd Se #2	Tax Billing Zip+4:	3374
Tax Billing City & State:	Atlanta, GA		

Location Information

Subdivision:	Vinings Heights Sec 07	Carrier Route:	C032
Township:	Unincorporated	Neighborhood Code:	1703
Census Tract:	312.12		

Tax Information

Tax ID:	17-0837-0-068-0	% Improved:	56%
Parcel ID:	17083700680	Tax Area:	9
Alt APN:	17-0837-0-068-0-0000-0-00	Tax Appraisal Area:	9
Block No.:	E	County Tax:	\$3,559
Lot No.:	11		
Legal Description:	ORCHARD RUN PLANTATION		

Assessment & Tax

Assessment Year	2013	2012	2011
Assessed Value - Total	\$326,208	\$326,208	\$326,208
Assessed Value - Land	\$144,000	\$144,000	\$144,000
Assessed Value - Improved	\$182,208	\$182,208	
YOY Assessed Change (\$)	\$0	\$0	

ValueMap Modify Print Save Email

Quick
Customize...

The report opens in pdf format

3. Click on the **printer icon** on the pdf toolbar. A print menu will open.

4. Make choices for printer (if you have more than one), number of copies, etc.
5. Click on **OK**.

4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County

5	5,899	35,669	\$1,150,000	Bank Owned
MLS Beds	MLS Sq Ft	Lot Sq Ft	MLS List Price	
4	1991	SFR	08/30/2013	Active Listing
MLS Baths	Yr Built	Type	MLS List Date	

Owner Information

Owner Name: Georgia Cmrc Bk
 Tax Billing Address: 3625 Cumberland Blvd Se #2
 Tax Billing City & State: Atlanta, GA
 Tax Billing Zip: 30339
 Tax Billing Zip+4: 3374

Location Information

Subdivision: Vinings Heights Sec 07
 Township: Unincorporated
 Census Tract: 312.12

Tax Information

Tax ID: 17-0837-0-068-0
 Parcel ID: 17083700680
 Alt APN: 17-0837-0-068-0-0000-0-00
 Block No.: E
 Lot No.: 11
 Legal Description: ORCHARD RUN PLANTATION

Assessment & Tax

Assessment Year	2013
Assessed Value - Total	\$326,208
Assessed Value - Land	\$144,000
Assessed Value - Improved	\$182,208
YOY Assessed Change (\$)	\$0
YOY Assessed Change (%)	0%
Market Value - Total	\$815,520
Market Value - Land	\$360,000
Market Value - Improved	\$455,520
Tax Year	Total Tax
2011	\$9,871

Printer Dialog Box:

Name: \\HQ-IT-PS-001\HQ-MS-MFF-219
 Status: Ready
 Type: SHARP MX-B401 PCL6
 Print Range: All
 Page Handling: Copies: 1, Collate checked
 Page Scaling: Multiple pages per sheet
 Pages per sheet: 4
 Page: Horizontal
 Units: Inches
 1/1 (1)

Buttons: Advanced, Summarize Comments, **OK**, Cancel

You may want to print several reports for a property. Realist allows you to do that with one menu!

To print several reports:

1. In the Reports Window, click on the **Print** icon.
2. To print several reports, click on **Customize**.

Mortgage Code: Fha

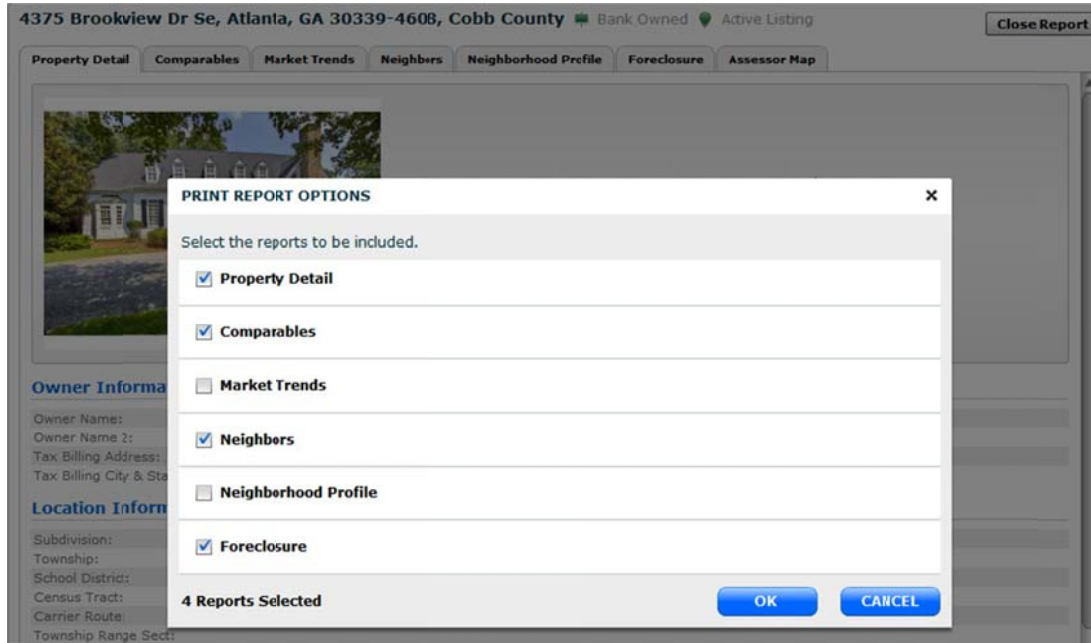
Courtesy of **KAY BURT, First Multiple Listing Service**

The data within this report is compiled by CoreLogic from public and private sources. If desired, the accuracy of the data contained herein can be independently verified by the recipient of this report with the applicable county or municipality.

Buttons: ValueMap, Quick, **Customize**, Property Detail, Print, Save, Email

3. Check or uncheck boxes to include or exclude reports for printing.
4. Click on the **OK** button to continue.

A Report Progress box indicates the system's progress as it prepares a pdf file for printing.



5. Click **OK**. A progress report box appears as the reports prints.

Report Progress	
Property Detail	Completed
Comparables	Processing...
Neighbors	Completed
Foreclosure	Completed
PDF Generation	Pending
<input type="button" value="Cancel"/>	

6. When the pdf document opens, use the Printer icon to make choices for number of copies, etc.
7. Click on the **OK** button to print.

Emailing Reports

1. In the Reports Window, click on the **Email** icon.
2. To email only the report displayed on the screen, click on **Quick**.
3. Use the Email Report box to enter an email address for the recipient in the **To:** field, and add information to the email message, if desired.
4. Click on the **Send** button to email the report.

The screenshot displays the FMLS website interface. At the top, there are navigation tabs for Search, Preferences, and Help. The main content area shows a property listing for 4375 Brookview Dr Se, Atlanta, GA 30339-4608, Cobb County. The listing includes a photo of a house and a table with the following details:

5 MLS Beds	5,899 MLS Sq Ft	35,669 Lot Sq Ft	\$1,150,000 MLS List Price
4 MLS Baths	1991 Yr Built	SFR Type	06/30/2013 MLS List Date

Below the table is the 'Owner Information' section, which includes fields for Owner Name, Tax Billing Address, and Tax Billing City & State. The 'Location Information' section includes fields for Subdivision, Township, School District, and Census Tract.

An 'E-MAIL REPORT' dialog box is open in the foreground. It has a 'From:' field with 'kbur@fmls.com' and a 'Subject:' field with 'Realist Report'. The 'To:' field contains 'barrybuyer@yahoo.com'. Below the fields is a text area with the following content:

The report was e-mailed to you from KAY BURT

For the property located at
3750 N Stratford Rd Ne
Atlanta, GA 30342

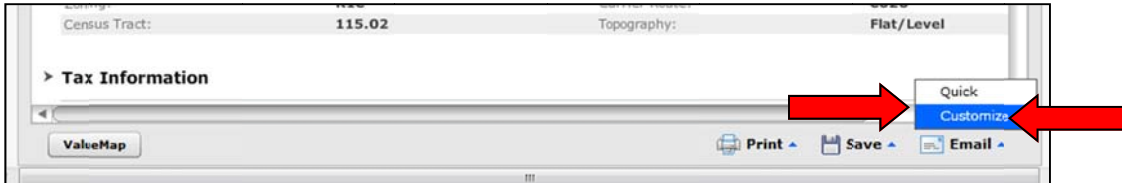
Kay Burt
FMLS
404-255-3660

At the bottom of the dialog box, there is a 'SEND' button and a 'CANCEL' button. A red arrow points to the 'SEND' button. Another red arrow points to the 'Quick' button in the bottom right corner of the main window. A third red arrow points to the 'To:' field in the dialog box.

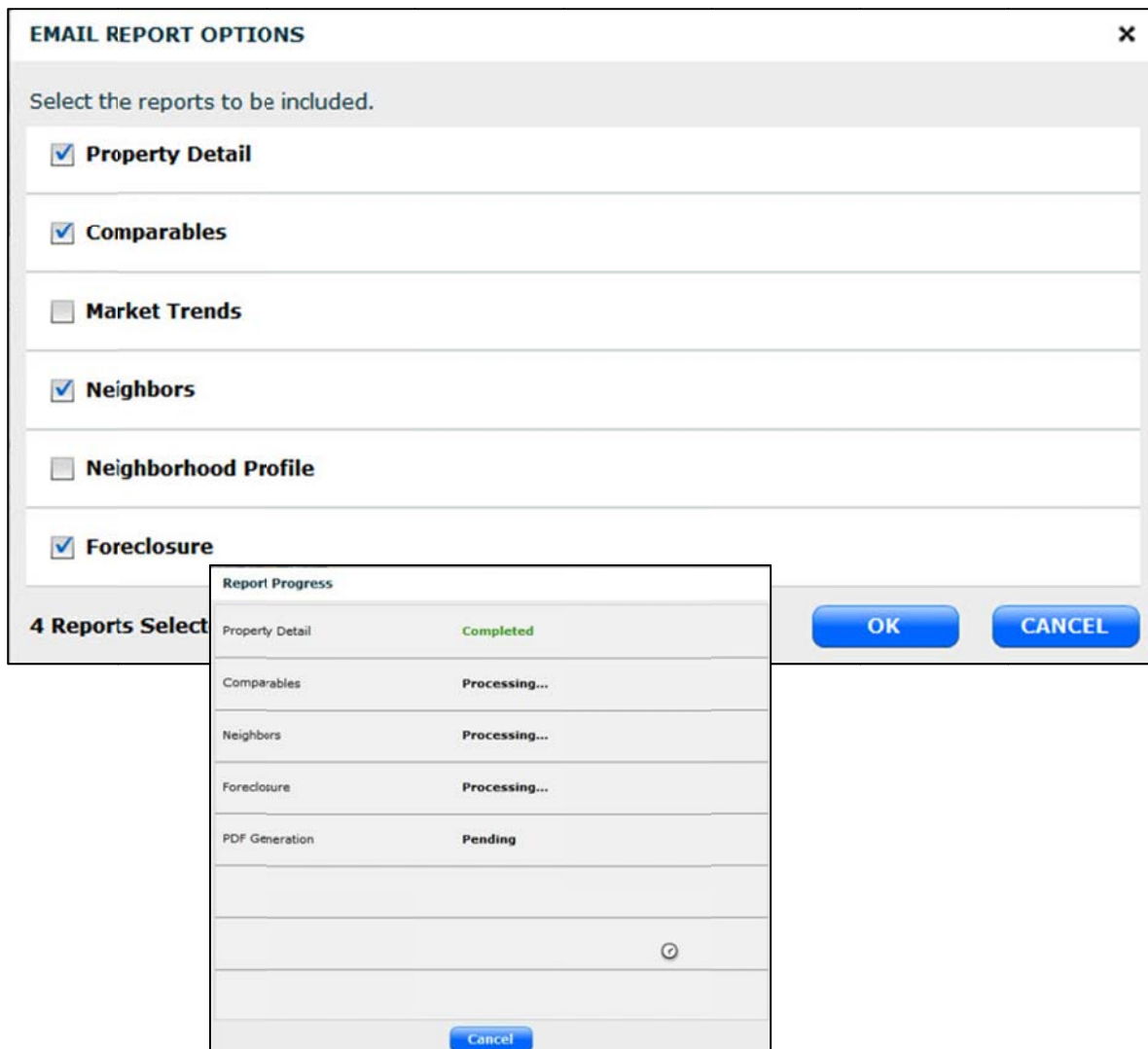
You may want to email several reports for a property. Realist allows you to do that with one menu!

To email several reports:

1. In the Reports Window, click on the **Email** icon.
 1. To email several reports, click on **Customize**. A new window opens.



2. Check or uncheck boxes to include or exclude reports for emailing. (Each report has multiple sections that you can choose to print – or not.)
3. Click on the **OK** button to continue. A Report Progress box shows you the system's progress as it prepares a pdf file for emailing.



4. Use the Email Report box to enter an email address for the recipient, and add information to the email message, if desired
5. Click on the **Send** button to email the reports.

E-MAIL REPORT

From: kfurt@fmls.com

To: barrybuyer@yahoo.com

Cc:

Subject: Realist Report

Verdana 12 B I U

The report was e-mailed to you from KAY BURT

For the property located at:
3750 N Stratford Rd Ne
Atlanta, GA 30342

Kay Burt
FMLS
404-255-8660

Email Signature

1828 characters remaining

SEND CANCEL

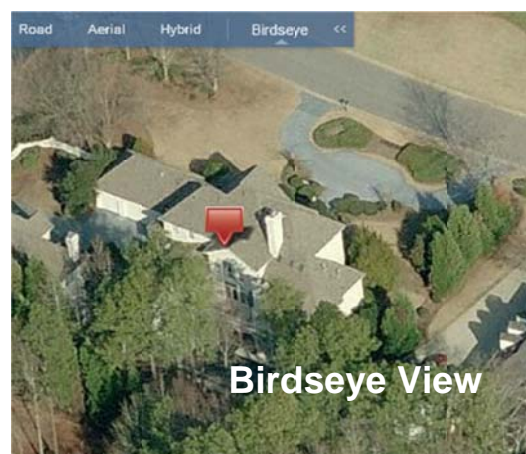
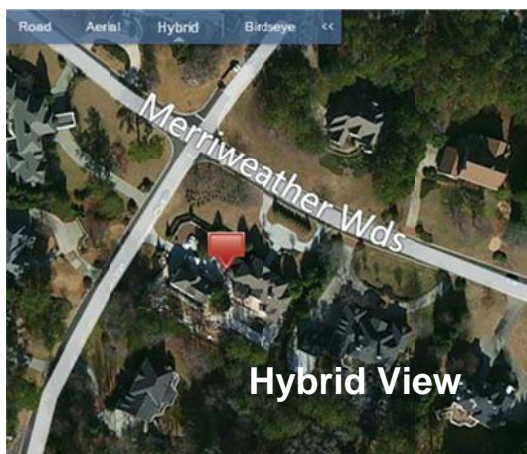
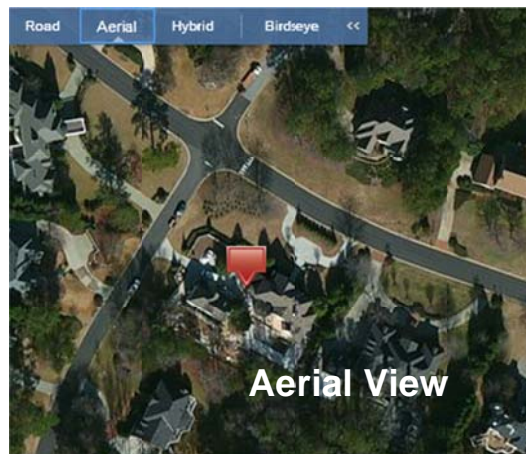
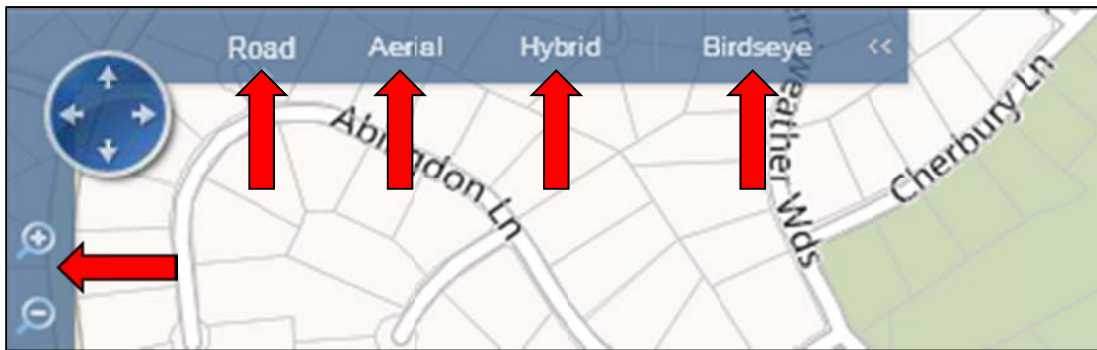


The pdf file created in Step 6 above is sent to your client as an attachment to the email.

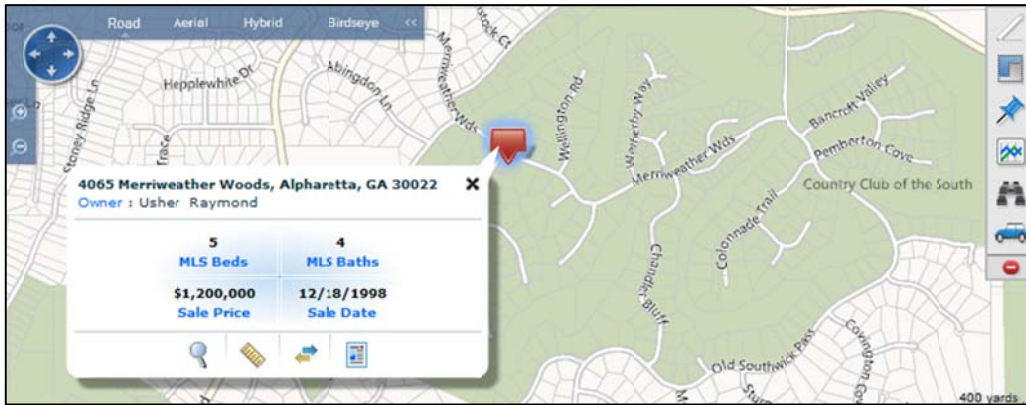
Working with Realist Map

The Realist Map enhances your searches by allowing you to visually see the results of your search and zoom in to actual views of the property and its surrounding location.

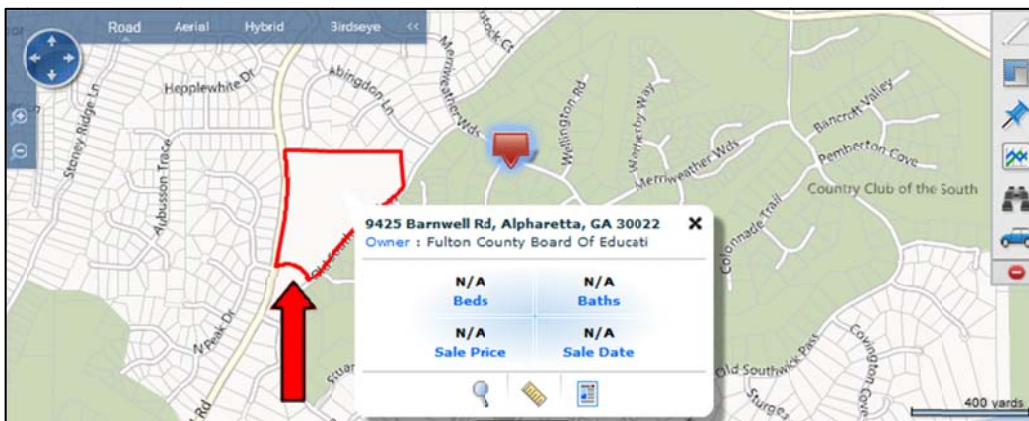
The map view can be changed to Road, Aerial, Hybrid or Birdseye views; and zoom in/zoom out buttons provide flexibility when working with the map.



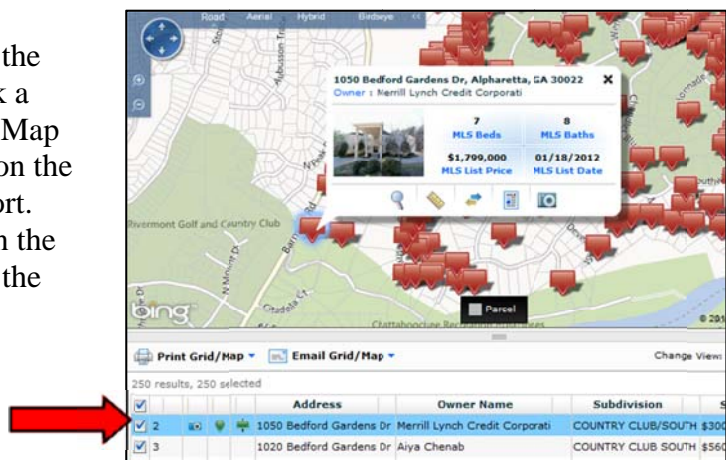
Search results appear on the map as pins. When you click a pin, a mini report opens, giving you an overview of the property, the ability zoom in on the property, to estimate the lot dimensions, and to view property reports.



You can also quickly identify any parcel on the map. Simply point to a parcel and click. Information supplied includes Address, Owner Name, number of beds and baths, sale date and sale price if available.



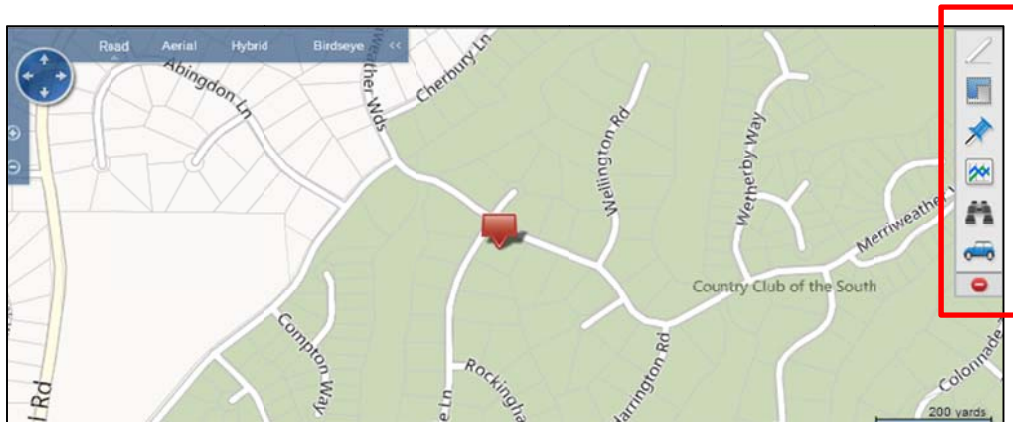
The Map works seamlessly with the Search Results Grid. If you click a search result row in the grid, the Map automatically highlights the pin on the map and displays the Mini-Report. Conversely, if you select a pin on the map, the property is selected on the Search Results Grid.



Using Realist Map Tools

Realist Map Tools allow you to customize the map to give you a better perspective of a map area. You can then visually scan important information about a property and its surrounding area or easily target properties in a specific area.

Access the Map Tools using the toolbar on the right side of the map. Each tool is described below.



- **Drawing Tools** – work directly on the map to refine and enhance the area you are viewing. Four shapes are available for drawing on the map (radius, rectangle, polygon, and line), allow you to define an area within which to search. An Annotation tool is also available which allows you to place a speech bubble and notes on the map
- **Boundaries** – controls boundary lines that appear on the map, including zip codes, county lines, parcel boundaries, school district boundaries, and many neighborhood boundaries.
- **Property and Sales Information** – lets you display property information such as Foreclosures, MLS Listings, Recent Sales, and Property Characteristics right on the map to provide a holistic view of the activity in an area. This is especially helpful when you want to show activity around a subject property.
- **Trends** – gives you a quick view in the sales and market trends for a particular area – either by zip code or neighborhood.
- **Points of Interest** – helps you quickly locate points of interest in a particular area, or near a particular property, including schools, banks, restaurants, gas stations, and many more.
- **Driving Directions** – let you quickly get directions to a specific address and print or email them to yourself or a client.

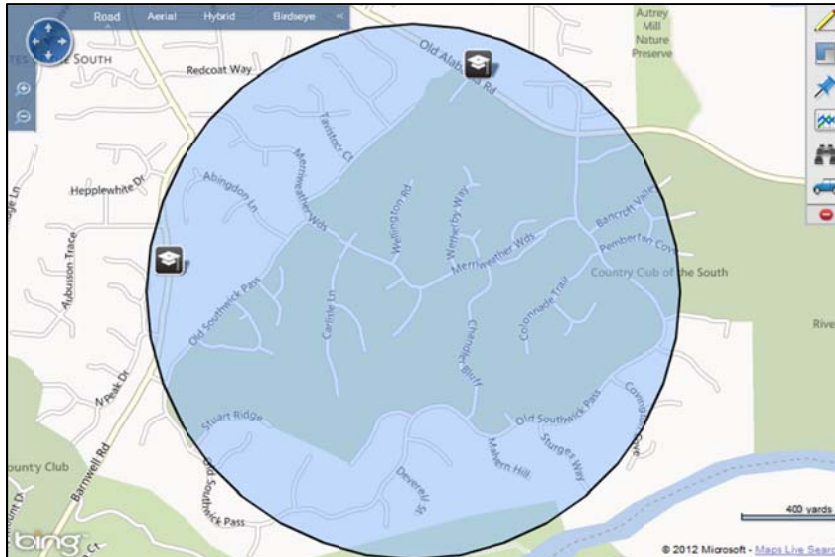


As many as 6 overlays may be used on the map simultaneously (a combination of boundaries, property information, trends, and points of interest).

The Drawing Tool

The shape tool allows you to draw a circle, rectangle or polygon around an area on the map and then search within that shape. Once you draw the shape, it is added to the My Search panel and becomes part of the criteria. All search results will be restricted to properties with the shape(s).

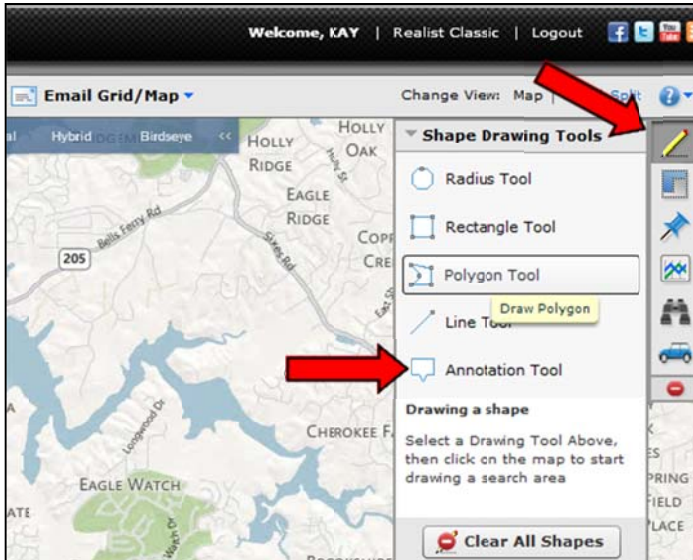
As an example, your Buyer may want to know what schools are close to a property he is interested in. You can draw a circle around the property, then add a Points of Interest layer to the map to show school locations.



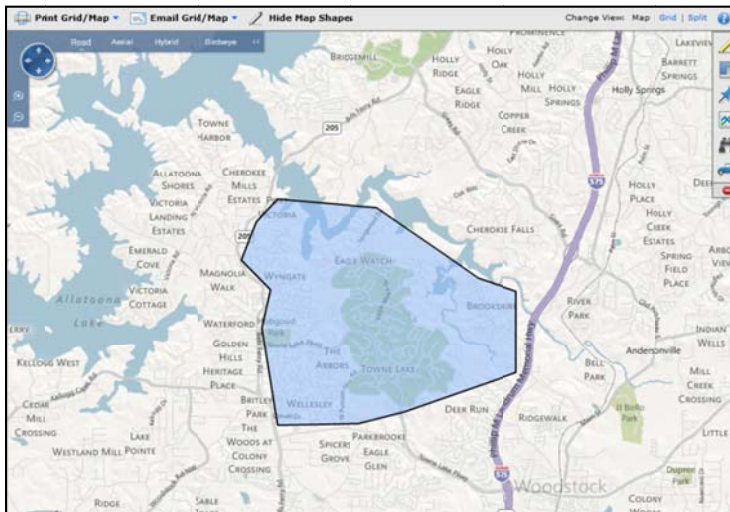
You can draw up to 5 shapes on the map at one time covering an area up to 6.875 miles total.

To draw a shape:

1. Find the location on the map you would like to work with, or zoom in to an area.
2. On the Drawing toolbar, click on the **Pencil**, then click the shape you want to draw.



3. Click the spot on the map where you want to start drawing the shape (don't hold the mouse button down).
4. Move your mouse up, down, to the right or left to draw the shape.
5. Click again to end the shape for a circle or rectangle. If you are drawing a polygon, single click for each side of the shape, then double click when the shape is complete.



Viewing Boundaries on the Realist Map

The Boundaries tool controls what boundaries you see on the map. This is a useful tool for checking whether a property falls within school boundaries or within a certain zip code.

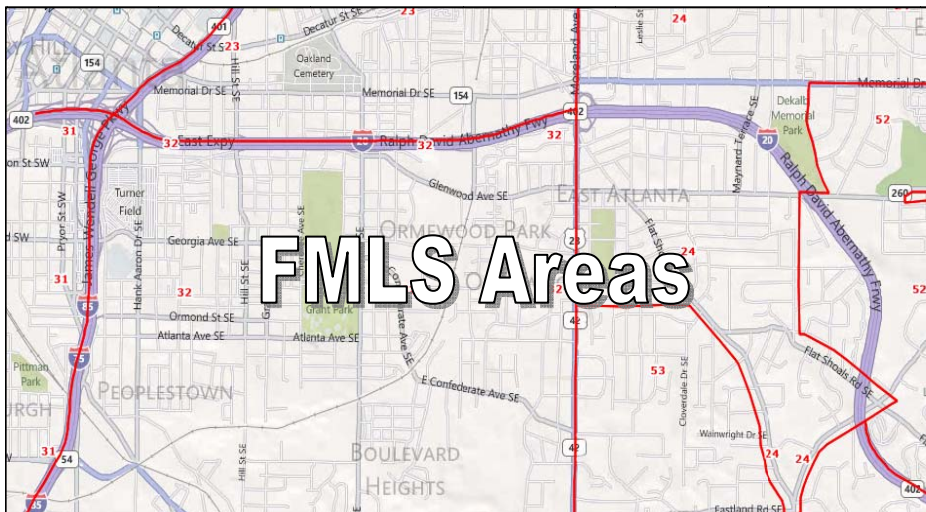
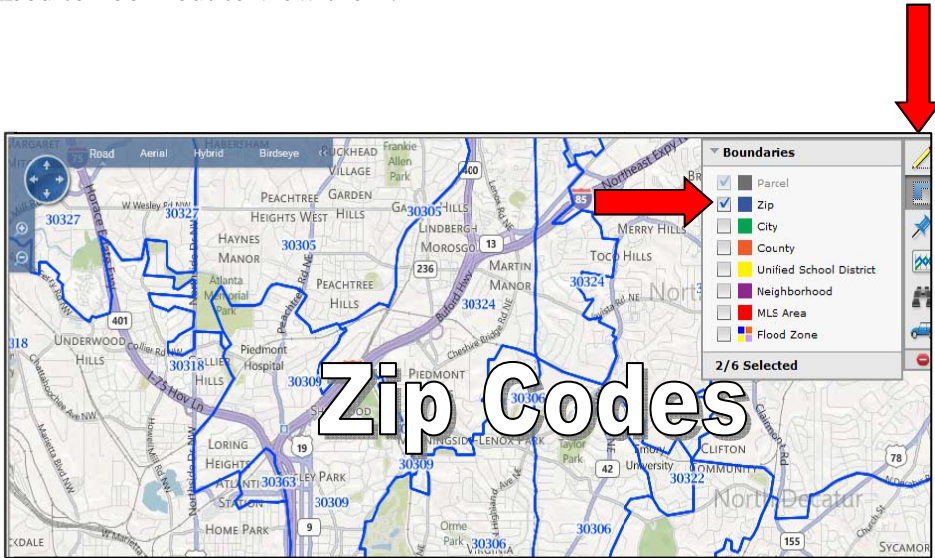
There are eight boundary views for Realist:

- Parcel
- Neighborhood
- Zip Code
- City
- County
- School District
- MLS Area
- Flood Zone

To view Boundaries on the Realist Map:

1. Position the map on the desired area. Click on the **Boundaries** tool.
2. Click to place a check in the desired boundary box.

- Boundary lines or labels will be added to the map. Some are large areas. You may need to zoom out to view them.



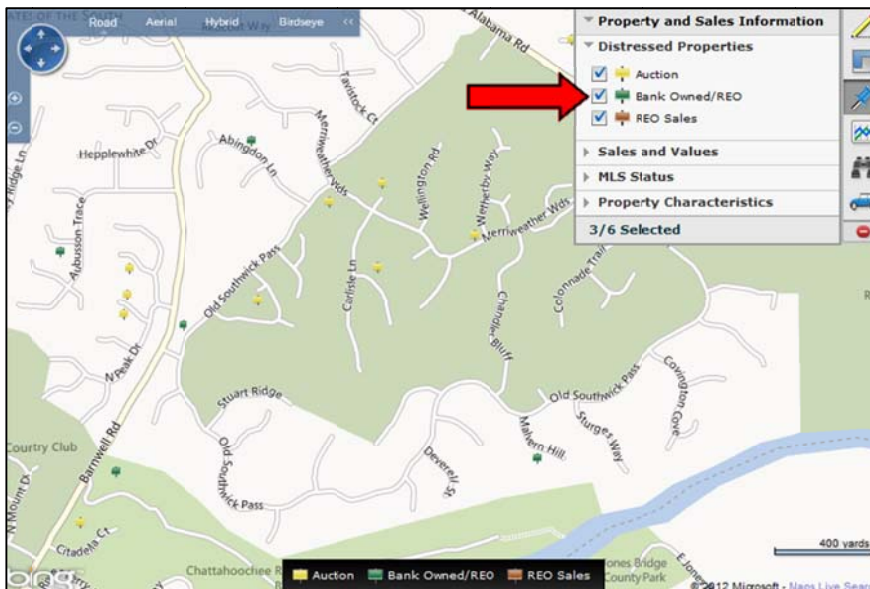
Viewing Property and Sales Information on the Realist Map

The Property and Sales Information tool lets you display property information such as Foreclosures, MLS Listings, Recent Sales, and Property Characteristics on the map to provide a holistic view of the activity in a given area. This information is especially helpful to show activity around a subject property. Five categories of information are available. Remember that you can view six layers of data simultaneously.

- **Distressed Properties** – offers the stages of foreclosure as well as short sales. Distressed sales will be indicated on the map with colored pins. Yellow indicates Auctions; green indicates Bank Owned/REO; brown indicates REO Sales.
- **Sales and Values** – displays sales in the tax database in the last 3, 6, 9 or 12 months.
- **MLS Status** – displays listings by status using colored teardrops. Green indicates Active listings; orange indicates Pending status; purple indicates Expired listings in the last 3, 6, 9 or 12 months.
- **Property Characteristics** – displays labels that display singly to indicate Lot Area, or APN, or Bedrooms, or Baths, or Building Area, or Owner Name, or Address.

To display Property and Sales Information:

1. Position the map on the desired area.
2. Click on the **Property and Sales Information** tool.
3. Click on a category to display choices.
4. Place a check in the box for the desired choice(s). Results are shown on the map.



Viewing Market Trends on the Realist Map

The Market Trends tool lets you view market trends that will give you key data for your pricing and listing activities directly on the map. You can view trends across large areas and you can also get a detail view of actual values for a selected zip code or neighborhood. This tool makes it easier for your clients to understand what is happening in a market area.

Three Trend options are available which provide great flexibility. You will combine a **Trend Type** with an **Aggregation Level** and a **Property Type** to get just the information you need!

Six Trend Types are available. Select the type of information you'd like to show on the map. You can view only one trend at a time.

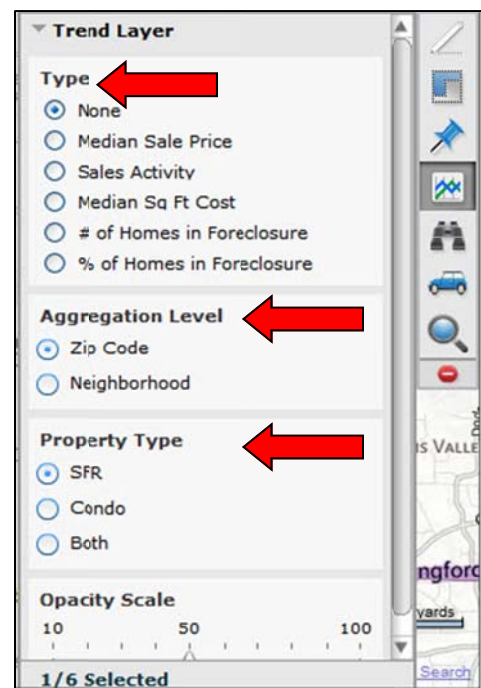
- Median Sale Price
- Sales Activity
- Median Square Footage Cost
- # of Homes in Foreclosure
- % of Homes in Foreclosure

Two Aggregation levels are available. Select whether to show market trends by zip code or by neighborhood.

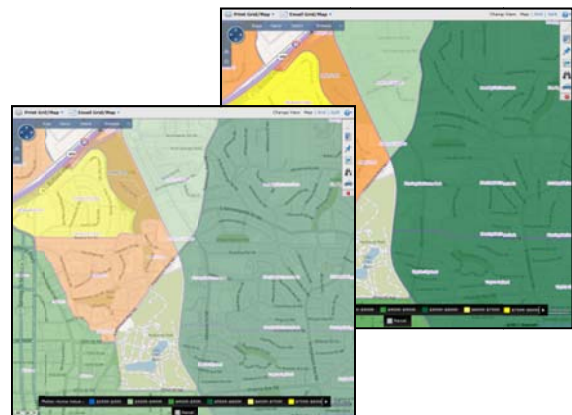
- Zip Code
- Neighborhood

Three Property Types are available. Select the type of properties you want to view trends for – either single family residence, condo, or both.

- SFR (Single Family Residence)
- Condo
- Both (SFR and Condo)

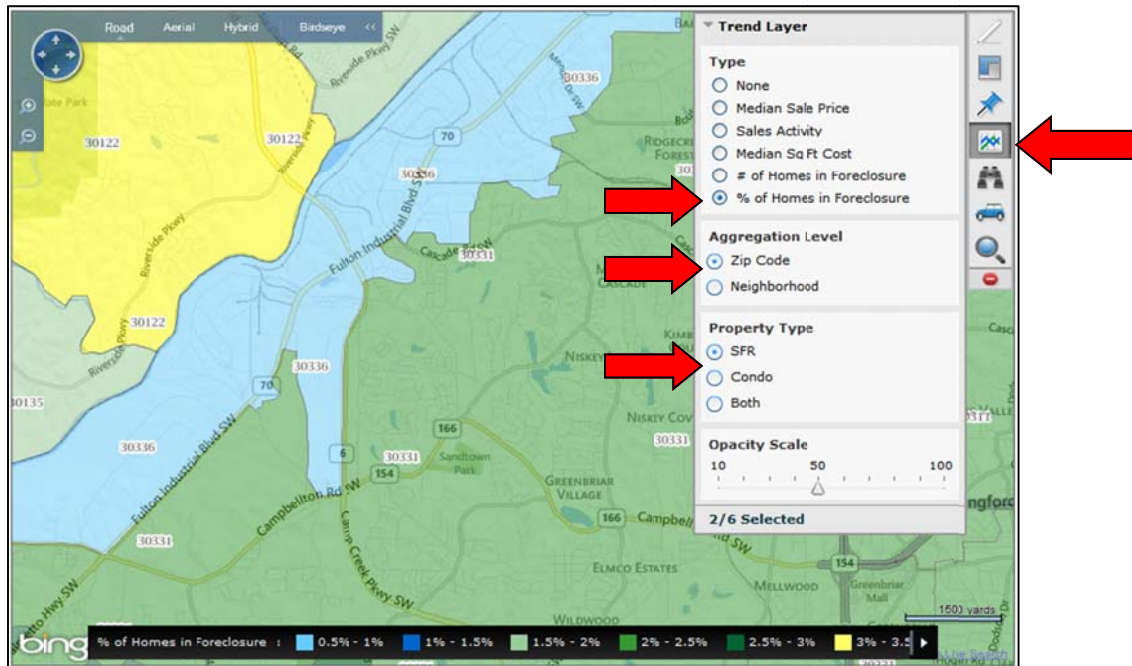


An Opacity Scale provides the ability to darken or lighten shaded areas on the map so that they more closely match the colors used in the key.

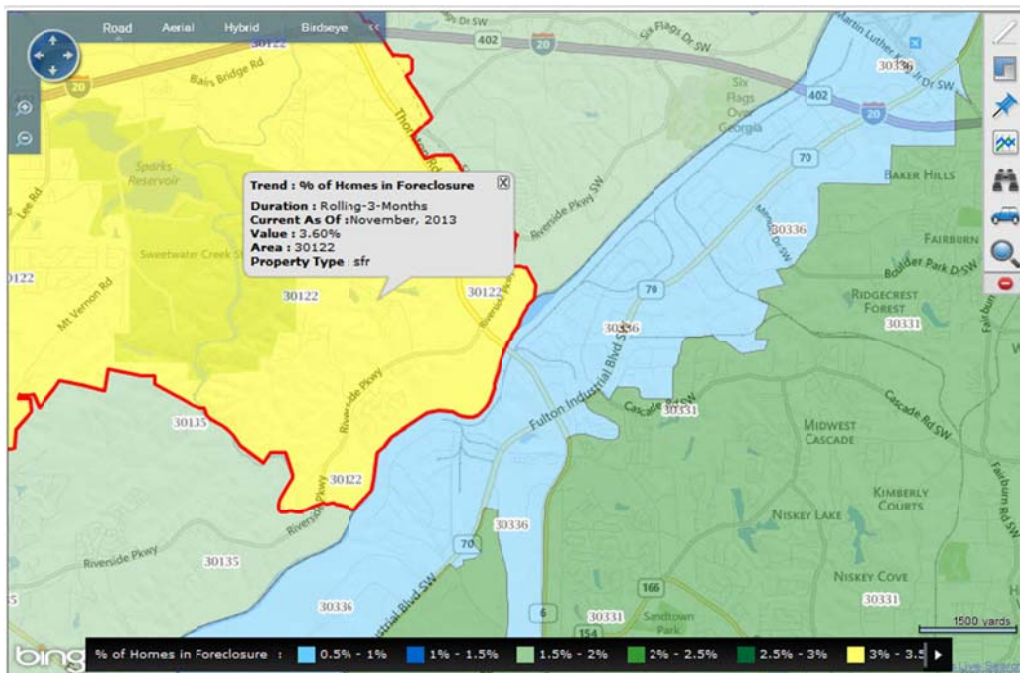


To display Market Trends:

1. Position the map on the desired area.
2. Click on the **Market Trends** tool.
3. Click to select Trend Type, Aggregation Level, and Property Type. Results are shown on the map.



Realist allows you to retrieve values for the trend for a zip code or neighborhood. Hold the CTRL key down on your keyboard and single click in the area. A trend detail box opens.



Viewing Points of Interest on the Realist Map

Use the Points of Interest Tool to populate the map with schools, banks, transportation, restaurants, etc. in an area. Icons are used to indicate different types. In order to view Points of Interest, use the Zoom button to set magnification at 400 yd/inch.

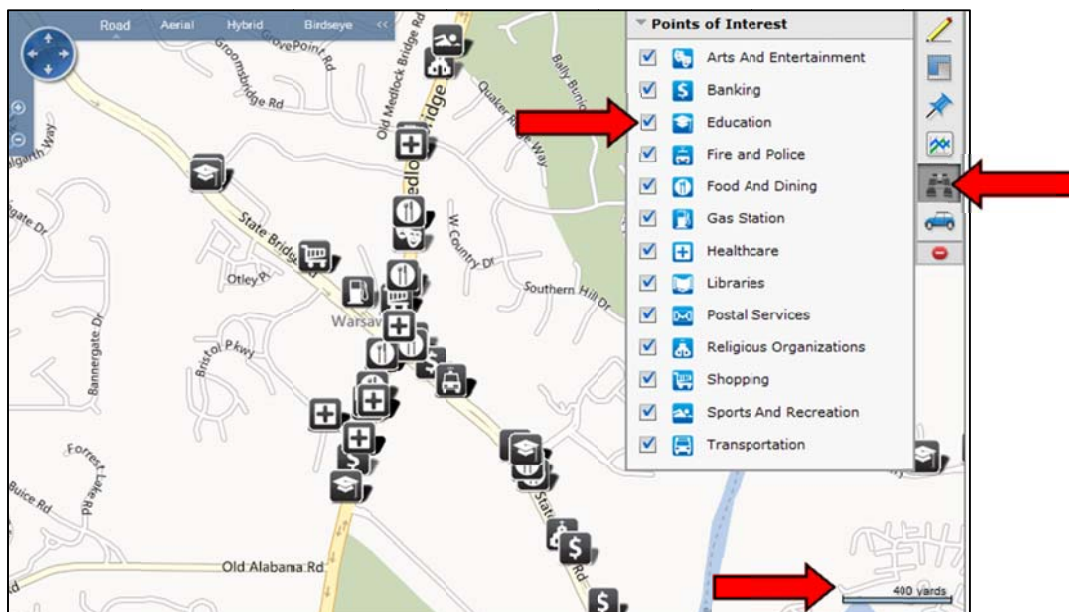
Thirteen choices are available as points of interest:

-  Arts and Entertainment
-  Banking
-  Education
-  Fire and Police
-  Food and Dining
-  Gas Station
-  Healthcare
-  Libraries
-  Postal Services
-  Religious Organizations
-  Shopping
-  Sports and Recreation
-  Transportation

All 13 types of Points of Interest can be displayed on the map at the same time.

To display Points of Interest:

1. Position the map on the desired area.
2. Click on the **Points of Interest** tool.
3. Click to select desired Points of Interest. Results are shown on the map.

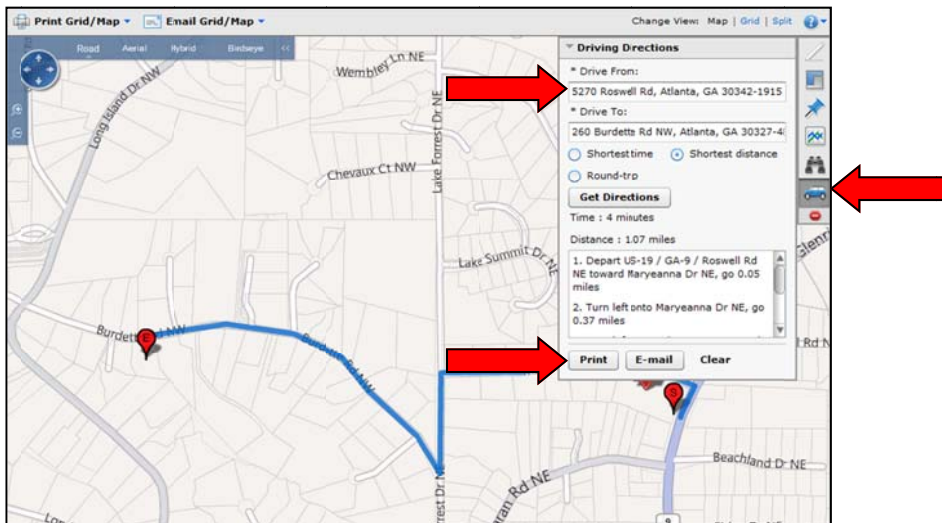


Finding Driving Directions Using the Realist Map

Use the Driving Directions tool to get directions and print or email them to yourself or a client. Two methods are available. One allows you to type in addresses – the other allows you to click points on the map.

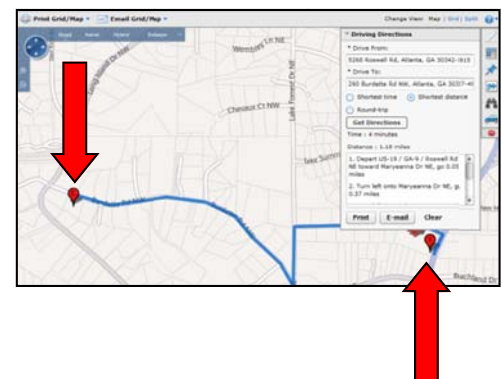
To obtain driving directions using addresses:

1. Click on the **Driving Directions** tool.
2. Type a Drive From and a Drive To address in the appropriate boxes (an S pin will be added to the Map for the **From** location; an E pin will be added to the map for the **To** location).
3. Choose a route (shortest time or shortest distance).
4. Click to get Round Trip directions if desired.
5. Click on **Get Directions**.
6. Use the **Print** or **Email** button as needed.



To obtain driving directions from points on the Map.

1. Right click a property or location on the Map and select **Drive To** or **Drive From**.
2. Right click on a property or location on the Map and select Drive To or Drive From.
3. **From** (S) and **To** (E) pins will be added to the Map.
4. Choose a route and Round Trip if Desired.
5. Click on **Get Directions**.
6. Use the **Print** or **Email** button as needed.



Working with Multiple Records

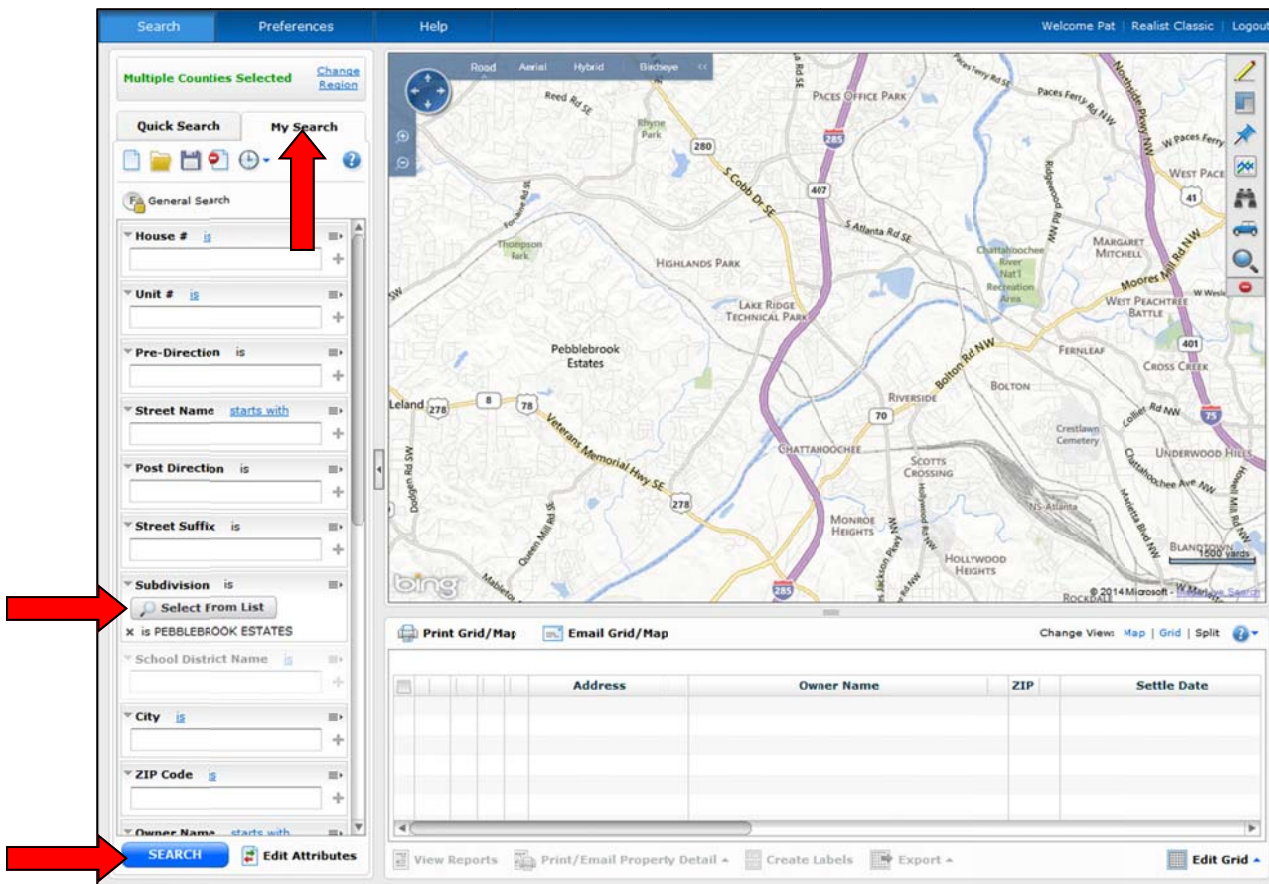
There may be times when you want to search for multiple properties. For instance, you may want to farm a particular subdivision for potential listing clients, or find a list of Renters in an area for targeting potential buying clients. Realist provides the flexibility to do that! You will use the **My Search** tab in the Search panel to search for multiple properties.

My Search

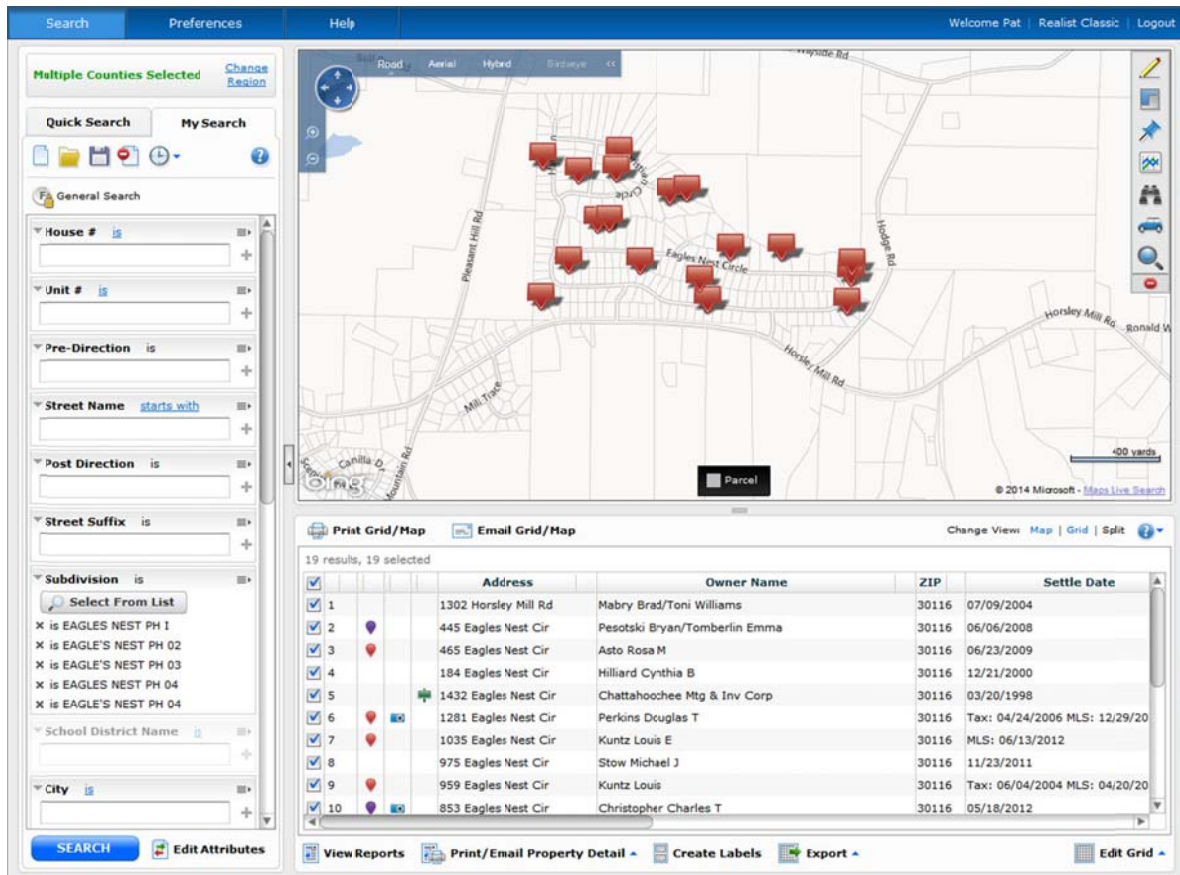
My Search is a flexible search tool that provides the ability to search using a number of search criteria, including subdivision, school district, bedrooms, baths, lot size, etc. You can use **My Search** to run a quick search on-the-fly, or you can customize searches and save them to use again in the future.

To run a search:

1. Click on the **My Search** tab in the Search Panel.
2. Enter search criteria in the appropriate box(es).
3. Click on the **Search** button.



4. Search results will be displayed in the Results Grid and on the map.

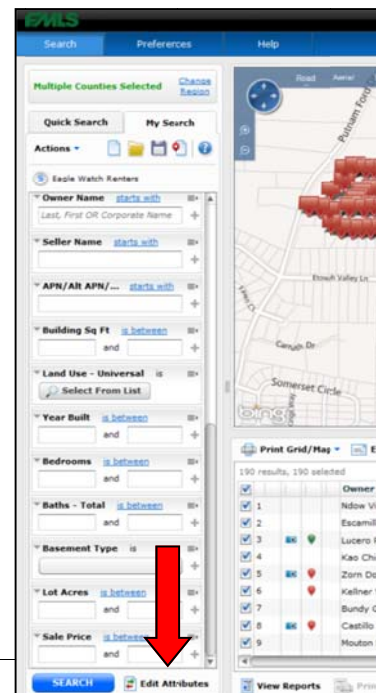


Editing the My Search Panel

Additional criteria fields may be added to the My Search panel. For instance, you may want to search for **Sold** properties in a particular subdivision to find comparable properties for a listing.

To edit My Search criteria fields:

1. Click on the **Edit Attributes** button at the bottom of the My Search panel.
2. In the Edit Data Attributes window, place a check mark in the field(s) you wish to add to the criteria list.
3. Drag the field to appear in the desired order in the Selected Attributes list.
4. Click on the **Apply** button to add the field(s) to the criteria list.



- The fields will be added to the criteria panel (if only 1 field was chosen, it will be added at the bottom of the criteria list).

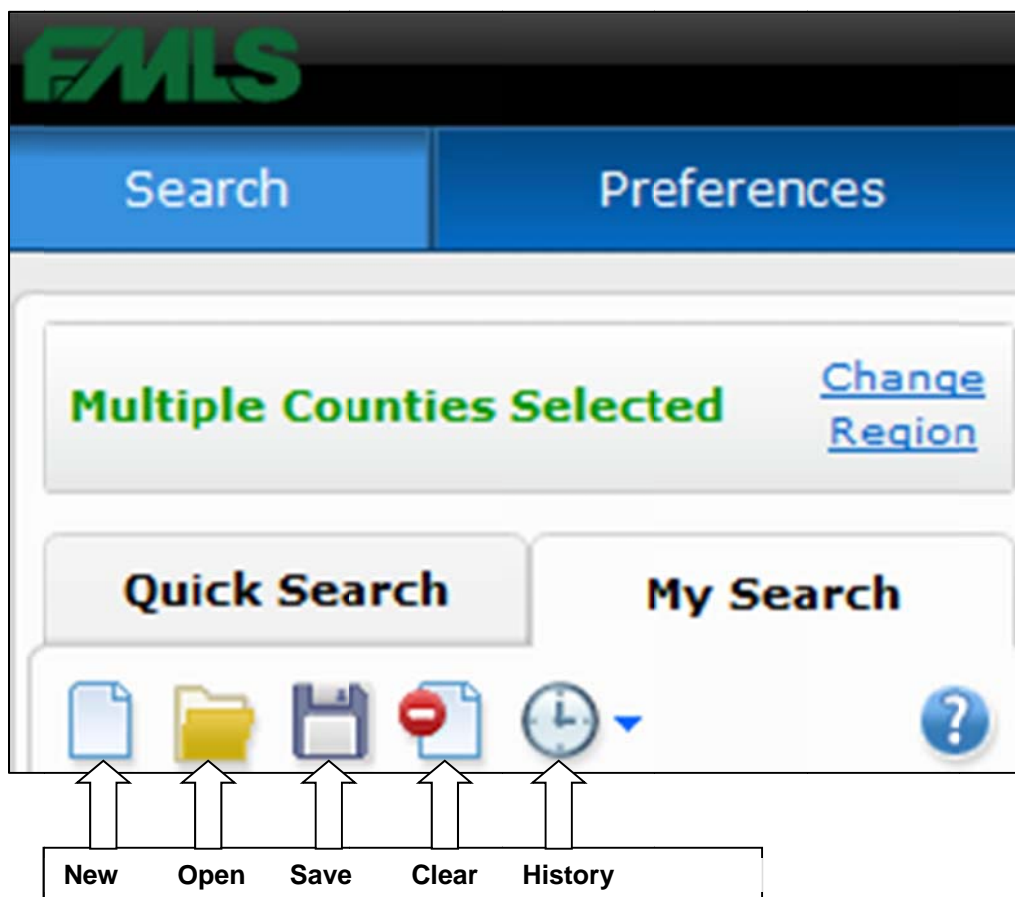
Saving Forms and Searches

Searches may be saved in Realist to be used again and again. You may save a Form in Realist – or you may save a Search. A Form is a group of blank search fields that you can create to match the information you want to search for – in the order you want the fields to be listed.

For instance, if you find that you are searching Realist regularly using the subdivision and zip code fields to find comparable properties, you can move those fields close to the top of the criteria list and save a Form so that you can quickly add a subdivision name and zip code.

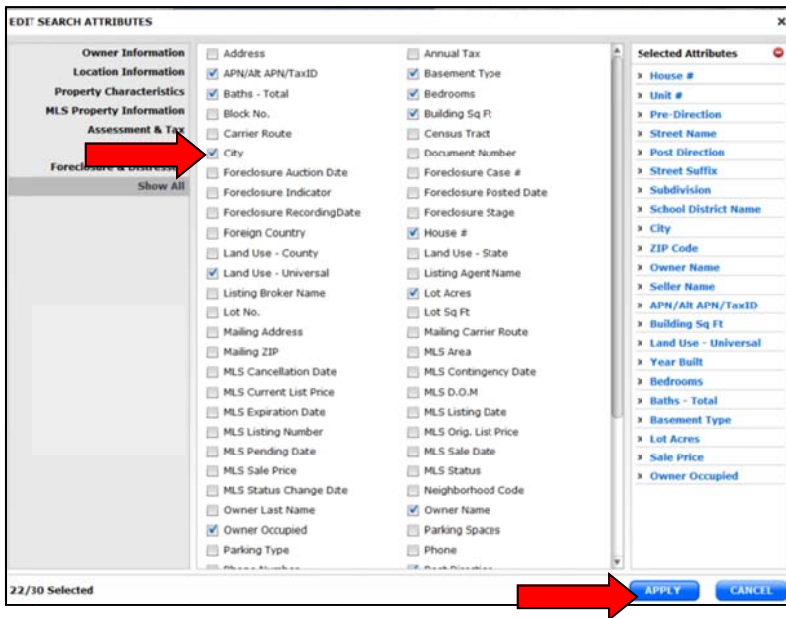
Or, if you are farming a particular subdivision and want to refresh the list every six months or so to include the names of new owners, you can type the name of the subdivision in that field and save it as a Search.

The My Search Toolbar provides tools you will need for searching and customizing your own forms and searches.

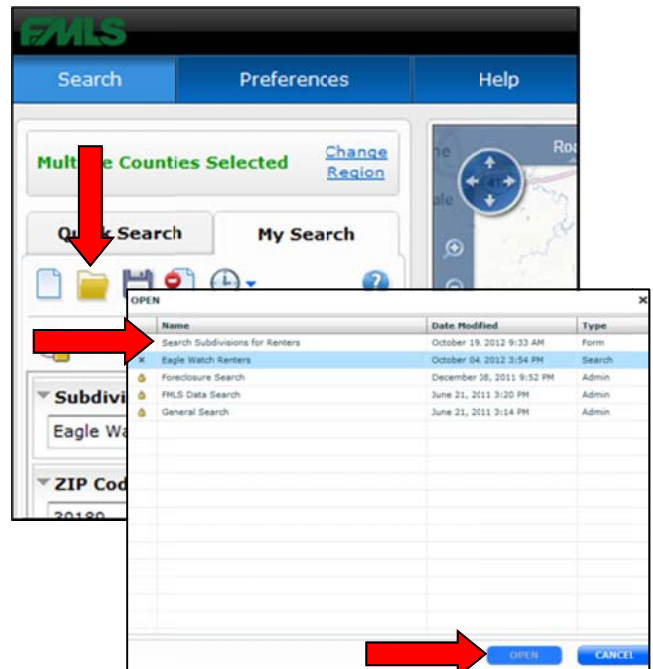


To Create and Save a Form:

1. Click on the **Edit Attributes** button at the bottom of the My Search panel.
2. Place a check in boxes to add any additional fields desired – they will be added to the Selected Attributes panel – or uncheck boxes to remove fields from the list.
3. In the Selected Attributes panel, drag and drop fields in the order you would like them to appear.
4. Click on the **Apply** button. Fields will be added (or removed) and will appear in the desired order.

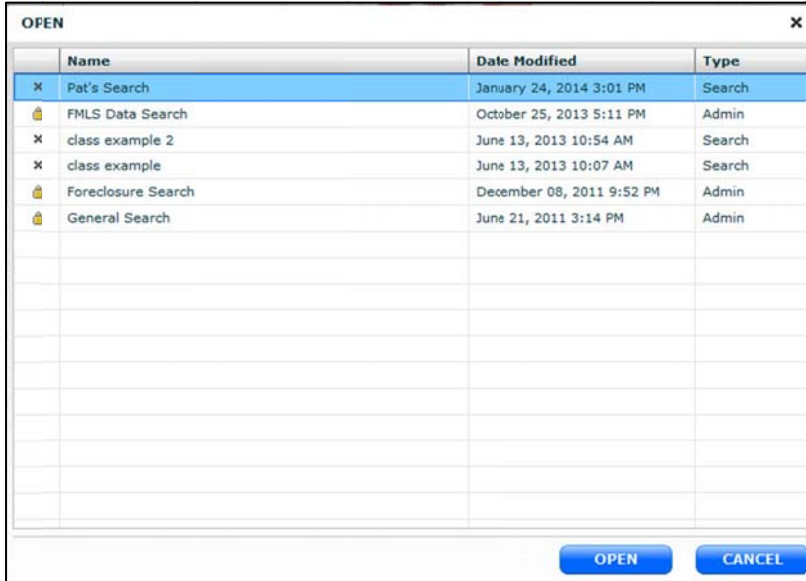


5. Click on the **Save** icon in the My Search toolbar.
6. Type a name for the Form in the Save box.
7. Make sure the button is selected **for Save as Form**.
8. Click on the **Save** button.

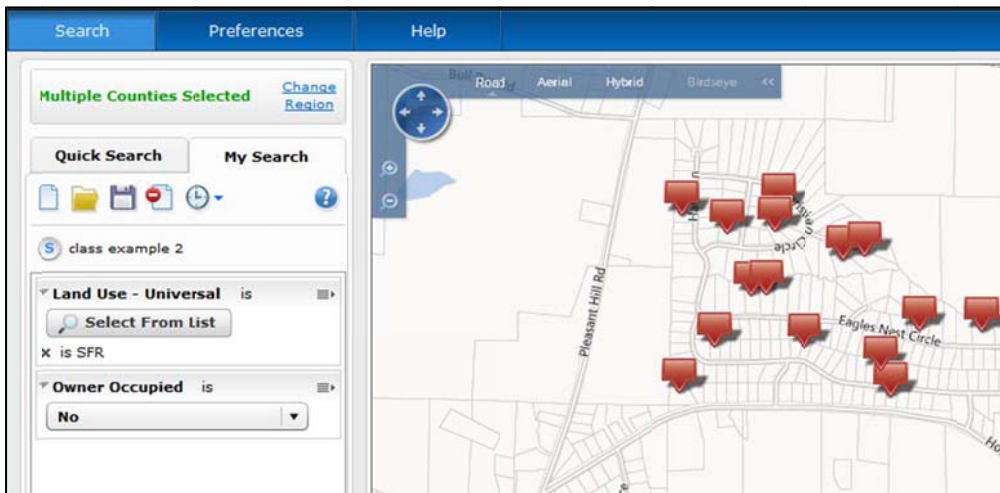


To use a Form:

1. Click on the **Open** icon in the Search toolbar.
2. Click on the saved search you wish to use.



3. Click on the **Open** button. The Form will replace the General Search.



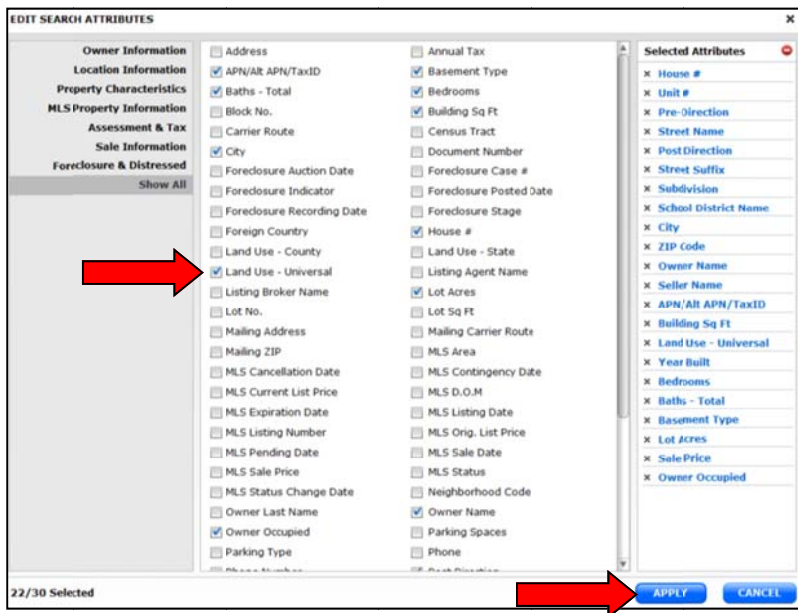
4. Add criteria to the fields as desired.
5. Click on the **Search** button to run the search.



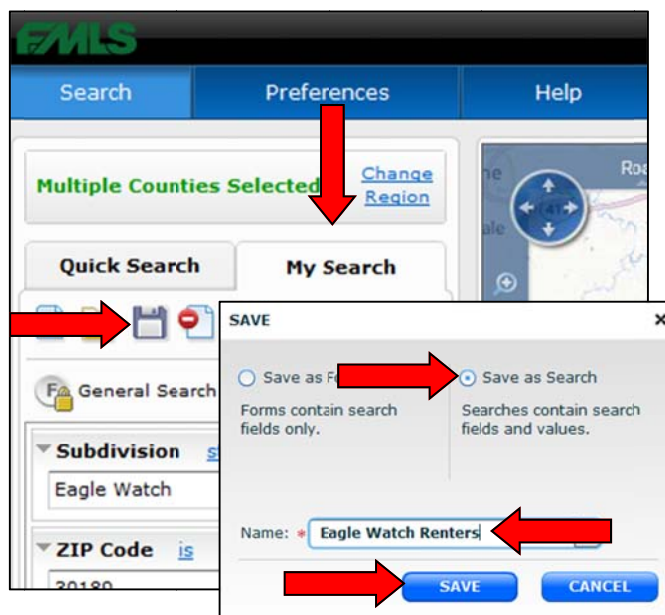
Three Forms are already in place for you: an FMLS Data Search Form, a Foreclosure Search Form, and a General Search Form. Each contains criteria fields that are pertinent to the search name. To find the pre-set Forms, click on the Open icon in the My Search toolbar, click on the Form name, and then click the Open button.

To Create and Save a Search:

1. Click on the **Edit Attributes** button at the bottom of the My Search panel.
2. Place a check in boxes to add any additional fields desired – they will be added to the Selected Attributes panel – or uncheck boxes to remove fields from the list.
3. In the Selected Attributes panel, drag and drop fields in the order you would like them to appear.
4. Click on the **Apply** button.

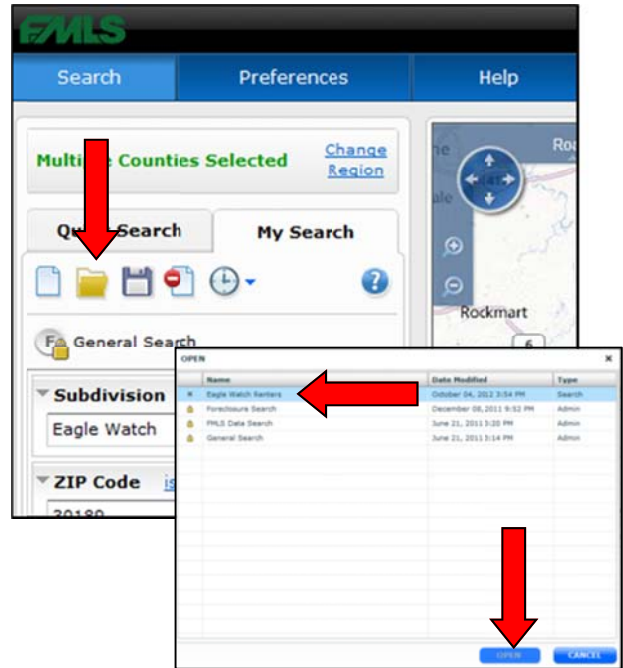


5. Type criteria in the fields that you want to save for the search.
6. Click on the **Save** icon in the Search Toolbar.
7. Type a name for the search.
8. Make sure the button is selected for **Save as Search**.
9. Click on **Save**.



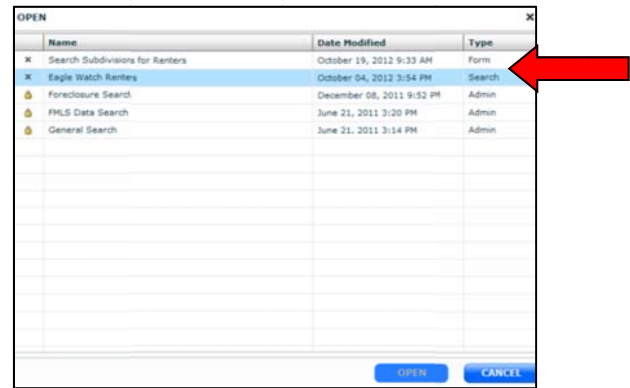
To use a Search:

1. Click on the **Open** icon in the Search toolbar.
2. Click on the **Search** you wish to use.
3. Click on the **Open** button.
4. The Search (with its saved values) will replace the General Search.
5. Click on the **Search** button to run the search.



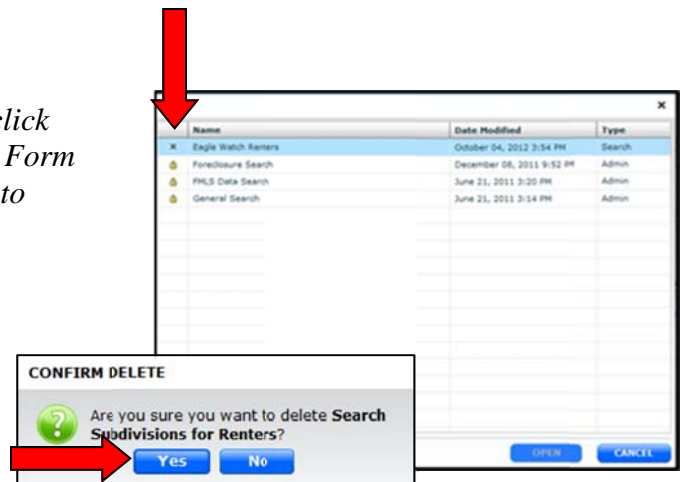
Forms and Searches in the list will be easily distinguished by the description in the Type column of the Open list.

Note



*To delete a Search or a Form, click on **X** to the left of the Search or Form name. Click on the **Yes** button to confirm the deletion.*

Note



Working with Results

After you execute a search, the results will appear in the Search Results Grid and the Map (if turned on) will automatically zoom in to the location of the properties. How you work with this data is entirely up to you, and that may vary depending on the type of search you performed.

The Results Grid

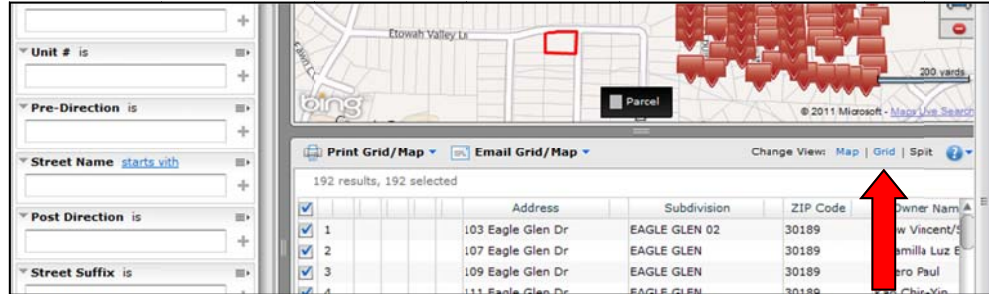
The Results Grid displays columns of data for each property record your search returned. You can select up to 30 columns to display (but remember, the more columns you display, the more scrolling will be required to view the information). Realist provides the ability to show more or less information on the grid.

The screenshot displays the FMLS Realist web application interface. On the left, there is a sidebar with search filters: 'Subdivision starts with' (Eagle Glen), 'ZIP Code' (30189), and 'Owner Occupied' (Yes). The main area features a map with numerous red pins indicating property locations. Below the map is a table with 168 results, 168 selected. The table columns are Owner Name, Address, Subdivision, Sale Price, Recording Date, and Land Use - Uni.

	Owner Name	Address	Subdivision	Sale Price	Recording Date	Land Use - Uni
1	Ndow Vincent/...	103 Eagle Glen Dr	EAGLE GLEN 02	\$205,000	07/24/2006	SFR
2	Lucero Paul	109 Eagle Glen Dr	EAGLE GLEN	\$188,500	11/14/2006	SFR
3	Kao Chin-Yin	111 Eagle Glen Dr	EAGLE GLEN	\$144,000	09/26/2001	SFR
4	Zorn Donald A	113 Eagle Glen Dr	EAGLE GLEN U...	\$164,000	09/02/2004	SFR
5	Kellner Willia...	115 Eagle Glen Dr	EAGLE GLEN	\$190,000	10/02/2007	SFR
6	Bundy Gordon...	117 Eagle Glen Dr	EAGLE GLEN	\$114,900	05/17/1994	SFR
7	Mouton Ronal...	121 Eagle Glen Dr	EAGLE GLEN	\$153,000	08/29/2003	SFR
8	Smith Sheri ...	123 Eagle Glen Dr	EAGLE GLEN	\$168,500	03/08/2002	SFR
9	Kirkendoll Rob...	125 Eagle Glen Dr	EAGLE GLEN	\$118,000	08/04/1994	SFR



When you're ready to work with results, remember that you can change your Realist display to show **only** the Results Grid! Just click on Grid! Look for it in the gray toolbar between the map and the Grid.



It is important to note that when search results are returned initially, all properties on the list are selected. To change the selections, click a checkbox to deselect an item or click the checkbox at the top of the column to clear all selections.

The first 3 columns on the grid are indicator columns:

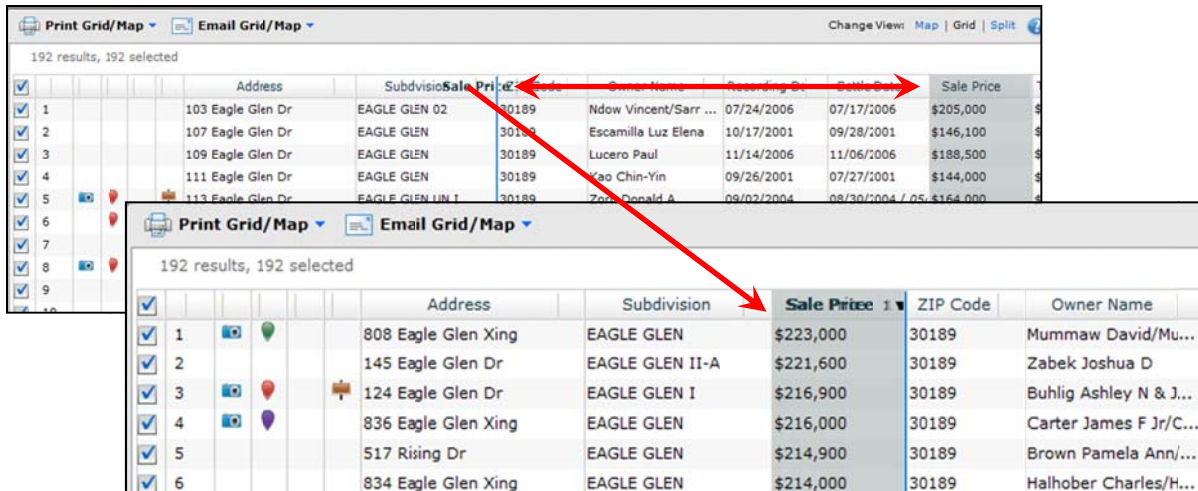
- **MLS Photo Indicator** – indicates that a property has MLS photo images associated with it. Click the photo icon to open a view and see the images.
- **MLS Listing Indicator** – indicates that the property has an FMLS listing associated with it. Click the indicator icon to open the FMLS listing.
- **Foreclosure** – indicates foreclosure activity for the property. Different color pins denote different kinds of activity. Yellow indicates Auction; Green indicates Bank Owned properties (property has not been sold at auction and is now in the possession of the lender); Red indicate an REO or Bank Owned sale.

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Owner Name	Address	City	Subdivision	Sale Price	Recording Date
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Ndow Vincent/Sarr Marie	103 Eagle Glen Dr	Woodstock	EAGLE GLEN 02	\$205,000	07/24/2006
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Escamilla Luz Elena	107 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$146,100	10/17/2001
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lucero Paul	109 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$188,500	11/14/2006
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Kao Chin-Yin	111 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$144,000	09/26/2001
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Zorn Donald A	113 Eagle Glen Dr	Woodstock	EAGLE GLEN UN I	\$164,000	09/02/2004
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Kellner William/Kellner Sara	115 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$190,000	10/02/2007
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Bundy Gordon R & Shela/...	117 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$114,900	05/17/1994
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Castillo Hector/Castillo Mar...	119 Eagle Glen Dr	Woodstock	EAGLE GLEN 01	\$94,900	07/06/2011
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Mouton Ronald A/Mouton N...	121 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$153,000	08/29/2003
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Smith Sheryl A/Smith Gary...	123 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$168,500	03/08/2002
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Krkendoll Robert E/Kirken...	125 Eagle Glen Dr	Woodstock	EAGLE GLEN	\$118,000	08/04/1994

You may want to view your results with different columns of information showing in a different order in the grid. In Realist, it's easy to move from one location to another on the grid.

To rearrange columns on the Results Grid:

1. From the Results Grid, **click and hold the column header** you wish to move to a different location.
2. **Drag your mouse** to the new location for the column.
3. **Release** the mouse button. The column is moved to its new location.

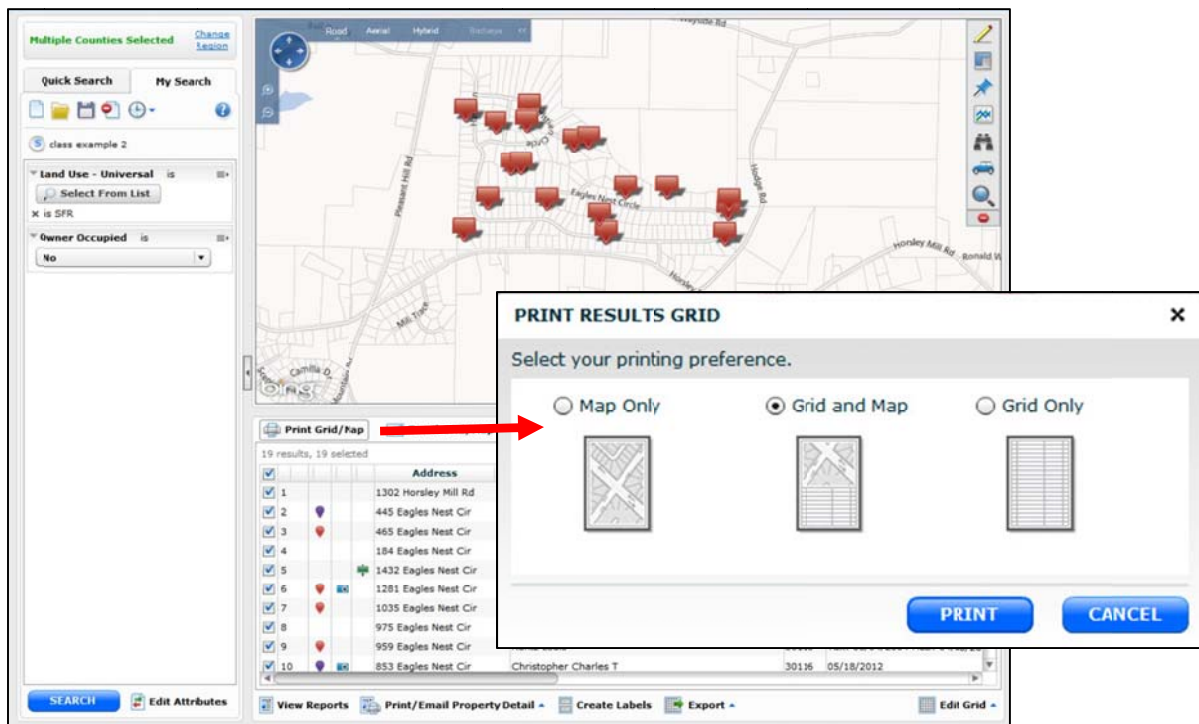


Printing and Emailing Your Search Results

There may be times when you want to print or email the Results Grid. Realist gives you great flexibility in doing that! You will be able to print/email only the Grid – or only the Map. Or, you will be able to print and email the Grid and the Map simultaneously!

To print the Results Grid:

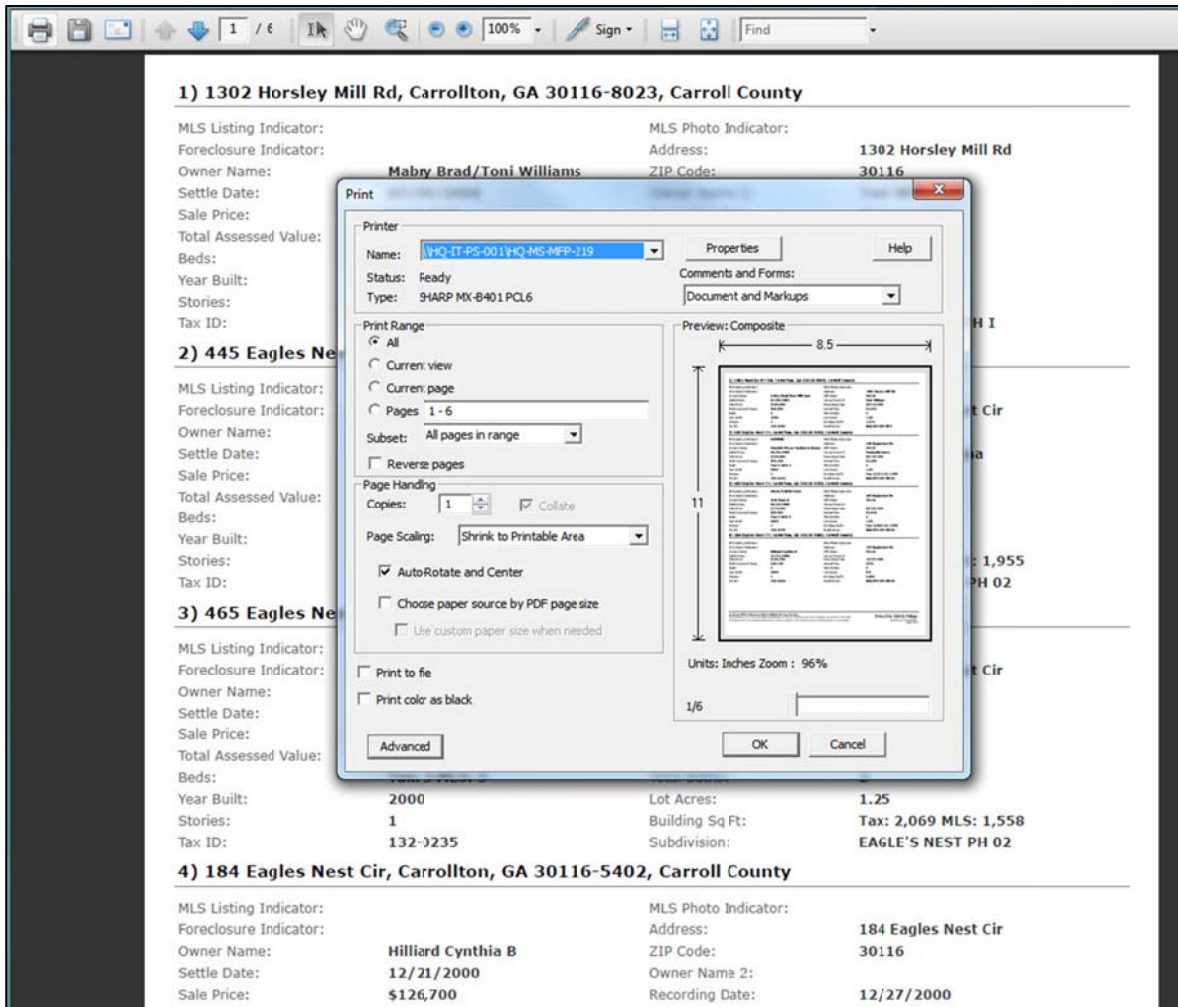
1. Click on the **Print Grid/Map** button. Look for it on the gray toolbar between the Map and the Grid.
2. Click to select a print option.
 - Map and Grid – will print the map and the grid together. Depending on the number of columns in the grid, more than one page may be needed for printing.
 - Map Only – will print only the map – and only in the size it appears on the screen. If you want to print a full page map, temporarily remove the Results Grid from the screen.
 - Grid Only – will print only the grid. Depending on the number of columns in the grid, more than one page may be needed for printing.



If you have chosen an option that includes printing the Grid, remember that Realist will print only those columns of information displayed in the grid when you click to print.

Make appropriate choices for the menu presented. Click on the **Print** button to continue.

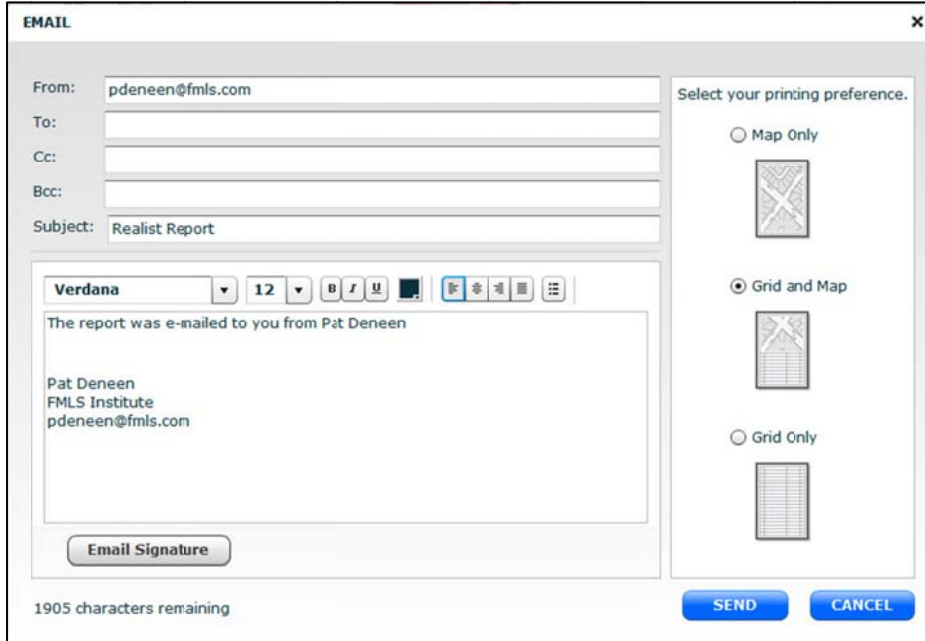
Realist generates a pdf file. Click on the **printer icon** on the pdf toolbar.



Make choices for number of copies, etc. Click on the **OK** button to print.

To email the Results Grid:

1. Click on the **Email Grid/Map** button. The Email window opens.



The screenshot shows an "EMAIL" window with the following elements:

- From:** pdeneen@fmls.com
- To:** (empty)
- Cc:** (empty)
- Bcc:** (empty)
- Subject:** Realist Report
- Rich Text Editor:** Includes a font dropdown set to "Verdana", a size dropdown set to "12", and buttons for Bold (B), Italic (I), Underline (U), and a color selection tool. The text area contains: "The report was e-mailed to you from Pat Deneen" and "Pat Deneen, FMLS Institute, pdeneen@fmls.com". There is an "Email Signature" button below the text area.
- Printing Preferences:** A section titled "Select your printing preference." with three radio button options:
 - Map Only (with a map icon)
 - Grid and Map (with a grid and map icon)
 - Grid Only (with a grid icon)
- Buttons:** "SEND" and "CANCEL" buttons at the bottom right.
- Footer:** "1905 characters remaining" at the bottom left.

2. Click to select a printing preference.
 - **Map and Grid** – will email the map and the grid together. Depending on the number of columns in the grid, more than one page may be needed for viewing all information.
 - **Map Only** – will email only the map – and only in the size it appears on the screen. If you want to email a full page map, temporarily remove the Results Grid from the screen.
 - **Grid Only** – will print only the grid. Depending on the number of columns in the grid, more than one page may be needed for viewing all information.
3. Type the recipient's email address in the **To:** field.
4. Add desired text in the **Subject:** field and in the **Message** box, if desired.
5. Click on the **Send** button.
6. Your email is sent – the Map/Grid will be attached to it as a pdf file.

Creating Mailing Labels from Your Search Results

The Mailing Labels feature of Realist is a perfect tool for your marketing efforts! The Search Grid is integrated with an Avery mailing label template, so you can go from the grid directly to printing labels for a mass mailing. It has never been easier!

To create mailing labels:

1. Check or uncheck boxes to select the properties for which you wish to print labels.
2. Click on the **Create Labels** button.

19 results, 19 selected

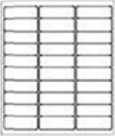


		Address	Owner Name	ZIP	Settle Date
<input checked="" type="checkbox"/>	1	1302 Horsley Mill Rd	Mabry Brad/Toni Williams	30116	07/09/2004
<input checked="" type="checkbox"/>	2	445 Eagles Nest Cir	Pasotski Bryan/Tomberlin Emma	30116	06/06/2008
<input checked="" type="checkbox"/>	3	465 Eagles Nest Cir	Asto Rosa M	30116	06/23/2009
<input checked="" type="checkbox"/>	4	184 Eagles Nest Cir	Hlliard Cynthia B	30116	12/21/2000
<input checked="" type="checkbox"/>	5	1432 Eagles Nest Cir	Chattahoochee Mtg & Inv Corp	30116	03/20/1998
<input checked="" type="checkbox"/>	6	1281 Eagles Nest Cir	Perkins Douglas T	30116	Tax: 04/24/2006 MLS: 12/29/20
<input checked="" type="checkbox"/>	7	1035 Eagles Nest Cir	Kuntz Louis E	30116	MLS: 06/13/2012
<input checked="" type="checkbox"/>	8	975 Eagles Nest Cir	Sow Michael J	30116	11/23/2011

3. In the Print Labels window, choose the Avery Label format you prefer.

PRINT LABELS ✕

Choose Label Type

Avery 5160
 Avery 5161
 Avery 5162

Customize labels and export features

Use mixed case
 Use all capital letters

Use Tax Billing Address

Show current owner

Include foreign address

Eliminate duplicate labels

Create Custom Label

Use Property Address

Show current owner

Create Custom Label

Export Status

Allowed this month : 5000

Exported this month : 0

Remaining : 5000

Records in this Export : 19

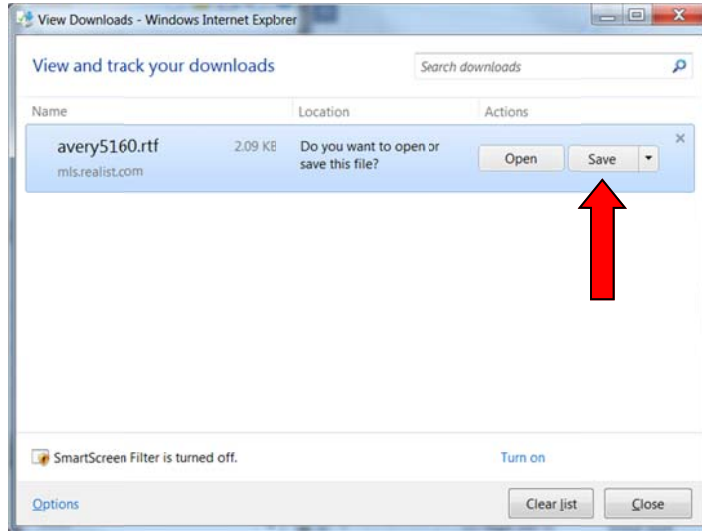
Use all remaining to export a portion of the records

Print Range

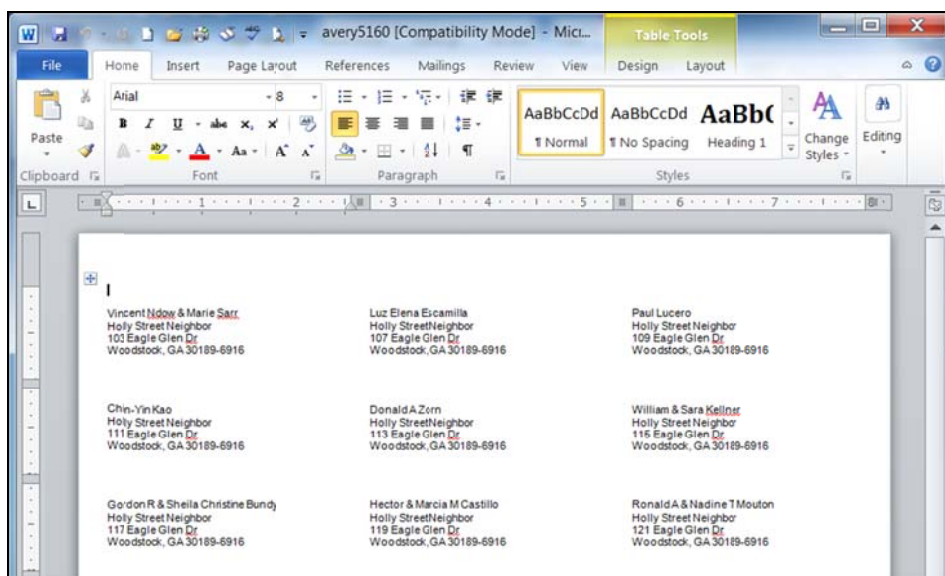
From :

To :

4. Choose whether to use mixed case print or all capital letters print on your labels.
5. Choose whether to use the Tax Billing Address or the Property Address on the Labels.
6. Click on the **Create** button to continue.
7. The View and Track Your Downloads box opens, choose either **Open** or **Save** to continue. **Open** will open a Word document containing the labels. The pick list arrow on the **Save** button will provide a **Save As** choice so that you can save the document to your computer in rich text format (rft).



8. If you open the document, you can save it in Word format to use again and again. Be sure to give the document a significant name and remember in what folder on your computer you saved it!



Objectives

You should now be able to:

- Access and navigate www.fmls.com and Realist Next Gen
- Perform multiple types of tax record searches
- Extract and analyze pertinent property information
- Generate reports to analyze comparables, market trends, and neighborhood/area profiles
- Export records into standard mailing label format for marketing purposes
- Use dynamic mapping to visualize location and accessibility to key landmarks, and points of interest, search for properties in a specific area, and identify key indicators such as foreclosures and distressed sales
- Modify Realist searching and display preferences

Appendix: Realist ValueMap


The ValueMap is a home valuation tool that can help you obtain an estimated market value. The database is made up of sales and mortgage records from 2900 counties across the U.S. Sold properties are pulled from sales in the past 9 months, within 1/2 mile of the subject property. The Realist ValueMap won't replace your professional knowledge of an area, but it will complement it. The Sold properties selected are the best available matches for bedrooms, bathrooms, and square footage from the tax database.

Generating the Home Valuation

Click on the **ValueMap** button at the bottom of the **Property Detail Report** for the subject property.

961 Adair Ave Ne, Atlanta, GA 30306-3809, Fulton County Close Report

Property Detail Comparables Market Trends Neighbors Neighborhood Profile Assessor Map



3	1,542	8,499	\$508,000
MLS Beds	Bldg Sq Ft	Lot Sq Ft	MLS Sale Price
3	1920	SFR	04/16/2012
MLS Baths	Yr Built	Type	MLS Sale Date

> Owner Information

Owner Name:	King Troy D	Tax Billing City & State:	Atlanta, GA
Owner Name 2:	Rossetti Andrea	Tax Billing Zip:	30306
Owner Phone:		Tax Billing Zip+4:	3809
No Call Flag:		Owner Occupied:	Yes
Tax Billing Address:	961 Adair Ave Ne	No Mail Flag:	

> Location Information

Subdivision:	Highland View	Neighborhood Code:	14343
Township:	Atlanta-Fulton	Topography:	Flat/Level
School District:		Traffic:	Sidewalk
Census Tract:	15.00	Location Influence:	Neighborhood
Carrier Route:	C026	Zoning:	R4
Township Range Sect:			

> Tax Information

Tax ID:	17-0001-0001-017	Tax Area:	05
Parcel ID:	17 00010009917	Tax Appraisal Area:	03
Alt APN:	17 00010009917B	City Taxes:	\$5,233
Block No.:	1	County Tax:	\$1,684

ValueMap Print Save Email

Home Valuation results appears.

What's My Home *Really* Worth?

Values on this page are modeled, please work with your agent for a precise value assessment.

Enter Address and Street Name **City, State OR Zip**

1302 HORSLEY MILL RD CARROLLTON GA 30116-8023

(123 Main Street) (Anahem, CA OR 92768)

\$94,000 Estimated Value

About This Valuation

Calculators

Change Your Value

You can make changes to your home value by entering revised values for the attributes of your home below.

Click "Update Values" to see the effect of your changes on the map, or "Reset" to restore the original values on your home.

Bedrooms :

Bathrooms :

Total Rooms :

Square Footage :

Year Built :

Home Summary

Original Estimate : \$94,000

Total Change +/- : _____

New Estimate : _____

Low - High : _____

Improve Your Home

Showing: My Home Homes For Sale Homes Recently Sold Property Values Parcels NOT AVAILABLE

Address	Price	Bed	Bath	Type*	Built	Sold	Offered By	DOM**
My Home								
1302 HORSLEY MILL RD	\$108,000	3	2	SFR	1998	Jul-2004		--
Homes For Sale								
List Price								
1420 HORSLEY MILL RD	\$110,000	4	3	RESIDENTIAL DETACHED	1998	--	BHGRE METRO BROKERS	253
1213 OAK MOUNTAIN RD	\$82,900	3	2	RESIDENTIAL DETACHED	1990	--	SKY HIGH REALTY	16
Homes Recently Sold								
Sold Price***								
424 EAGLES NEST CIR	\$97,300	3	2	SFR	1999	Dec-2013		--
1425 EAGLES NEST CIR	\$106,000	3	2	SFR	2001	Oct-2013		--
166 EAGLES NEST CIR	\$95,000	3	3	SFR	2000	Aug-2013		--
746 EAGLES NEST CIR	\$74,000	3	2	SFR	2002	May-2013		--
412 EAGLES NEST CIR	\$85,000	4	3	SFR	1999	Apr-2013		--



Hover over the red house icon (the subject property) to access other tools, including the ability to send this valuation to a friend.

Reviewing the Realist ValueMap Home Valuation

The screenshot displays the Realist ValueMap interface. Callout 1 points to the aerial map showing property boundaries and values. Callout 2 points to the sidebar where users can adjust their own home's value. Callout 3 points to the 'Update Values' button in the sidebar. Callout 4 points to the table of comparable properties below the map.

Address	Price	Bed	Bath	Type*	Built	Sold	Offered By
ADAIR AVE	\$654,900	4	3	SFR	1920	May-2008	
<i>List Price</i>							
TODD RD	\$499,900	2	2	RESIDENTIAL DETACHED	1920	--	CHAPMAN HALL REALTORS PREMIER
HIGHLAND VW	\$929,900	4	3	RESIDENTIAL DETACHED	1925	--	ATLANTA INTOWN REAL EST SVCS.
HIGHLAND VW	\$500,000	5	4.5	RESIDENTIAL DETACHED	1955	--	LYNNE SPLINTER REALTY LLC
HIGHLAND VW	\$500,000			MULTI-DWELLING UNITS	1955	--	LYNNE SPLINTER REALTY LLC
HIGHLAND AVE	\$579,500	3	3	RESIDENTIAL DETACHED	1918	--	WEICHERT REALTORS PREFERRED
Recently Sold	<i>Sold Price***</i>						

Map (1)

The Realist ValueMap provides an aerial view of the property. The subject property is marked by a red house icon. The parcels are marked with grey lines. The yellow markers indicate comparable homes that are for sale. The blue markers identify recently sold comparable properties. A detailed list of For Sale and recently Sold comparable properties are outlined in a chart beneath the map (section 4). It may be necessary to zoom the map out to see all of the marked comparables. The map may be changed from Aerial view to Road, Bird’s Eye, Mini-Map, or Split Screen view.

Estimated Value (2)

The estimated value of the property displays in blue in the upper-right corner of the screen. AVMs are calculated using statistical models augmented with tax record data and information on regional market conditions (sales activity and pricing trends). Estimated valuations are based on data available at that time. They do not constitute an appraisal of the subject property and should not be relied upon in lieu of underwriting or an appraisal.

ValueMap Option Tabs (3)

There are five option buttons available.

Change Your Value / Improve Your Home Tab

This tab allows you to review the features about the subject property that were used in generating the home value. Use the Change Your Value section to make any necessary adjustments to bedrooms, bathrooms, square footage, etc. The **Improve Your Home** option, allows you to look at the impact the addition of rooms or square footage would make to the value of the property.

The image shows two screenshots of a software interface. The left screenshot shows the 'Change Your Value' tab with a red arrow pointing to the 'Improve Your Home' tab at the bottom. The right screenshot shows the 'Improve Your Home' tab with a red arrow pointing to the 'I want to' section.

Change Your Value

You can make changes to your home value by entering revised values for the attributes of your home below.

Click "Update Values" to see the effect of your changes on the map, or "Reset" to restore the original values on your home.

Bedrooms : 3
 # Bathrooms : 3
 Total Rooms : 6
 Square Footage :
 Year Built : 1920

Home Summary

Original Estimate : **\$549,900**
 Total Change +/- :
 New Estimate :
 Low - High :

Improve Your Home

I want to

- Add a Bedroom
- Add a Bathroom
- Add other Room
- Expand Existing Room(s)

I want to add 0 sqft.

- \$0	Cost	(Based On \$100 /sqft.)
+ \$0	Value	(Based On \$290 /sqft.)
= \$0	Net value created	

Market Trends Tab

This tab displays median sales prices in the zip code of the subject property over the last 12 months.



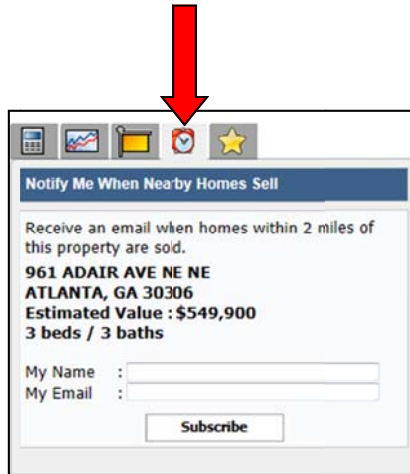
Recent Sales Tab

This tab displays the comparable sold properties used in the valuation as well as comparable properties currently listed for sale. Clicking on a property’s address from the list centers the map on that property.

Address	Price	DOM**
My Home		
961 ADAIR AVE NE	\$549,900	--
Homes For Sale		
961 ADAIR AVE NE	\$549,900	194
976 DREWRY ST NE	\$600,000	69
926 DREWRY ST NE	\$575,000	205
946 N HIGHLAND AVE NE	\$650,000	155
979 RUPLEY DR	\$559,000	23
Homes Recently Sold		
933 HIGHLAND VW NE	\$300,000	--
901 ADAIR AVE NE	\$572,500	--
975 ADAIR AVE NE	\$603,000	--
795 ADAIR AVE NE	\$575,000	--
823 SAINT CHARLES AVE NE 7	\$384,000	--

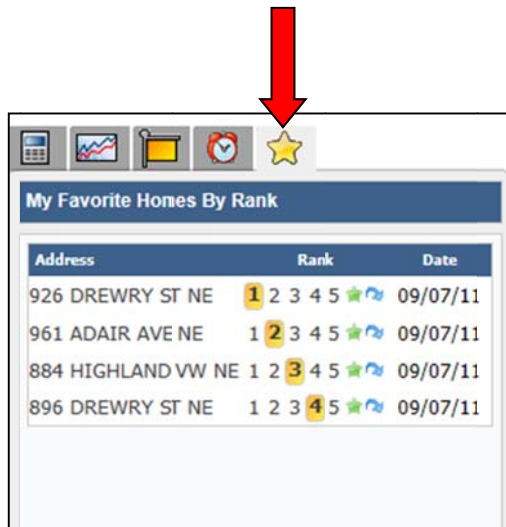
Notification Tab

The Notify Me When Nearby Homes Sell tab allows you to set yourself (or someone else) up to receive email notifications when properties comparable to the subject property are sold.



My Favorites Tab

For quick reference, the **My Favorite Homes By Rank** tab displays properties you have recently searched on. Click on the property's address to return to that valuation. You have the option to rank these properties.



Comparable Properties List (4)

Below the map is a table containing information about the subject property, the comparable properties currently for sale, and the comparable properties that have recently sold. Clicking on a property's address centers the map on that property.






The screenshot displays a real estate interface. At the top, a map shows a residential neighborhood in Anaheim, CA, with property boundaries and price tags. A red arrow points to the 'Homes For Sale' section of the table below. The table lists properties with columns for Address, Price, Bed, Bath, Type, Built, Sold, Offered By, and DOM. The 'Homes For Sale' section includes five entries, with the first one highlighted by a red arrow. The 'Homes Recently Sold' section includes one entry.



Address	Price	Bed	Bath	Type*	Built	Sold	Offered By	DOM**
My Home								
961 ADAIR AVE NE	\$549,900	3	3	RESIDENTIAL DETACHED	1920	--	BEACHAM AND COMPANY REALTORS	--
Homes For Sale								
1 961 ADAIR AVE NE	\$549,900	3	3	RESIDENTIAL DETACHED	1920	--	BEACHAM AND COMPANY REALTORS	194
2 976 DREWRY ST NE	\$600,000	5	3.5	RESIDENTIAL DETACHED	1920	--	DUFFY REALTY	69
3 926 DREWRY ST NE	\$575,000	3	2	RESIDENTIAL DETACHED	1920	--	SELL AND SAVE REALTY LLC	205
4 946 N HIGHLAND AVE NE	\$650,000	3	3	RESIDENTIAL DETACHED	1918	--	HARRY NORMAN REALTORS	155
5 979 RUPLEY DR	\$559,000	3	2.5	RESIDENTIAL DETACHED	1915	--	RE/MAX METRO ATLANTA CITYSIDE	23
Homes Recently Sold								
933 HIGHLAND VW NE	\$300,000	3	1	SFR	1925	JUL-2011		--









Assessor Map Viewer Tools

The Assessor Map Viewer provides advanced features such as annotations, highlighting and polygon measuring. The available tools on the Assessor Map are available from the menu headings or the various icons appearing above the map.



	Open File	Use the FARES map viewer to open assessor maps that have been previously downloaded. FARES features may only be used if a file is open in the map viewer.
	Save To File	Using the save to file feature saves the map at the standard 8.5x11 size. The FARES map viewer features work as an overlay to the map. This means that when a map is saved, any FARES map viewer features will not be saved with it.
	Print Map	Print Map prints the portion of the map that is visible when the button is clicked.
	Rectangle Zoom	Rectangle zoom is the default tool for the FARES map viewer. By clicking and dragging a box to any size, the rectangle zoom enlarges the selected area. This is very helpful when viewing a large map as the zoom feature will allow you to view street names and property dimensions
	Measure	The measurement tool displays the dimensions for any polygon area you outline. Use the Measure drop list, in the menu bar, to modify the style and outline color of the measurement tool. The map viewer only displays one polygon outline at a time.

	Center Map	By clicking on any area on the map, this feature attempts to center the map to the area selected. There must be ample physical map surrounding the area to be the center point.
	Annotate and Highlight Tools	These two features are very similar as they draw attention to a specific area of the map. Both features can be formatted by using the corresponding menu bar. It is important to note that these features are not saved with the map, only printed.

	<p>Magnify Window</p>	<p>This feature, while keeping the current map view, uses a second window to magnify any area of the map you mouse over.</p>
	<p>Hand Pan</p>	<p>By using your mouse to left click any area or the map, you can drag and adjust the viewable area of the map.</p>
	<p>Insert Arrow</p>	<p>The arrow tool can be used multiple times on any map and appears in red. Arrows may be inserted around a given area by rotating the map.</p>
	<p>Rotations</p>	<p>Rotate the map for readability or to use it in conjunction with other map viewer tools. Clicking the Normal tool returns the map to its original position.</p>
	<p>Zoom In / Zoom Out</p>	<p>It is important to know that using these tools affect how the map will be printed. Zooming in on the map and clicking the print button only prints the viewable map area.</p>
	<p>Display Full Map</p>	<p>This tool returns the map to its original size.</p>
	<p>Browse Table & Previous / Next Map Page</p>	<p>Use these tools to select and view additional Assessor tax maps by opening a searchable index box on the left hand side of the map viewer window. The Previous and Next map buttons only navigate up and down the list of parcel maps and not through those maps that may be tagged. Click on the Browse table button again to close the index box.</p>
	<p>Display Index Map</p>	<p>Not working at this time.</p>

FMLS Course Offerings

(All courses are provided to FMLS Members FREE of charge)

3 Hour CE Classes

Fusion 101: Working with Buyers (3.25 hours) 3 CE Credits

In this course, students will learn how to: search for one or multiple properties by various parameters, how to extract and analyze property information, and utilize the information to prepare for showings; how to create and save customized searches and results grids; how to use advanced mapping to visualize location and accessibility to key landmarks, spot points of interest, search for properties in a specific geographic area, and generate driving directions; how to prepare reports and share property information with their clients via email to aid them in the property selection process.

Fusion 102: Working with Sellers (3.25 hours) 3 CE Credits

Students will learn how to: search for information on a subject property using the FMLS database, the FMLS History Report and tax records; how to extract and analyze pertinent information and import comparable properties' data into two different CMA Reports; how to analyze area statistics for a listing presentation; how to utilize available tools for inputting and enhancing a listing; how to run a reverse prospecting search to identify agents with prospective buyers.

Fusion Advanced: Prospecting & Managing Contacts (3.25 hours) 3 CE Credits

Students will learn how to: use Fusion's suite of Contact and Search Management tools to communicate with their clients. Students will also understand and utilize property search auto-notification settings and how to create a personalized client website to house listing information. Students will leave with an understanding of how to manage, track and follow up with their clients and prospects.

Realist 101: Utilizing Property Centric Data for Deeper Insight into the Real Estate Market (3.25 hours) 3 CE Credits

In this course, students will learn how to: search for one or multiple properties by various parameters and export the records into standard mailing label format for marketing purposes; extract pertinent information from property records; generate reports to analyze comparables, market trends, and neighborhood/area profiles; create and save customized searches and results grids; use advanced mapping to visualize location and accessibility to key landmarks, spot points of interest, search for properties in a geographic area, and quickly identify key indicators (such as foreclosures, listing information, and distressed sales).

Realist 201: Mining Property Data for Greater Insight into the Real Estate Market (3.25 hours) 3 CE Credits

This course is formatted uniquely to answer agents' specific "how to" questions for finding buried data, and to pro-

vide insight on creative ways to use the features covered in the Realist 101 class. Students will learn how to: create and save custom searches to retrieve specific information; search for homes in Foreclosure; use the Realist Map to refine a search geographically; export Realist data to spreadsheet software for further manipulation; use map tools to obtain market data and ownership information.

Document Management 101 - Digital Documents and Signatures (3.25 hours) 3 CE Credits

Learning to use tools to create, save, share, and sign documents digitally is critical in today's technology-driven world. Buyers and Sellers are expecting real estate professionals to use electronic signing and smart mobile devices to communicate and to process transaction documents more frequently. In this course, students will learn how to use FormsPro to create real estate contracts, and how to request signatures electronically using FMLS eSign.

Document Management 102 - Digital Document Storage (3.25 hours) 3 CE Credits

Due to the rapid consumer adoption of smart mobile devices, it is predicted that mobile usage will overtake desktop usage by 2015. Learning to use tools to store and share documents online will prepare agents for this trend now and allow them to be more organized and efficient during a real estate transaction. Students will discuss and practice electronic document storage using DocuPro and become familiar with other time-saving tools for document and task management.

Marketing 101 - Marketing Your Listings with FMLS Tools (3.25 hours) 3 CE Credits

The real estate market is highly competitive and agents must develop creative marketing strategies to sell their listings. Simply providing listing data and photographs to a multiple listing service is no longer enough! Exceptional photos with descriptive text, virtual tours, accurate mapping of properties for driving directions, the availability of documentation such as disclosure statements, open houses and caravans are necessities. Free FMLS tools, such as Property Panorama, along with free software available on the internet for photo editing are explored to provide more power for listing agents.

Webinars

Fusion Fundamentals

Learn the basics of Fusion! Participants will gain an understanding of the Fusion gadgets; how to perform a search; and how to review search results. The class will also provide a brief overview of Fusion's more advanced features such as the CMA Wizard, client website options; auto-notification; and StatsPro.

FMLS Course Offerings (continued)
(All courses are provided to FMLS Members FREE of charge)

Introduction to Social Media for Real Estate: Marketing Online and Blogging for Business

This webinar offers an introduction to the world of social media, and suggests solid first steps to help agents introduce social media into their marketing and PR efforts. Students will learn: what Social Media is; why it is important to business; the most popular types of social media and how to use each effectively; how to measure the ROI (return on investment) of social media.

CMA Basics - Researching and Preparing Comparable Reports Using Fusion

Learn: how to research a subject property in preparation for a listing presentation; how to search the FMLS database for comparable properties; how to review market statistics for the area around the subject property; how to prepare 2 formats of CMA reports; and how to enhance the Fusion data with data from the tax database.

Getting Started with Realist: Using Tax Data to Boost Market Knowledge

This webinar provides a walk through of the basics of Realist. Participants will gain a general understanding of how to access and navigate the program; how to perform searches for single or multiple properties; how to generate reports for comparable properties, market trends and neighborhood profiles; and how to use the Realist map and it's overlays for more market info.

GoFMLS: Your FMLS Mobile App for Your Mobile Life

This webinar will provide attendees with an introduction to GoFMLS, an exciting, robust mobile application. GoFMLS lets you search property listings, view critical property details including price, square footage, remarks, showing instructions and more. GoFMLS uses GPS technology to pinpoint your location and display nearby listings. Stay connected to FMLS, run agent roster searches, search both on and off market properties and instantly access your own listings. You can even instantly share listings with your clients. The Home Assist feature allows agents and consumers to collaborate remotely on the home search process. All of this and more is available for free for FMLS members using iOS and Android devices. For other devices, a web version is also available.

Add/Edit in Fusion

Learn: how to navigate Fusion's Add/Edit; the forms and procedures to list and sell properties using FMLS; what to bring to the Listing Appointment to gather the information Needed to give the listing maximum exposure; how to add the listing to FMLS; the importance of, and steps to add media; what to do

when the property goes under contract; what to do when the property sells.

Getting Started with FormsPro

Students will learn how to: log into and navigate the FormsPro system; utilize FormsPro to create a digital Client Transaction folder; select and add GAR forms to a Client's transaction folder; email forms to clients; locate and print blank GAR forms and administrative forms; and locate basic troubleshooting information for FormsPro.

New Member Orientation for Brokers, Office Managers and Administrative Staff

This webinar is designed to introduce new member brokers and office managers to FMLS benefits and services. Learn to navigate FMLS.com, get an overview of products such as Fusion, and FormsPro; become familiar with additional products such as Kurio, FIND and more; understand the life of a listing and admin processes.

Getting Started with FIND: Gaining a Competitive Edge with National Property Information

Learn how to use FIND to quickly search a national property database which includes FMLS, tax and 3rd party data; gain insight into properties and areas across the US; use property details to analyze lifestyle considerations and community information; and access advanced mapping and categorization options.

Getting Started with FMLS eSign: Your Electronic Signature Solution

Students will gain an understanding of the basics of electronic signatures including security procedures and legalities. They will learn how to opt-in and access eSign; how to initiate a signing session to include specific contracts and signers; how to track the progress of the session; and how to view its history.

Getting Started with Fusion's Contact Website & Contact Manager

The webinar introduces the basics of the Contact Manager and Contact Website tools which automate searching for buyers and provides a custom website to those buying clients. It also provides an overview of Importing/Exporting contacts and bulk emailing tools.

Classes are available at all 3 FMLS locations:

Northeast Center
2250 Satellite Boulevard, Ste 215
Duluth, GA
678-475-0544

Main Center
5457 Roswell Road, Ste 304
Atlanta, GA
404-255-8660

Northwest Center
166 Barrett Parkway, Ste D
Marietta, GA
678-290-9493

Register Online:
www.FMLS.com

(log in, hover over Training, click on Training Schedule)

<p>FMLS Technical Support 404-255-4219</p> <hr/> <p>Any technical questions regarding the functions in Fusion, FormsPro, or Realist (Tax) should be addressed to the FMLS Help Desk staff.</p> <p><u>Business Hours</u> Monday through Friday 9:00 am – 5:00 pm.</p> <p><u>Weekend</u> Saturday 8:30 am – 5:00 pm Sunday 1:00 pm – 5:00 pm</p> <p>Email: support@fmls.com (technical & how to questions) Email: feedback@fmls.com (suggestions) Live Chat: Available M-F 9am-5pm on the FMLS.com home page at the bottom of the left navigation bar.</p>	<p>FMLS Administrative Support 404-255-8660</p> <hr/> <p>Questions regarding listing changes, fees, computer user forms and other administrative questions should be directed to Administrative Support.</p> <p><u>Business Hours</u> Monday through Friday 9:00am – 5 pm.</p> <p>NOTE: Use the “FMLS Computer User Form” to obtain a User Name & Password for a new agent, change a User Name to a different company, delete a User Name, change name or address information, change user access level, etc. This form can be located on the FMLS homepage under Administrative Support/Forms. Fax Computer User forms to 678-904-0444 or Email tonewuserforms@fmls.com</p>
<p>FMLS Hotline (Confidential voice mail where possible rule violators can be reported)</p> <p>678-904-0446 - or - compliance@fmls.com</p> <p>Please leave name, broker code and a phone number where you can be reached. Without this information, we can not follow through with the complaint.</p> <hr/> <p>Training Class Registration Steps:</p> <ol style="list-style-type: none"> 1. Visit the FMLS website at www.fmls.com 2. Enter your User Name and Password. 3. Hover over Training on left nav bar. 4. Click on Training Schedule. 5. Select location and class topic. <p>Email: training@fmls.com</p>	<p>FMLS Store Locations</p> <p>FMLS Main (Sandy Springs) 404-257-1447 FMLS NE (Duluth) Store 678-475-0544 FMLS NW (Marietta) Store 678-290-9493</p> <p>Purchase FMLS maps, decals, clothing, software, closing gifts, display stands, measuring devices, calculators, accessories, jewelry, brochure boxes, signs, supplies, and much more. Visit one of our 3 locations or shop online at www.fmls.com and click on FMLS Store.</p> <p>To check on internet orders and shipments: Email us at: shipping@fmls.com</p> <hr/> <p>Supra Key/Lockbox Issues 404-843-3672</p> <p>Call Supra for any issues concerning lockboxes or lockbox keys. Supra stops issuing boxes at 4 PM.</p>

FMLS has 3 convenient locations to serve your real estate needs. Each of our 3 centers offers training, real estate supplies and Supra keys and lockboxes.

<p><u>FMLS Main Office</u> 5457 Roswell Rd Atlanta, GA 30342 404-255-8660 –or- 1-800-505-FMLS 404-255-8602 (fax)</p>	<p><u>FMLS Northwest Center</u> 166 Barrett Pkwy., Suite D Home Center Village Marietta, GA 30066 678-290-9493 678-290-9251 (fax)</p>	<p><u>FMLS Northeast Center</u> 2250 Satellite Blvd., Suite 215 Satellite Court Duluth, GA 30097 678-475-0544 678-475-0594 (fax)</p>
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5457 Roswell Road
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404-255-8660
1-800-505-FMLS

FMLS NE Center
2250 Satellite Blvd., Ste. 215
Duluth, GA 30097
678-475-0544

FMLS NW Center
166 Barrett Parkway, Ste. D
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