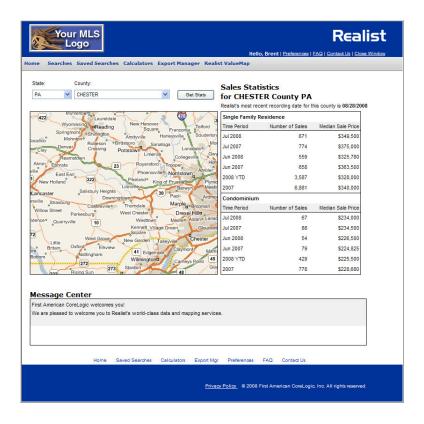


Realist

A Quick Start Guide for New Users



Realist is a service from: First American CoreLogic 4 First American Way Santa Ana, CA 92707

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1. Welcome To Realist

Realist is a richly featured, public record service that is fully integrated with your MLS system. Realist offers powerful software and eye-popping reports, all available in an easy-to-use interface. Realist will help you list and sell more efficiently, farm for new prospects more effectively, and increase your market knowledge. Welcome aboard!

This <u>Realist Quick Start Guide</u> is not an exhaustive guide to the service; rather it is written to help you become familiar and productive with core features as rapidly as possible.

Here are a few basics you need to know about the information and services typically contained in Realist.

Property data includes:

- Assessor data
- Sale and mortgage data
- Phone numbers
- Privacy encoding (National Do-Not-Call List, Direct Marketing Association opt-out, and state non-solicitation lists)
- Geo-coded data

Software services include:

- Address, street, owner, tax-id, and phone searches
- General query search
- Realist Maps, with support for searching, labels, identify, aerial and parcel views
- Saved searches
- Personally customize list and detail reports
- Personal preferences to control a variety of system services, such as the automatic comparable and neighbor searches
- Auto-population of new listings
- Link from listing directly to corresponding property in public records

Additional services include:

- Realist Maps, available in some locales with aerial and parcel overlays, Birds Eye images, and point-to-point driving directions
- Automatic comparable sales searches and enhanced reports
- Neighbor search for radius based searches for comps and marketing
- Realist ValueMap delivers automated home valuations and sparkling Web services

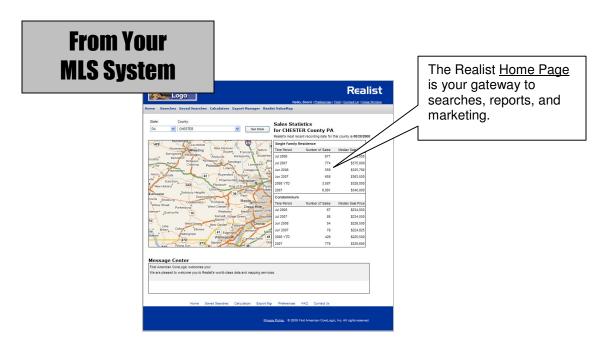
Export services include:

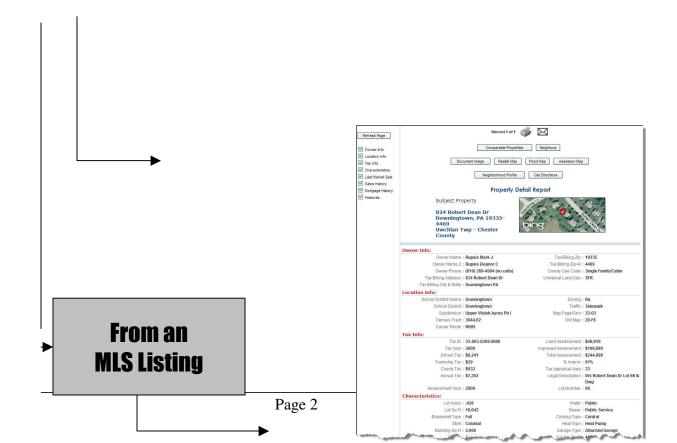
- Mailing labels exported to MS Word documents
- Exports to MS Excel or text for labels, brief or full records



2. How To Access Realist

You can only access Realist by logging into the MLS system, and then linking into Realist. The primary links from the MLS to Realist are:

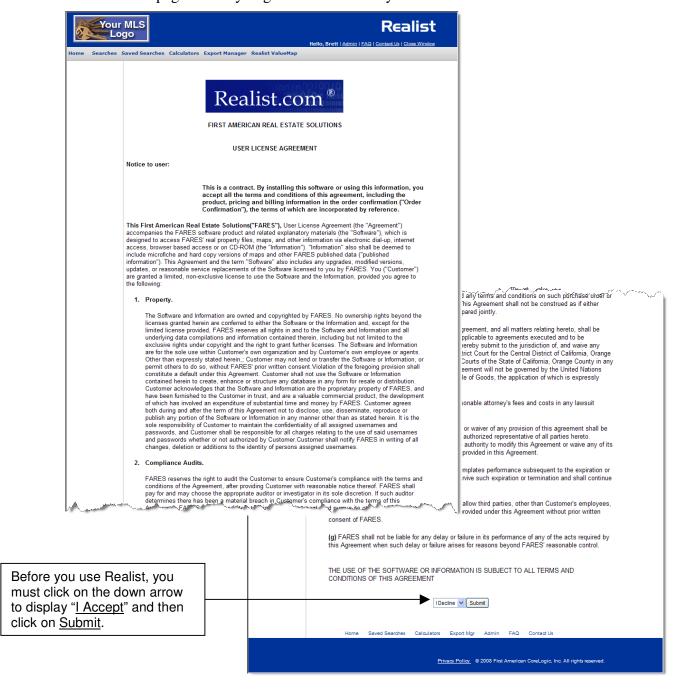






3. Your First Time Visiting Realist

Similar to other systems, the first time you visit Realist, you will see an End User License Agreement. Please read the agreement carefully. You must click on "I Accept" at the bottom of the page before you gain access to the system.



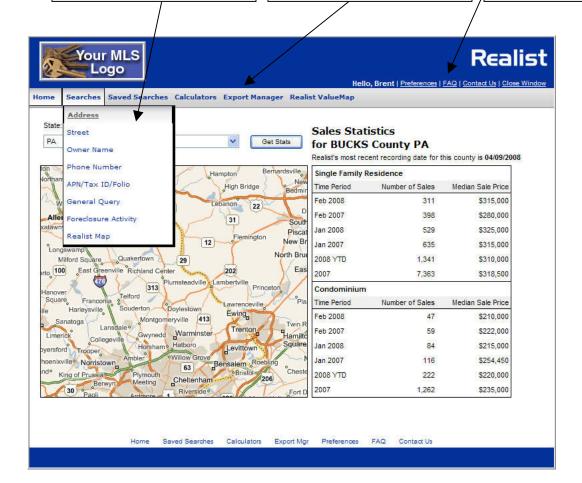


4. The Realist Home Page

The Realist home page is your gateway to public record information. You can check sales statistics for counties served by the MLS, start searches, or access other Realist services from the menu bar.

Click on <u>Searches</u> from the Realist home page to instantly begin any type of search you wish to perform. The menu bar at the top of the home page is always visible and offers quick access to all main Realist functions, such as Saved Searches and the Export Manager.

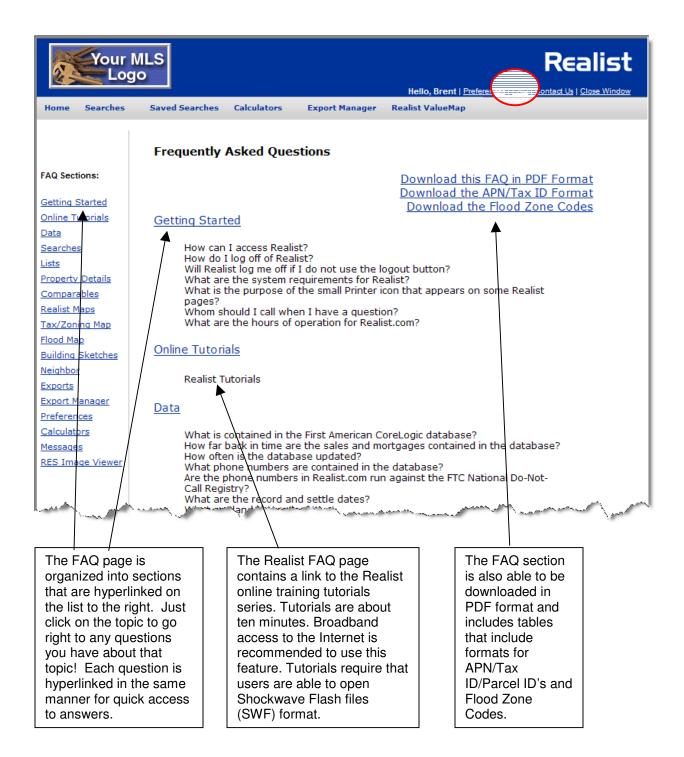
Preferences and other help services appear above the main menu bar. The <u>FAQ</u> is a comprehensive online help facility that also offers a printable PDF file.





5. Frequently Asked Questions Page

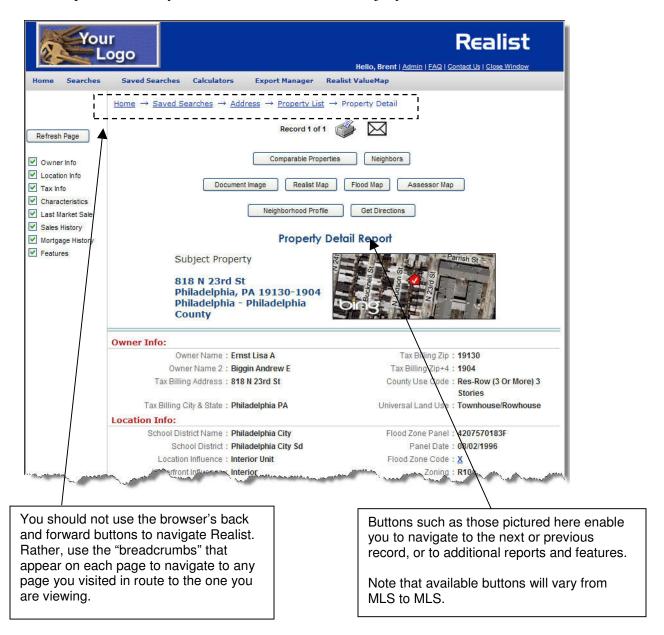
The place to go for any questions you may have about Realist!





6. Navigating Realist

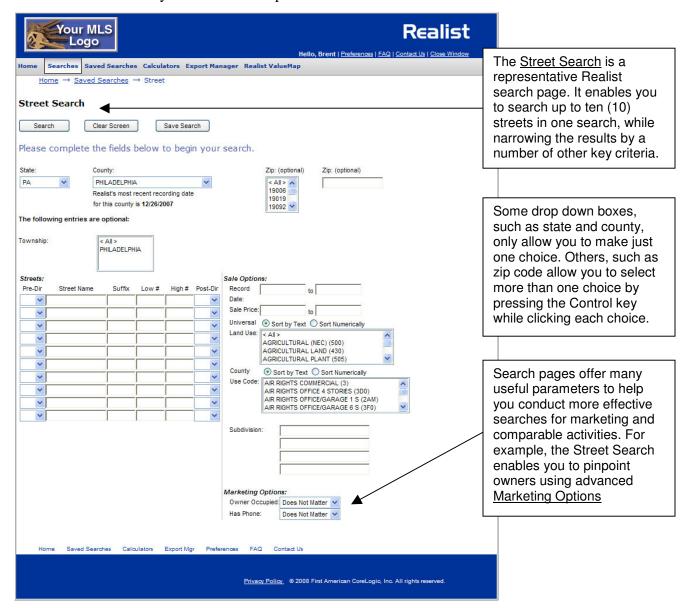
A few tips will enable you to move around Realist in a jiffy!





7. Search Pages

Realist offers many useful searches, including the Street Search pictured here. All search pages are clearly organized for easy use. Click Search to get instant results or click Save Search to confidentially store the search parameters for re-use.



All of the following searches enable you to store and recall search parameters:

- Address
- Street
- Owner Name
- Foreclosure

- Phone Number
- APN/Tax-ID
- General Query



8. Realist Map Search

Measure Labels Identify

The Realist Map Search enables you to paint a search geographically. Use "Find on Map" to instantly zoom to a locale in which you wish to search. Then draw the exact area in which you wish to retrieve properties using a radius, rectangle, and even polygon. In addition, Search Filters enable you to narrow the geographically-based results by other parameters such as bedrooms, sale price or sale date.

To center the map on a specific location, change the county if you

wish, then enter the house number and street name, and city or

zip code. If you wish, simply enter a city or zip code to find the general area. Once your choices are entered, click Find on Map!

Realist Map Search

Realist Map Search

Realist Map Search

Tasks

Tasks

Total Search

Total

For a polygon search like the one above, simply click each corner of the area you wish to search. For rectangle search, simply click the opposite corners of the perimeter you wish to search. And for a radius search, click the center point and outer perimeter of the circle you wish to search.

Boundary

Polygon searching enables you to find properties in irregularly shaped locales. For example, you can trace the boundaries of a lake or areas featuring a particular home model for a search. To draw the polygon, simply click on each corner of the search area.

Once the boundaries of your search area are defined, start a search by clicking Find Properties.

Or click Add Search Filters if you wish to narrow the returned properties using other criteria such as purchase price, purchase date, type of home or even homes with a foreclosure action.

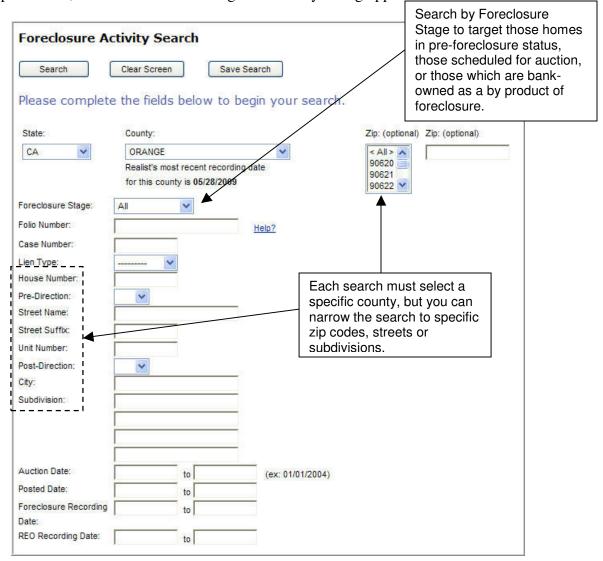


9. Foreclosure Search

It is often said that one man's misfortune is another's opportunity. Use the Realist Foreclosure Activity Search to find such opportunities!

Please note that foreclosure services are a Realist option and are not available in all locales. Please check with your MLS to determine if they are part of your Realist solution.

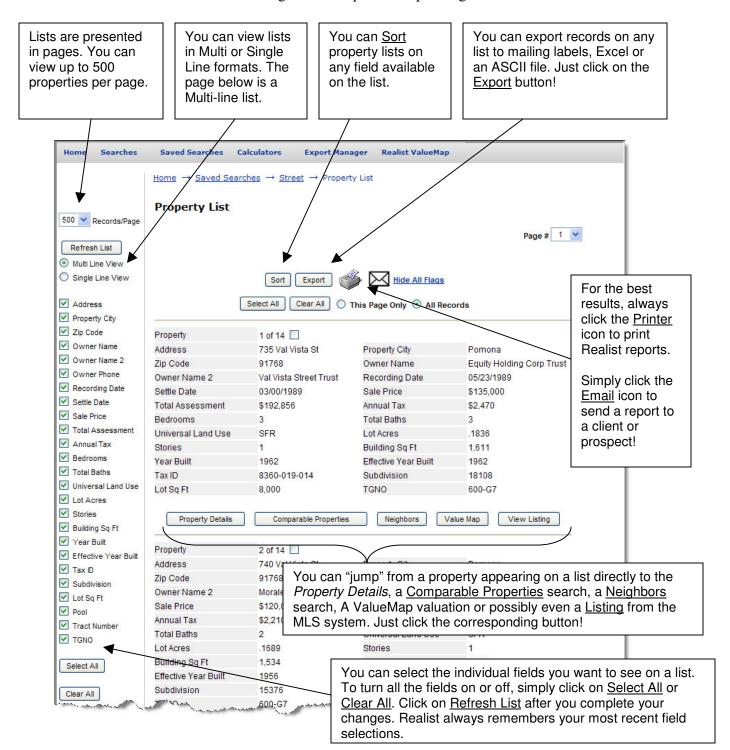
Within Realist, foreclosure activity is divided into three stages: Pre-foreclosure, Auction, and Bank Owned. A simple view of using each stage suggests searching pre-foreclosure to identify short sale opportunities, search the auction stage to identify investment opportunities, and the bank owned stages to identify listing opportunities.





10. Multi Line Lists

Multi-line lists are ideal for creating custom reports and printing.

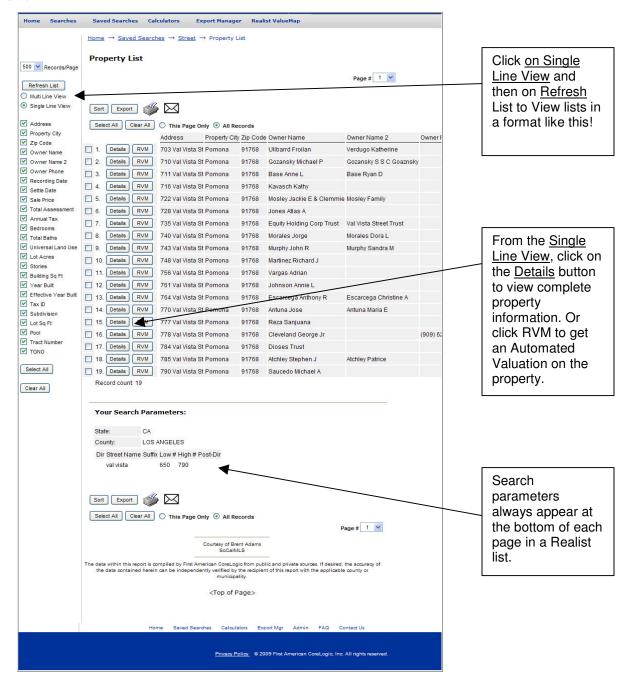




11. Single Line Lists

Single line lists are ideal for comparing data in a spreadsheet style. They offer all the popular features available from multi-line lists.

Through Realist preferences, you can set your default list format to the multi or single line view.





12. Property Detail Reports

Property detail reports provide the most complete information available on each property in the Realist database. The report is organized into logical sections of information. Note that the best available property address appears at the top of each report.



Buttons appearing above the property information enable you to navigate to other Realist reports and features.

For example, just click <u>Comparable Properties</u> to prepare a comp report.

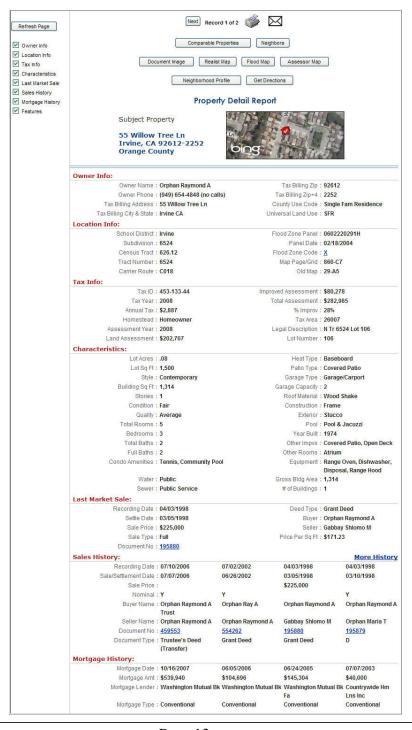
Please note that the buttons appearing above the report may vary for your MLS.

Realist also memorizes the sections of the detailed property report you like to display and print. Tag each section of the report you wish to display or print, then click <u>Refresh</u> to redisplay the report with your new preferences.



Realist also gives each user the ability to customize the format of Property & Foreclosure Detail reports. The report above is pictured in Classic View. You may also choose Contemporary View – a new look! Contemporary View gives you the option of showing a thumbnail aerial or road map image at the top of the report. Each of these features is controlled from the Preferences Page.





Page 13

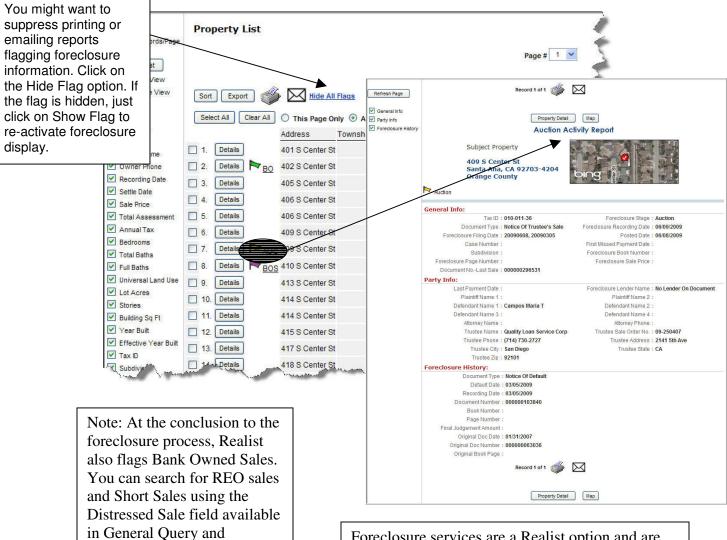


13. Foreclosure Reports

Comparable Searches.

Each Realist property report flags the presence of a pre-foreclosure action against the property. Before you schedule a listing appointment or include a home on a buyer's tour, check if your subject property or nearby homes are involved in a foreclosure action.

Foreclosures through Realist are categorized in three basic stages -- Pre-foreclosure (PRE), Auction (AUC), and Bank Owned (BO) – which are flagged on one and multi-line property lists. One click on the flag like those pictured below and Realist will immediately display a detailed foreclosure report.



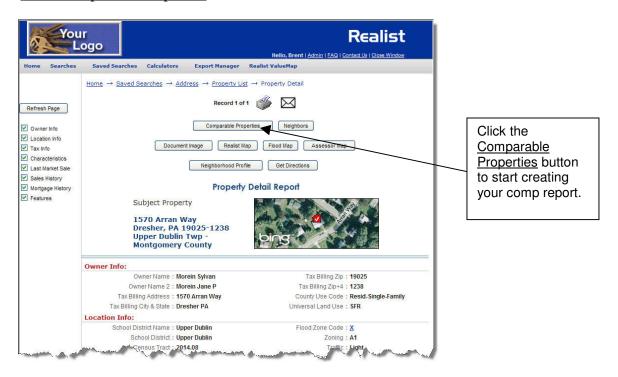
Foreclosure services are a Realist option and are not available in all locales. Please check with your MLS to determine if they are part of your Realist solution.



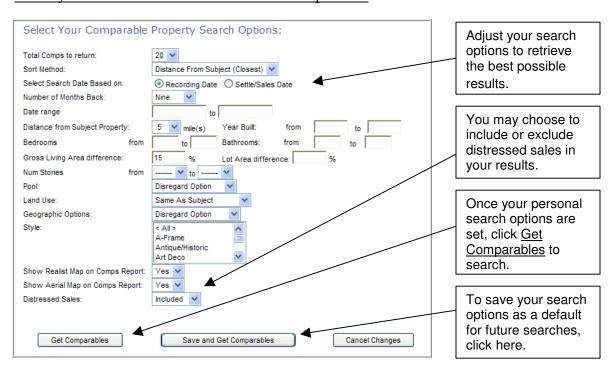
14. Comparable Properties

Creating a comparable properties report is quick and easy. Once you get the hang of it, you'll be creating stylish, informative reports in a jiffy. Here are the easy steps:

Step 1: Click Comparable Properties

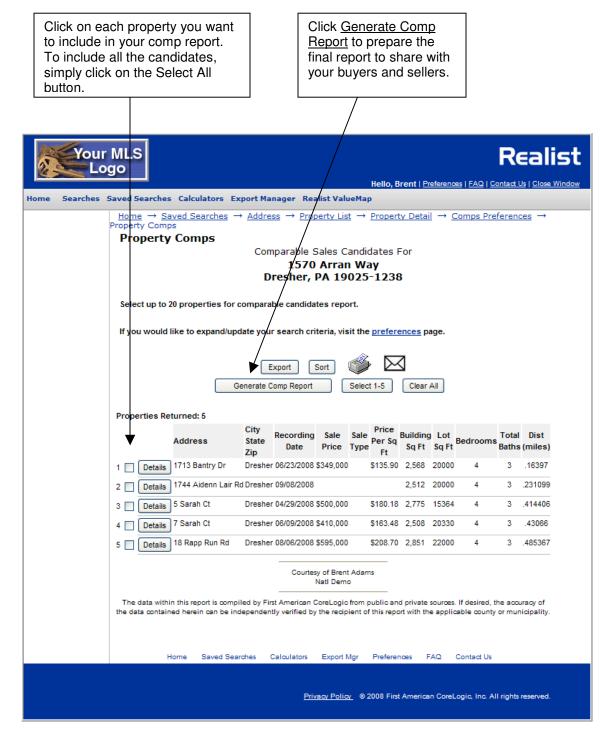


Step 2: Select your Search Criteria and Click Get Comparables



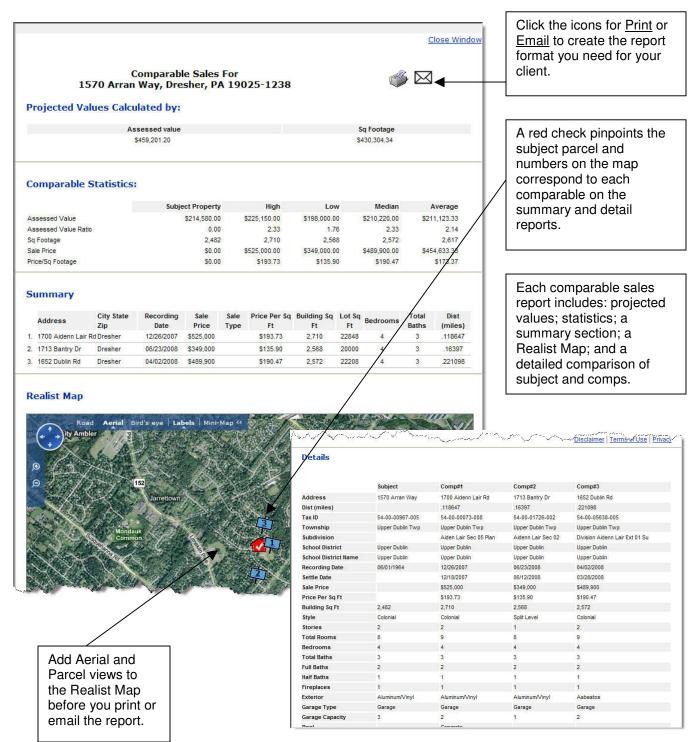


Step 3: <u>Select Comparable Sales Candidates and click Generate Comp Report</u>
When the search is completed, Realist displays Comparable Sales Candidates. Since you know the local market best, Realist allows you to tag the properties to actually include in your comparable report.





Step 4: Print or Email your Comparable Sales Report

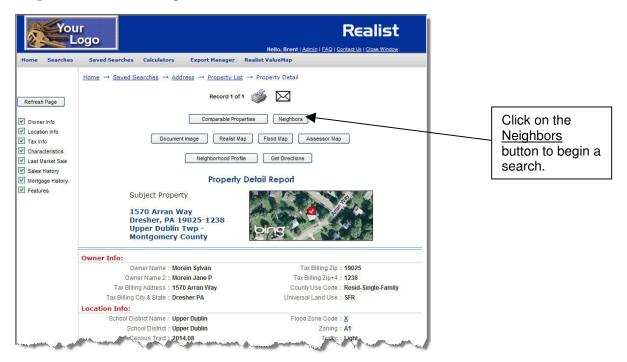




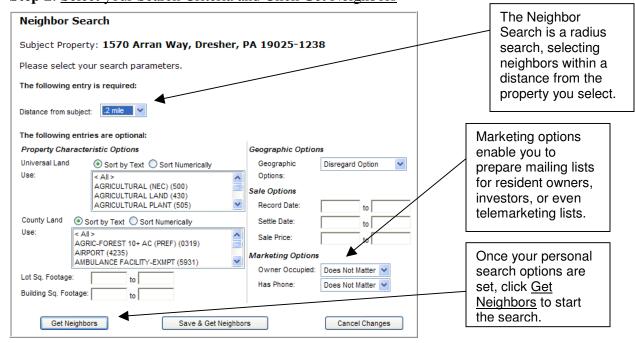
15. Neighbors

In a few clicks, find all the neighbors located within a specified radius of a property. Neighbor searches are an ideal way to prepare mailing lists for just-listed and just-sold cards. Here's how to prepare a mailing list in 3 easy steps.

Step 1: Click on the Neighbors Button

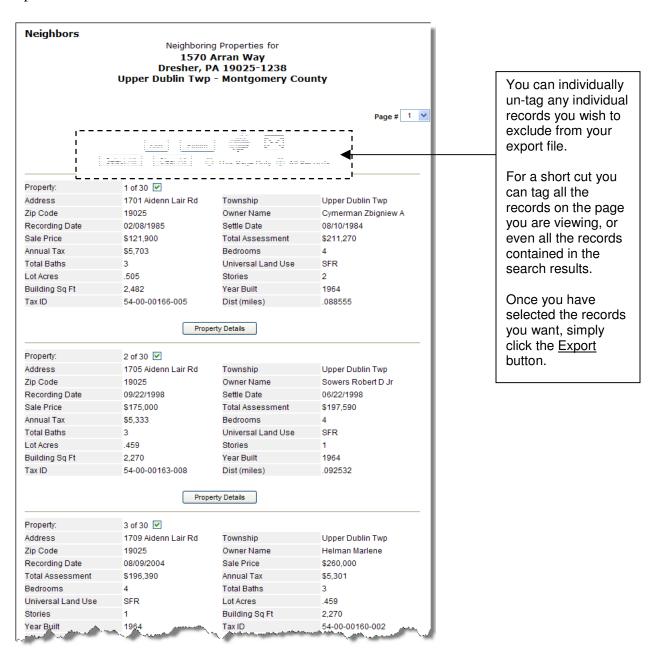


Step 2: Select your Search Criteria and Click Get Neighbors





Step 3: <u>Select Neighbors for your Mailing List and click Export</u>
When the search is completed, Realist displays the Neighbors matching your search options.



For more information on creating and working with Export files, check out the next chapter!

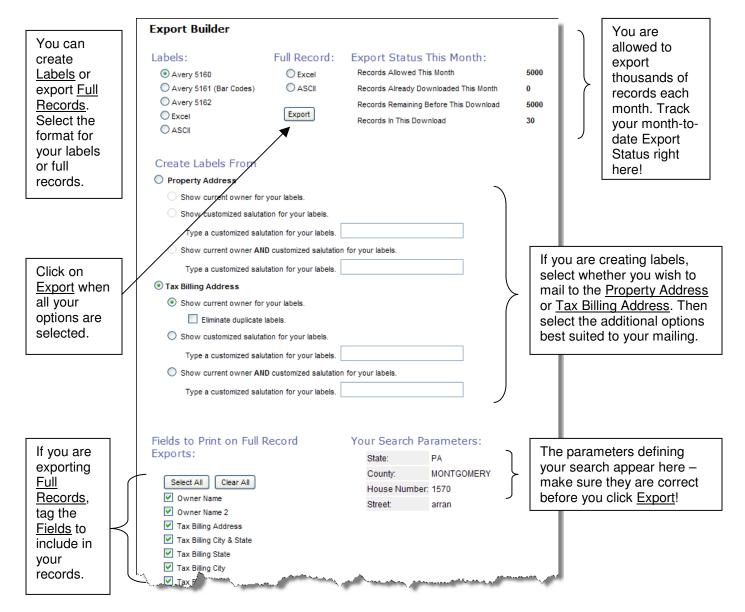


16. Mailing Lists & Exports

Mailing lists and data exports are a breeze. Just point at the export file and click to download or open. Mailing lists can be opened with popular word processors and exports are formatted for popular spreadsheet software or as ASCII files.

Step 1: Click on Exports from any Realist list

Step 2: Choose your Export options, and then Click on Export



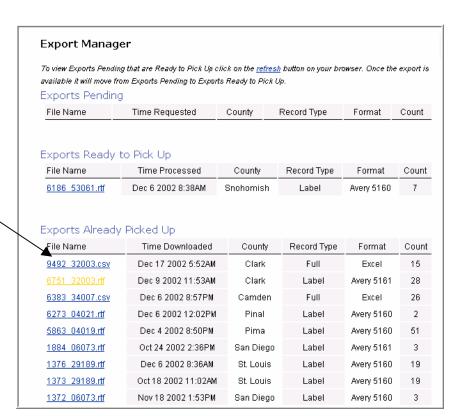


Step 3: Download your File from the Export Manager

Realist starts creating an export file immediately after the Export button is clicked. While small jobs are often done very quickly, larger exports may take some time to produce. Check in the *Export Manager* to determine if the file is still processing or if it is ready to pick up. If your export is still processing, click Refresh button on the browser to update the page and determine if the export is now ready to pick up. Export files are saved for up to 90 days and can be downloaded more than once. Export files that you have already picked up can also be deleted through the Export Manager.

The *Export Manager* page allows you to pick up or download previously prepared data files. The *Export Manager* is divided into four main sections:

- Exports Pending
- Exports Ready to Pick Up
- Exports Already Picked Up
- My Export Status This Month



The file name assigned to your export is a link. Click on the <u>file name</u> to download the export file to your computer.

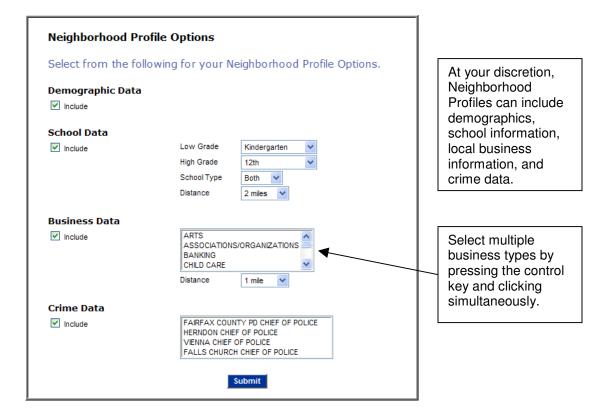


17. Neighborhood Profiles

Instantly develop a snapshot of a property's neighborhood to share with prospective buyers.

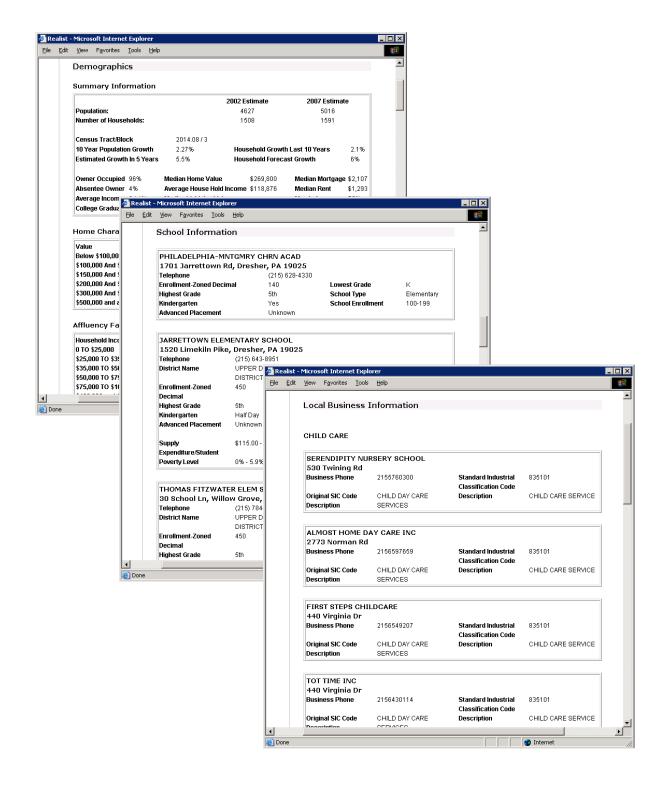
Please check with your MLS to determine your level of services for Neighborhood data.

Step 1: Select the sections and content you wish to include in a report, and then click Submit.





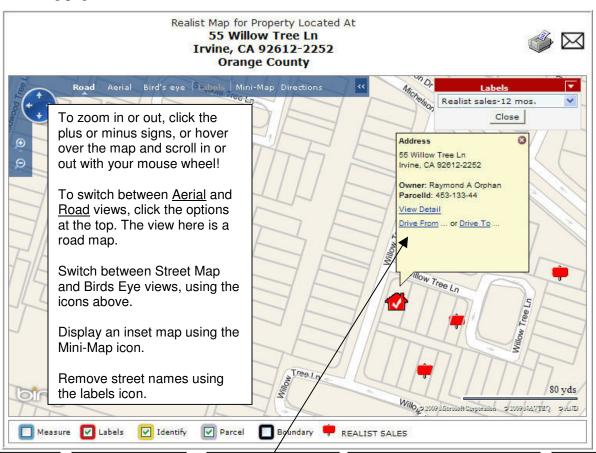
Step 2: View, print or email your report.





18. Realist Map Views

Realist Maps offer Map and Birds Eye views. Map views support street, aerial and parcel layers. Aerial and parcel views vary from county to county and are not always available for all multiple listing organizations. Please check with your MLS to determine your level of services. A Map View is pictured below and Birds Eye images are discussed on the following page.



The Measure feature enables you to measure the length of any line segment, as well as to determine the interior area of any shape.

The <u>Labels</u> feature enables you to display many property attributes on the map. This sample map shows red flags indicating each property sold in the past year.

Click on Identify to click on a parcel and show thumbnail property data overlaying the map. From the thumbnail, click View Detail to see the property detail report or Directions to plot a driving route to or from the property.

When the Realist Map initially loads the street and aerial layers will appear.

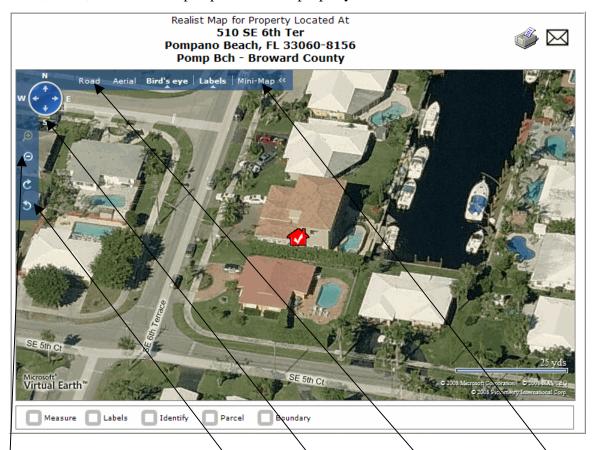
Click <u>Parcel</u> to add that lot lines to the Realist Map.

Note that display aerial images may not be available at the most detailed the zoom levels and that parcels are not available at too large a zoom level.

The Boundary feature enables you to overlay zip code, city and county lines.



A Birds Eye image enables you to view a property from a new slant, so to speak! These high resolution images are available in numerous metro areas and enable you to select north, south, east and west perspectives on a property.



Click the plus or minus sign to zoom in or out on the Birds Eye image.

Birds Eye only supports two zoom levels. To rotate a Birds Eye image through the points of a compass, click on the perspective from which you wish to see the home.

You may also use the clockwise and counter-clockwise rotating arrows underneath the zoom controls.

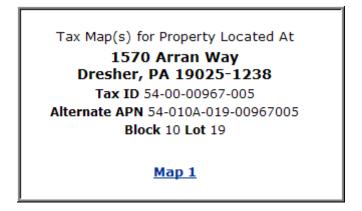
Click Road Map View to return to a standard map where you can use the Measure, Label, Identify and Parcel features. Click Mini Map to display an inset map that will shade the area you are searching and lay it over a larger zoom level.



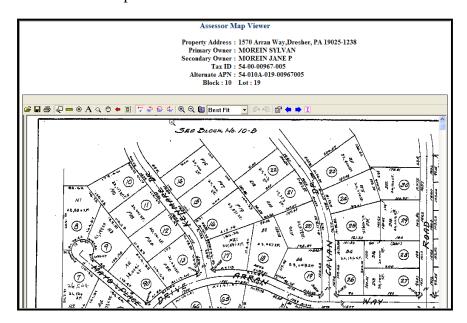
19. Assessor Maps

Many – but not all – MLS organizations subscribe to the Realist assessor maps. To view and work with assessor maps, click on the Assessor Map button appearing above a Realist Property Detail report.

If an assessor map is available, a window appears similar to the one shown below.



Properties are typically linked to just a single assessor map, but from time to time, a property may appear on two or more assessor maps. Consequently, Realist displays a list of the maps on which a property may appear. When a user clicks on the map number to view, a new window opens containing the Realist map viewer. Since assessor maps are large files, and since the speed of Internet connections vary, maps may take a few moments to load. An example of the Realist viewer is shown below.





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.



The icons are:

=	Open File	The FARES map viewer will allow you to open assessor maps that you have previously downloaded. Once you have your file opened in the map viewer, you can begin to use the custom FARES features.
	Save To File	Using the save to file feature will save 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	The print map feature is a basic printing feature that allows you to print a map to any installed printer. Any FARES map viewer features (such as annotate or measurement) will print just as it appears on the screen.
Q.	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 will zoom in on 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
17713	Measure	The measurement tool will display the dimensions for any polygon area you outline. Using the Measure drop list, in the menu bar, you can modify the style and outline color of the measurement tool. The map viewer will only display one polygon outline at a time.
•	Center Map	By clicking on any area on the map, this feature will attempt to center the map to the area you selected. You must have enough physical map surrounding the area you wish to be the center point.
A	Annotate and Highlight Tools	These two features are very similar as they allow you to 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.
Q	Magnify Window	This feature, while keeping the current map view, uses a second window to magnify any area of the map you mouse over.



(Hand Pan	By using your mouse to left click any area or the map, you can drag and adjust the viewable area of the map.
•	Insert Arrow	The arrow tool can be used multiple times on any map and will appear in red. By rotating the map, you can insert arrows around a given area.
€ 90° E0 €90°	Rotations	You can rotate the map for readability or in conjunction with other map viewer tools. Clicking the Normal tool will return the map to its original position.
Q Q	Zoom In/Zoom Out	It is important to know that using these tools will effect how the map will be printed. Zooming in the map and clicking the print button will only print the viewable map area.
	Display Full Map	This tool will bring you back to the original map size.
	Browse Table and Previous/Next Map	These tools allow you 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 will only navigate you up and down the list of parcel maps and not through those maps you have tagged. By clicking on the Browse table button again, you will close the index box.
I	Display Index Map	This feature will take you to the parent map of the currently viewed map.



20. Realist ValueMap

Realist ValueMap provides you with a state-of-the-art mapping and automated valuation tool only available through your MLS system. Use Realist ValueMap for pricing support in all your listing and sales situations. Please check with your MLS to determine your level of services.

