

# Lawrence Board of REALTORS®

## Technology Committee

Tuesday, March 19, 2024 – 1:30 pm

1. Welcome
  - a. Review Previous Meeting Minutes
2. Discuss Paragon Connect – Paragon’s Mobile Solution
  - a. Paragon Connect – Online vs
  - b. Paragon Connect App – Available at a cost to the LMLS.
    - i. \$1,800 Setup Fee
    - ii. \$500 per month flat fee.
    - iii. View Demo at 2pm
3. NAR Reaches Agreement to Resolve Nationwide Claims Brought by Home Sellers
  - a. Visit <https://www.nar.realtor/competition-in-real-estate> for information and resources.
  - b. F.A.Q. at <https://www.nar.realtor/competition-in-real-estate/faqs>
  - c. Press Release at <https://www.nar.realtor/newsroom/nar-reaches-agreement-to-resolve-nationwide-claims-brought-by-home-sellers>
4. Cloud CMA Proposal (see handout)  
Existing CMS Tools:
  - a. Market Report using RPR
  - b. Paragon’s CMA
5. Review Showing Solutions:
  - a. ShowingTime – Current Vendor at \$1 per member per month pricing.
    - i. Pain point: a LMLS Broker owned company.
  - b. Broker Bay – A showing solution owned by the Carrier Corporation (Parent of Supra).
    - i. KCRAR moved to Broker Bay at the end of 2022.
    - ii. Pain point: Integration/tools work with SUPRA.
    - iii. Integration is possible to share SentiLock Data with Broker Bay
  - c. SentiLock Showings –
    - i. SentiKey Showing Service Basic is available now for Members to use for free.
    - ii. The full MLS Option was previously offered at \$1 per member per month.
    - iii. Backed by NAR
6. Review Forms Vendors – Do we need to expand or reconsider our current Forms vendors? (All Forms are also available in Paragon > MLS Docs)
  - a. Dotloop – Current vendor / a LMLS Broker owned company.
  - b. DocuSign – Current vendor
  - c. Broker Mint – Not currently using / Used by KAR
  - d. Form Simplicity – Not currently using / Used by KAR
  - e. SkySlope – Not currently using / Used by KAR
  - f. zipForm® Plus – no longer using due to increased costs and low adoption / Used by KAR
7. Data – Data – Data
  - a. MLS Data Sharing – Heartland MLS has approached the LMLS about Data Sharing.
    - i. They are interested in adding offers of Cooperation & Compensation.
  - b. The LMLS is currently sharing data with Heartland and SAR via RPR.
  - c. MLS Grid is our vendor for Data Distribution – we are now 100% Web API.

### 2024 Technology Committee

#### **Zach Dodson, Chairperson**

Bailey Stuart  
Dana Baker  
Drew Deck  
Eddie Davalos  
Josh Reazin  
Michael Elliott  
Nicholas Lerner  
Shelly Milburn  
Tanya Kulaga  
Vanessa Schmidt  
William (Bill) Perkins  
Rob Hulse, Staff Liaison

#### **Stephens**

McGrew  
Heck Land  
RNPreferred  
McGrew  
BHGKC  
Veritas App  
McGrew  
KWRP, Inc  
RE, Hedges  
KW Integrity  
KW Integrity  
LBOR

d. Rental Beast – KAR has entered into a license agreement to offer Rental Beast as a Member Benefit.

8. Emerging Trends

- a. AI for MLSs – [restb.ai](#) (See Article on Pages 3&4).
- b. AI for Agents – how can AI provide agent solutions ([NAR Article about AI](#))  
See: [How Generative AI Can Transform Your Real Estate Images](#)
- c. AI Concerns / Accuracy / Copyright Infringement

9. Innovation –

- a. Identify opportunities.
- b. What can the LBOR help solve for Members?
- c. Comfort and Growth do not co-exist.

10. Committee Member Perspectives – open discussion.

11. Old Business

12. New Business

13. Adjourn

**Committee FYI for LBOR/LMLS Contracts:**

SentriLock –	Renews March 2027
Paragon –	Renews June 18, 2026
DocuSign –	Requires a 60 Day Notice to Terminate
Dotloop –	Renews Annually in March
Homes/HomeSnap	Renews August 2025 (one-year terms thereafter)
ListHub –	Renews Annually in May
ShowingTime –	Renews Annually in August
CE Shop –	Beginning February 2024 – 60 Day Notice to Terminate
zipForm® –	Discontinued updates based on cost and lack of adoption.



# Lawrence Board of REALTORS®

## Technology Committee Meeting Minutes

1:30pm Wednesday, February 20, 2024

The Technology Committee Meeting was called to order.

Committee Chairperson Zach Dodson welcomed all members of the 2024 committee and asked that each member of the committee introduce themselves.

It was then outlined to the Committee that today's top discussion is to consider the tools available for the mobile version of the MLS. Discussed were Paragon Connect online and the Homes.com application (formerly HomeSnap Pro). It was noted that helpful tools of the Homes App have been removed and the App is not nearly as helpful as in prior years.

A proposal to add the Paragon Connect App was provided in the agenda. A question about the difference between the Paragon Connect App and Paragon Connect online was posed. The LMLS does NOT yet provide the Paragon Connect App.

At this time, a representative with Paragon Connect joined the meeting virtually, and provided a demonstration of the Paragon Connect App.

After the presentation, there was more discussion about the difference between the App and online versions of Connect. The App provides push notifications and an App environment, otherwise they are the same. The representative said that adoption of the App exceeded the adoption of the online version.

At this time, the Committee agreed to discuss this further at the next meeting.

The meeting adjourned at 2:50pm.

### 2024 Technology Committee

#### **P Zach Dodson, Chairperson**

P Bailey Stuart

P Dana Baker

U Drew Deck

U Eddie Davalos

P Josh Reazin

P Michael Elliott

P Nicholas Lerner

P Shelly Milburn

P Tanya Kulaga

E Vanessa Schmidt

U William (Bill) Perkins

P Rob Hulse, Staff Liaison

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McGrew

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McGrew

BHGKC

Veritas App

McGrew

KWRP, Inc

RE, Hedges

KW Integrity

KW Integrity

LBOR

P – Present, E – Excused, U - Unexcused

# Paragon Connect

Welcome to the future of MLS Software



# 2024

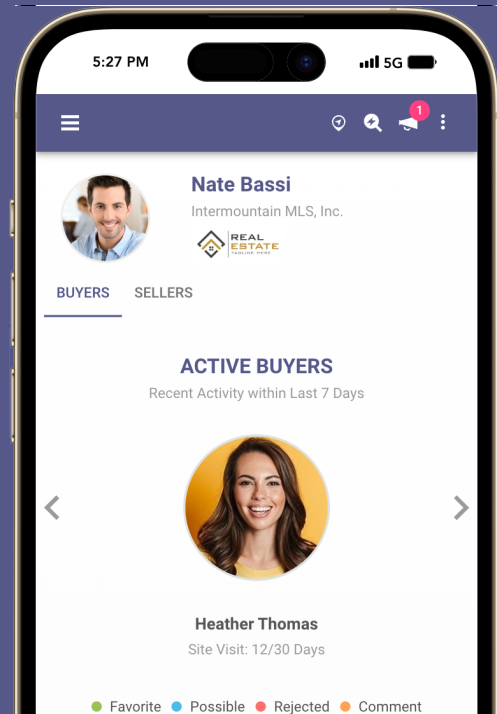
Paragon Connect

WELCOME  
TO THE FUTURE

# Introducing Paragon Connect

Paragon Connect leverages responsive design technology and principles to help make it faster, more intuitive and accessible.

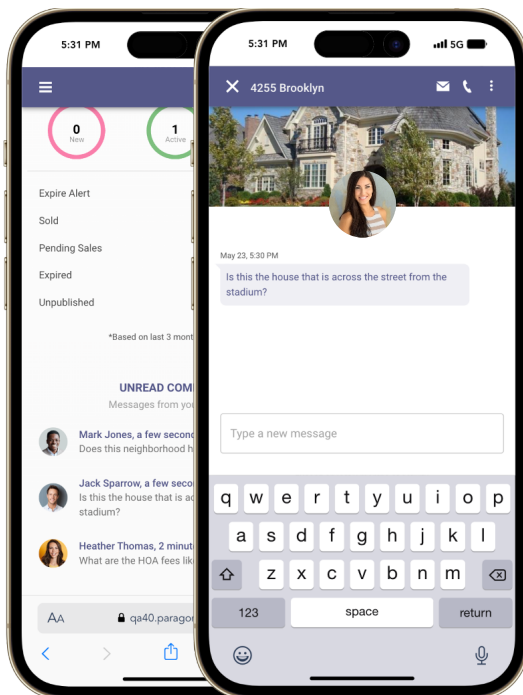
FOR AGENTS



## Introduction

Paragon Connect is ICE's next generation MLS platform. It offers a seamless, single experience for MLS associations, brokers, agents and consumers. The platform is built using the latest API technology, which provides lightning-fast performance and the highest level of reliability.

The future of real estate lies in innovation and collaboration, and that's why ICE is proud to offer Paragon Connect, a next generation MLS platform that truly delivers. With its seamless single experience, advanced API technology, and beautifully designed interface, it is the future of real estate.



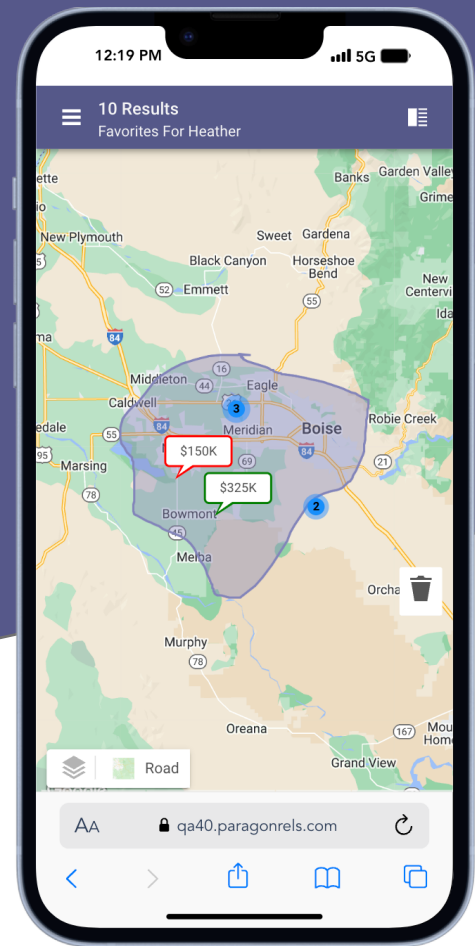
Access on a smartphone, tablet  
or even a desktop computer.



HIGH-LEVEL

# Features

Take a peek at some of the features and functions that set Paragon Connect apart.



## Paragon Connect



### AGENT ONLY

Paragon Connect is an agent tool to work with and manage listing data. It works in conjunction with the Collaboration Center and other third-party integrations.



### SINGLE EXPERIENCE

Our UI/UX designs follow a mobile-first approach. This shortens the learning curve and eliminates duplicate training for different sized devices.



### RESPONSIVE DESIGN

Whether you're on-the-go or in the office, Paragon Connect's responsive design adapts to your device.



### DEVICE OPTIMIZED

Provides access to device-specific features. Utilize native features while working on a mobile device. Examples include native messaging, calendar events, email and more.



### DATA AND ANALYTICS

Captures data from actual buyers, so sellers can view how many buyers are in the ecosystem. Provides comparables within a specified radius, site traffic and level of interest, which could lead to price adjustments.

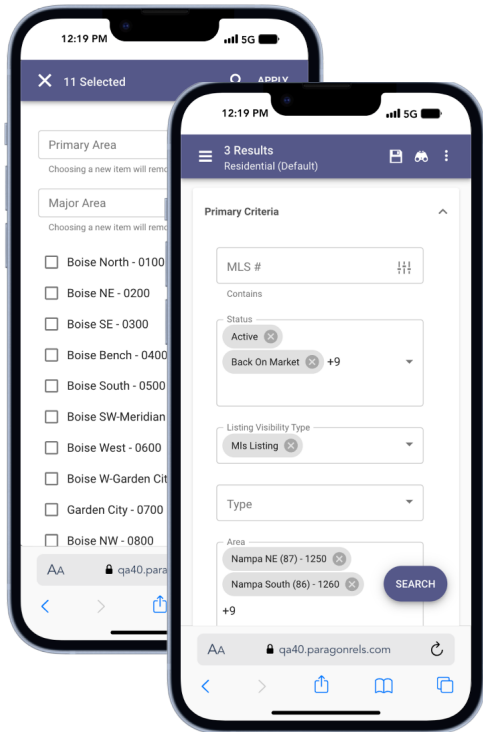


### CLIENT CENTRIC

Provides you with details about how often seller sites are viewed, which listings buyers like, and greater insight into buyer and seller activity.

# Property Search

Let's review the two primary search functions used to locate listings within Paragon Connect



## Search Form Method

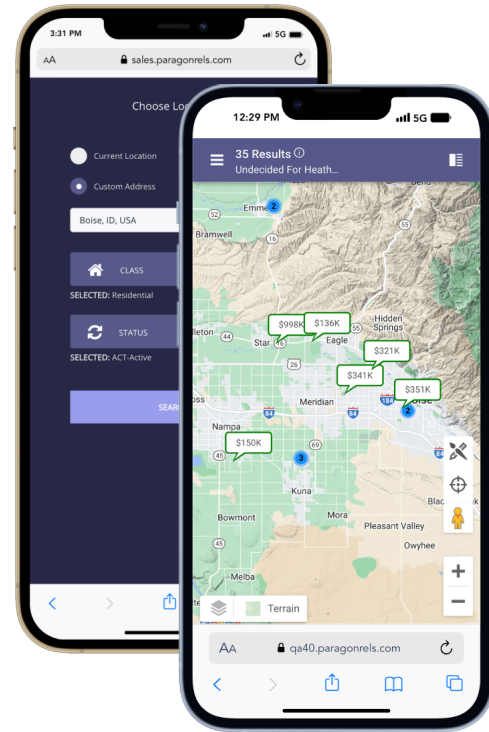
Traditional search form used to locate listings based on prospective buyer search criteria. Example: Client is interested in a property with three bedrooms, 2.5 baths priced around \$500K. Using form search, the agent would enter criteria to locate listings based on the client's desired criteria.

### Key Features

- Search by Class or Multi Class
- Map results displayed as a best fit
- Auto complete forms or expand to view more options
- Search fields and layout are identical to Paragon
- Save search
- Set up Notifications



Advance: **Equals**



## Location-Based Method

The location-based method is used to locate listings based on your current location or a specific address. The map acts as a filter and will refresh results based on any zooming or panning around the map. You can also further filter results by adding any search criteria.

### Key Features

- Search around your exact location
- Use any custom address to locate listings
- Map filters results as you pan or zoom
- Can add search criteria to further narrow results
- Save search
- Set up Notifications

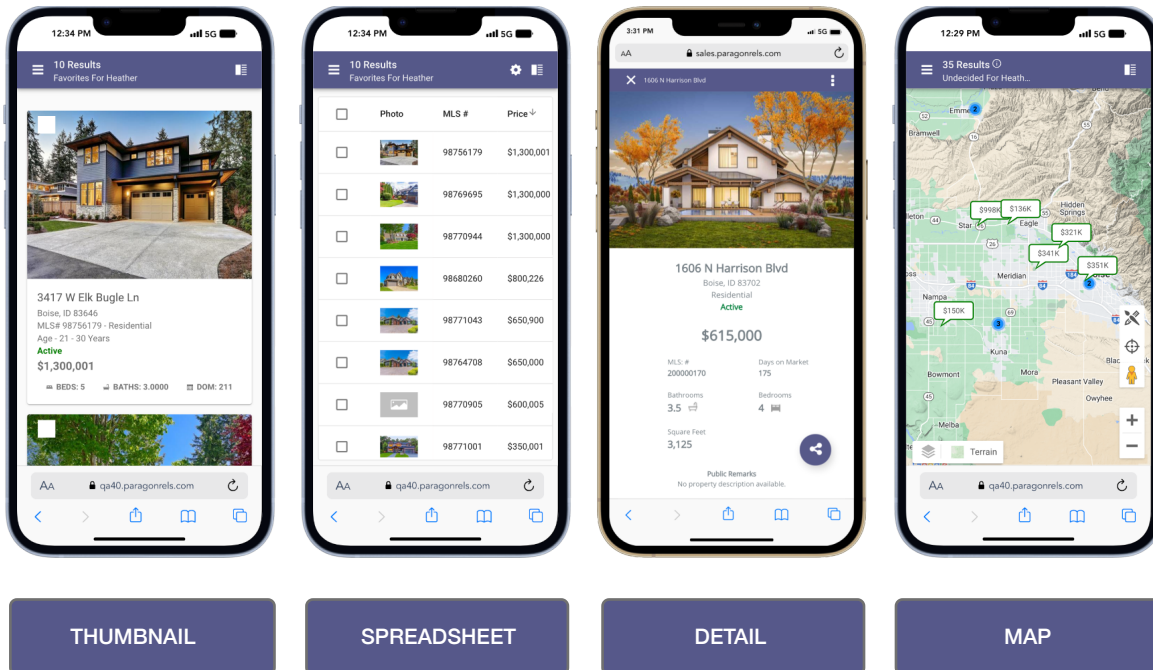


Indicates your location or custom address entered into location-based search.



# Report Views

Let's take a look at the views and reports available inside Paragon Connect



## Available Reports

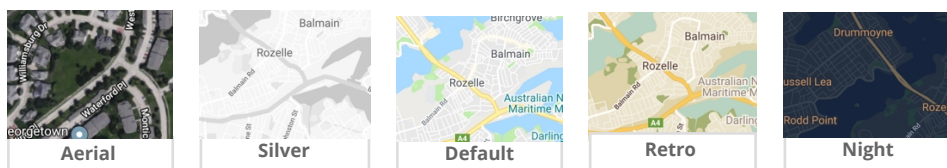
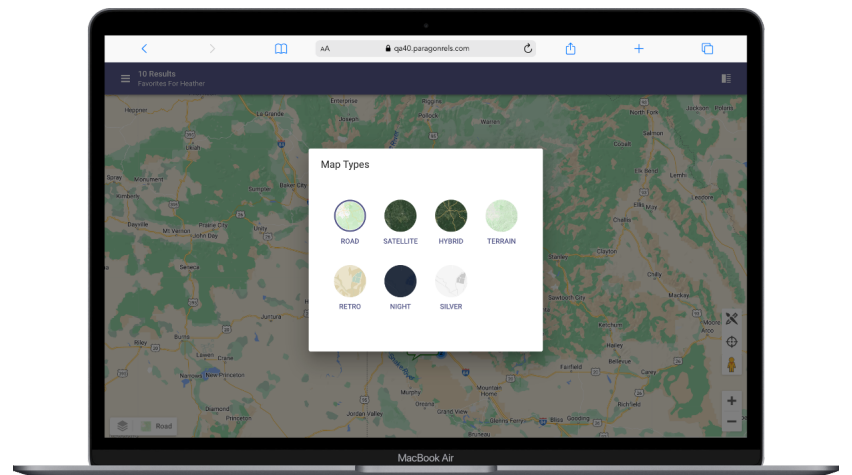
Paragon Connect comes equipped with four different report types. You have a thumbnail view, grid view, map view, and a detail view. The thumbnail report and grid views will load 20 listings by default and lazy-load additional listings as you scroll down. The detail view's property information is completely customizable per organization. You can create as many sections as you want and add any fields to these sections. The map view utilizes Google Maps and Street View.

## Map Types

There are a variety of map types available within the mapping view of Paragon Connect. Just like most systems, the report has a standard default map and an aerial map.

But in addition to those defaults, the mapping application has a night mode, silver mode, and a retro mode. The silver mode is great for overlaying layers on top of the map, making it easier to view and interact with map layers. The night mode is great for those who burn the midnight oil.

The map types are sticky and remain selected while in your current session.



# Detail Report

The detail report provides administrative staff control over how the fields are displayed

## Customizing Report

The detail report in Paragon Connect contains more than just listing fields. It contains a variety of tools, reports, analytics, and more. The report is customizable by the MLS. The application allows the MLS to create sections and add fields to each section.

The layout of how these fields are displayed can be customized as well. Fields can be displayed in a single column or two columns. The system also allows you to format paragraphs of text and provides a special layout for features. The customization of this report is extremely simple and can be updated at any time by the MLS administrative team.

Photos Map View Street View Video

**1837 Manhattan Ave**  
Boise City, Idaho 62338  
Active

**\$700,000**  
Current List Price

MLS Number <b>3827383</b>	Bedrooms <b>4</b>	Bathrooms <b>2</b>
Days on Market <b>72 days</b>	Square Feet <b>4,290 ft</b>	

Remarks

You will love this delightful 3-story Tudor with old-world charm and breathtaking views of Beaver Lake. This 4-bedroom, 3-bathroom home has a 2-car garage—giving you 1,800 sq. ft. of spacious elegance, natural oak floors throughout, and a modern gourmet kitchen. Imagine curling up to a cozy fireplace with a good book. Every night, drift off to sleep to the subtle sounds of the natural lake and forest, then wake up to a spectacular sunrise over the lake.

12 buyers in Paragon are looking for a property like this!

General			
Price per Acre	\$205	County	Valley
Price per SQFT	\$258.29	Age	11 - 20 Years
Property Excluded	Seller's personal items	Type	Single Family
Bedroom 3 Level	Upper	Land Size	5m Lot 5999 SF
App Below Grade Unfin	2400	#Acres	0.120
Year Built	2004	Legal Description	Tamarack Resort P.U.D. Phase 1
Sale/Rent	For Sale	Property Included	Refrigerator, washer/dryer, stove,

## Report Features

- Photo gallery
- Map and Street Map of listing
- Videos
- Full MLS listings
- Public records
- Property history
- AVMs
- Mortgage calculator
- Community reports

### One Column

Label	Data

### Two Column

Label	Data	Label	Data

### Features

Label	Data	Label	Data

### Description

Label

Data

# Map Layers

Map shape overlays

## Map Layers

Map layers provide a visual representation of key indicators when reviewing a property, neighborhood, or general area. Paragon Connect provides six default map layers in every system. This includes a layer to view the city boundaries, county lines, flood plains, neighborhoods, postal codes, and any traffic maps fed from Google Maps.

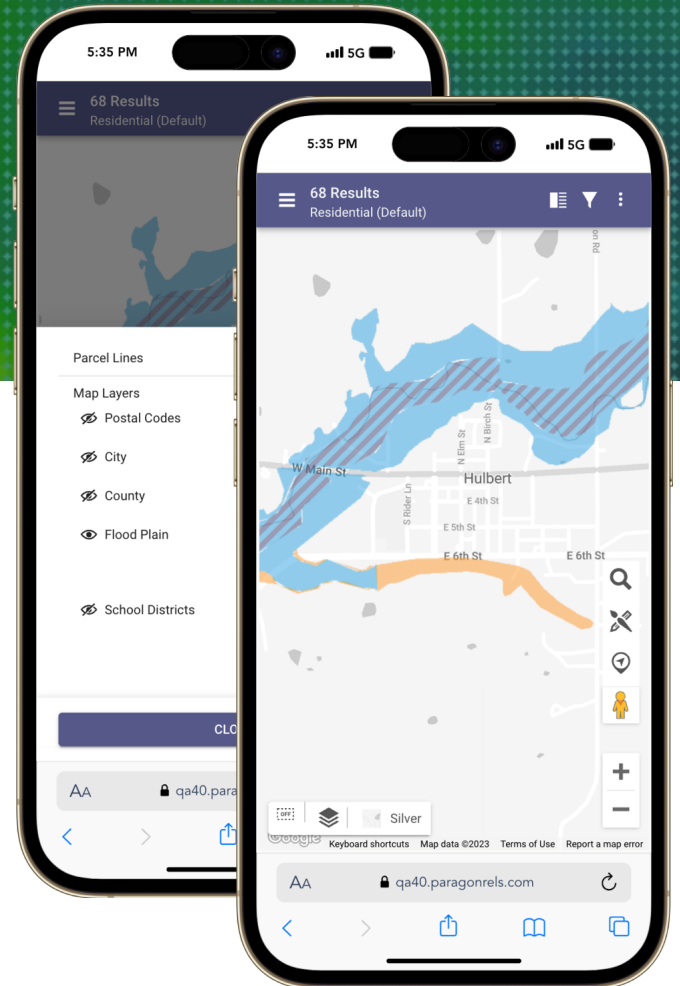
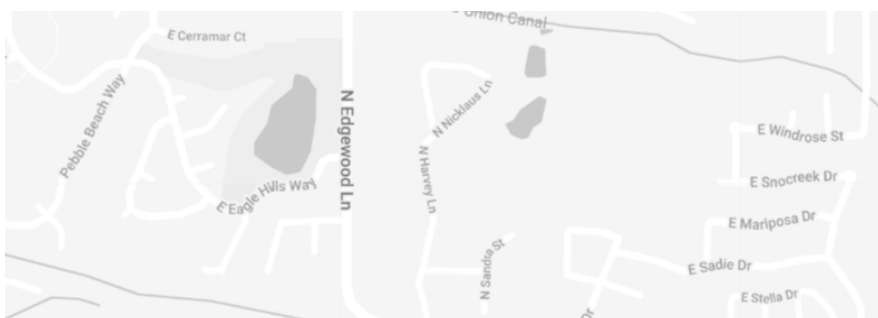
### Default Layers

- City
- County
- Flood Plain
- Neighborhoods
- Postal Codes
- Traffic

## Pro Tips

A little pro tip for our Paragon Connect users. Switch the map type to the “Silver” map type to remove any coloring to the map. This allows for your map layers to be recognized more easily on the map.

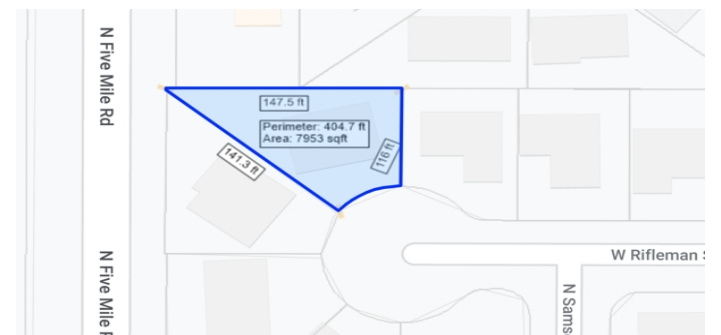
Another tip, you can enable multiple layers at one time. Even with a map layer enabled, you can still click/tap and interact with the parcel layers displayed on the map.



## Interactive Parcels

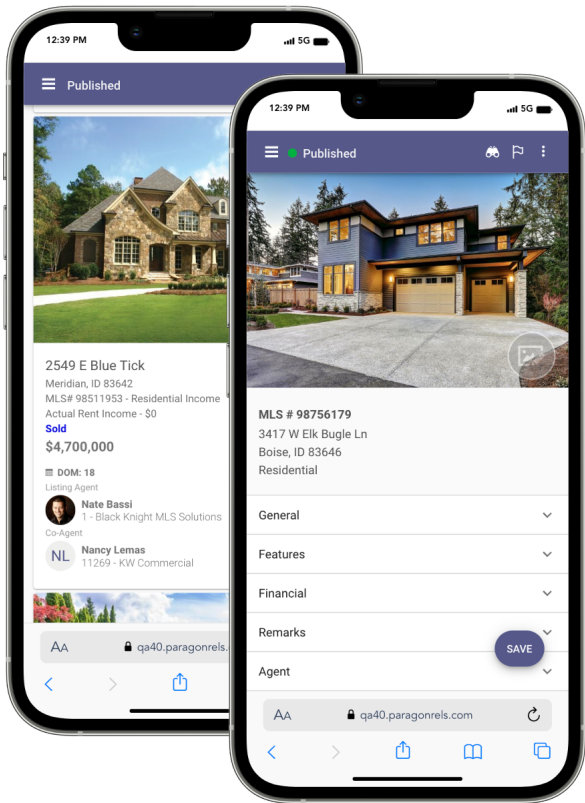
The parcel layer will always be enabled on your mapping view. This layer is also interactive. You can click or tap on any parcel to view the public record report.

In addition, you can add a Property Watch to any parcel to get notified on any changes to the public record. Once a parcel is being watched, a blue-fill color will be applied to the parcel indicating that the parcel is being watched. To stop watching a parcel, just click or tap on the parcel again and select “Unwatch.”



# Listing Maintenance

Edit your listings on any device



## Edit Your Listings

Access and edit any of your listing data from the palm of your hand. The Paragon Connect listing maintenance module gives you full access to all fields, lookups, geographical data and more.

### Key Features

- Quickly displays all your listings
- Edit any field, lookup, date field and more
- Search for any field within the form
- Use auto complete or full screen search modals to find data
- Advanced search options available (equal to, not equal)
- Filter form to display required fields

## Error Tracking

Listing form validates your content based on rules and configurations set by your organization. These business rules drive the accuracy of your listing data. If an error is found, the system will display the error below the field. The listing will not be saved to the system until all errors are resolved.

Below is an example of an error that will display.

## Warnings

Not every issue within the listing form is an error. In some scenarios, a warning will be given to the user. When a warning occurs, the end user can either update the data or accept the warning and continue. The system will provide a toggle button for the end user to accept the warning.

# Add Listings

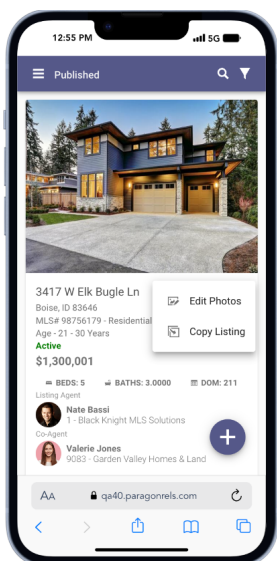
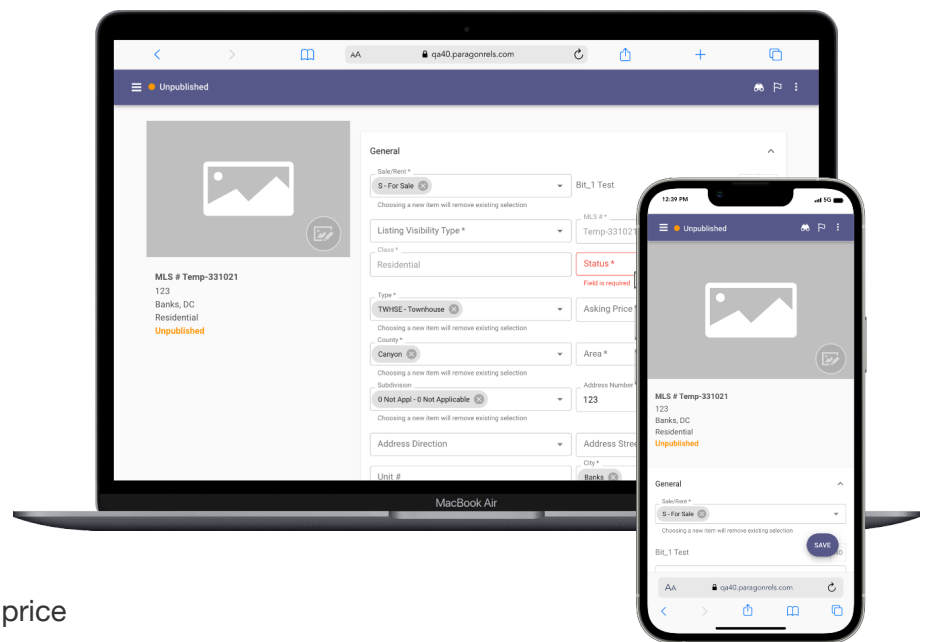
Add a new listing from any device

## Add Listing

Our listing add module allows an end user to input a new listing on any device. We also have various tools to help with the input process. Tools such as tax-autofill, copy listings, copy photos, documents, contacts, and more. Inputting a listing has never been easier.

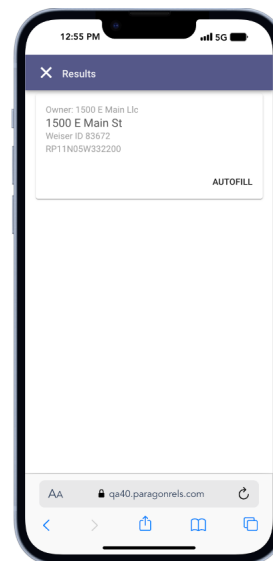
### Key Features

- Full listing form with all fields and features
- Lookup relationship fields
- Save and finish later features
- Upload documents
- Price analysis tool to help determine optimum listing price
- Validate address location tools
- Add/edit/delete any upcoming tour or open houses
- Required to follow all business rules set by organization



## Copy Clone Listings

Need to quickly create a listing based on a similar listing in your inventory. Our copy clone feature will allow you to quickly create a copy of this listing and allow you to make your adjustments. You can also choose to copy photos, documents, associated contacts, and more.



## Tax Autofill

Need a faster way to input a listing? Use our tax autofill to quickly populate fields from a public record. When you are ready to add a listing, simply use the tax autofill address search feature to locate your property. Then just click on the autofill link and your new listing will be populated with fields from the public-record result.

# Tour & Open House

Search, Create, and Manage Tour and Open Houses



## Schedule

Schedule an event and choose an available date from the calendar. Select live stream or an in-person event. Choose the desired timeframe and document any other important information needed for this event, like “refreshment.”



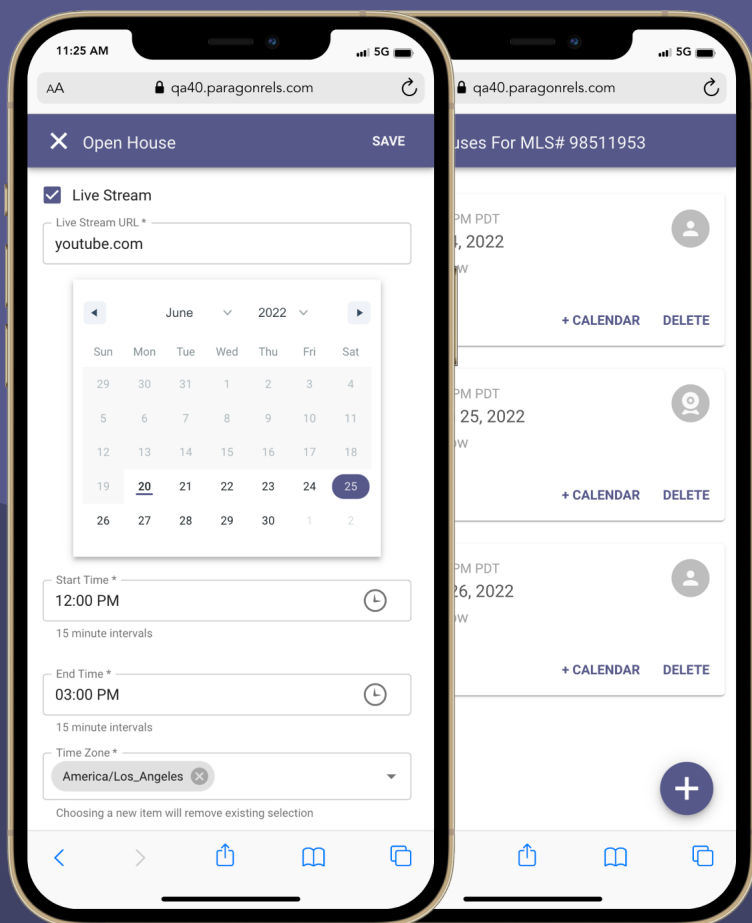
## Multiple Events

Are you planning on scheduling multiple tours or open houses? Use the calendar control to choose multiple days in a row for your event.



## Search

Search Tours and Open Houses and quickly identify any upcoming events. Results include listing information, date, time of event and any other details provided. You can even add an event to your default calendar on your device.

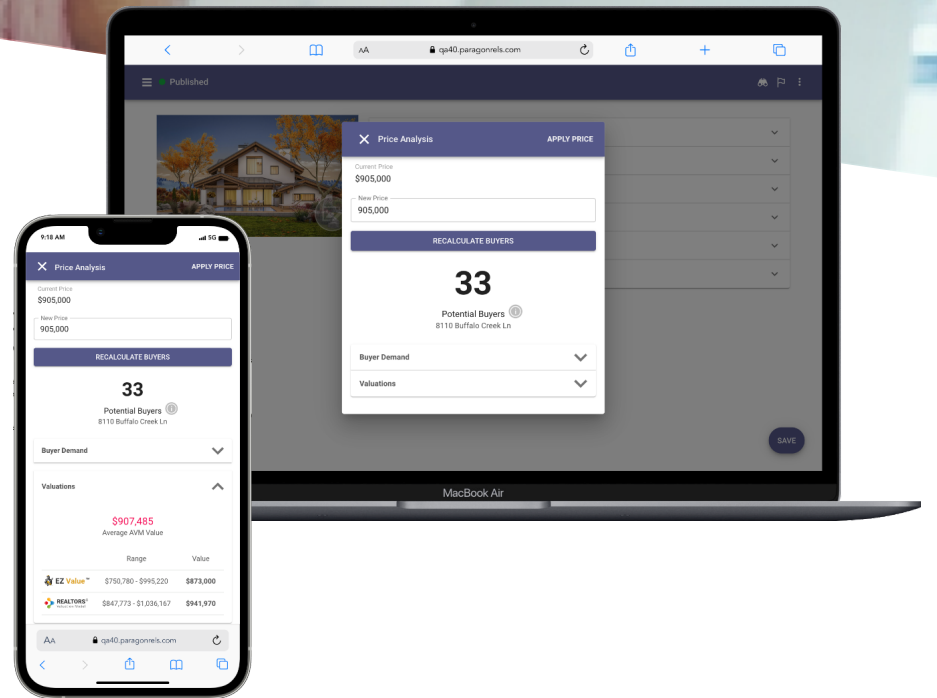


# Listing Maintenance Tools

Add documents, validate address, price analysis and more

## Price Analysis

Having trouble settling on a listing price for your client? Try the price analysis feature. The price analysis tool will evaluate your listing's criteria, price, features, etc. and attempt to find how many prospective buyers are looking for a property like yours. It will then allow you to input a different list price to see if increasing or decreasing the price leads to more or less potential buyers.

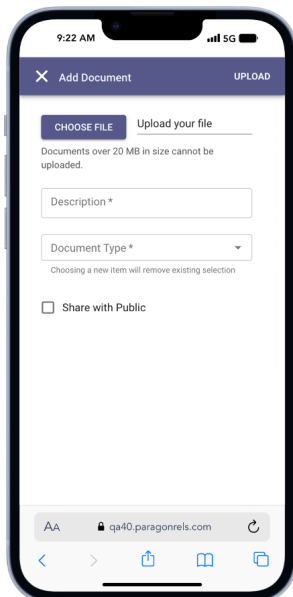


## Key Features

- Allows you to identify the best possible price
- Count of potential buyers at current price
- AVM information
- Buyer-demand statistical data
- Location Score

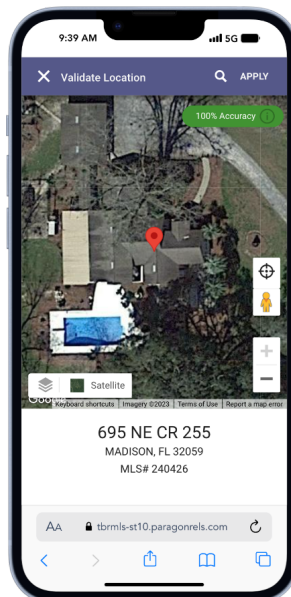
## Upload Documents

Upload your listing documents within our listing module. Add Word, PDF, Excel files, images, and more. Mark the uploaded documents as public or private. You can even add a description of the file uploaded.



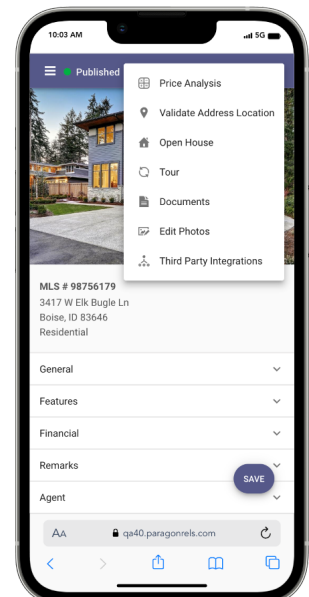
## Validate Address

An accurate location is key for anyone inputting a listing. With our validate-address location tool, users can quickly verify or adjust the location of the property. Simply drag the pin on the desired location for 100% accuracy.



## Third-Party Integrations

Besides our in-house tools and features, our application allows you to access third-party integrations. These integrations will allow you to further provide needed content for your listing.



Snap a Photo

# Listing Photos

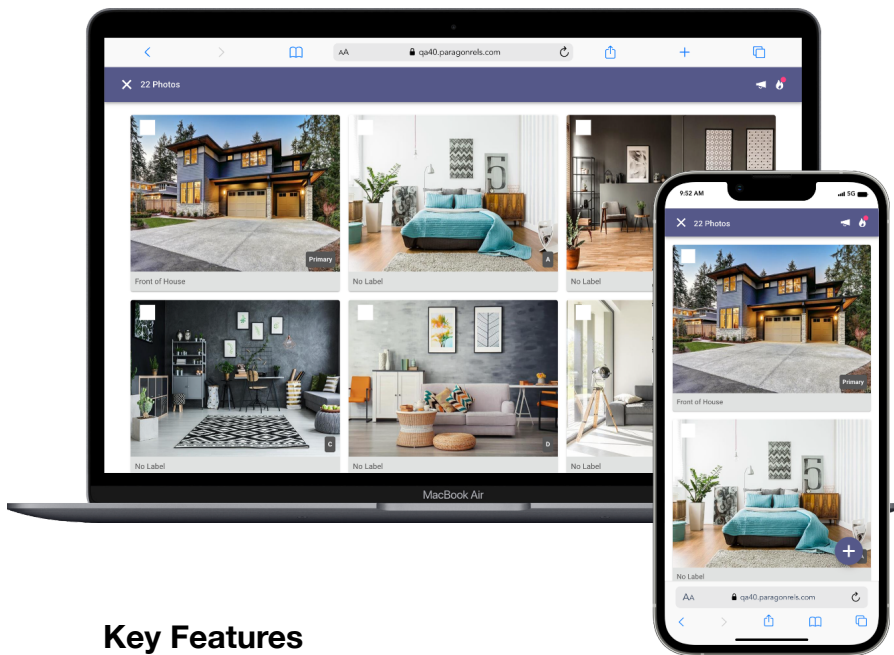
User your mobile device to add listing photos

## Snap Your Own Photos

Enjoy the freedom of being able to use your smartphone to capture and upload photos to your listings. Snap a portrait or a landscape photo, or just go through your phone and select the photos you want to upload.

### Key Features

- Photos allowed to be uploaded using your smartphone to capture photos
- Browse through your photo library to upload photos
- Reorder your photos in the order you like
- Add a label to each photo
- Add a description to each photo



### Key Features

- Crop, flip, rotate photos
- Add a shape from the provided library
- Add an icon from the provided library
- Place custom text on your listing photos
- Freehand draw on the photo
- Add labels
- Delete one or more photos

## Enhance Your Photos

With Paragon Connect, you have the luxury to crop, flip, rotate, and color correct your photos. You can add photo elements like shapes, icons, text, arrows and more to highlight areas of a photo that might be of importance to the agent or consumer.



Filter



Shape



Icon



Text



Draw



# Contact Manager

Add/Edit and manage your contacts

## Contact Manager

Access your vast variety of contacts on your phone. Missing a contact? Quickly create a new contact to add to your list. Set up auto notifications using our collaboration center tools and functions. Track their buyer and selling information directly from their contact profile. Manage searches and notifications.

### Key Features

- Add/Edit contacts
- Email or text your contacts
- Set up buyer and seller notifications
- View history of contact activity
- View seller reports
- Agent recommended
- Archive listings



## Working With Buyers

Once you have created or imported a contact, you can associate a saved search to this contact. The contact would then be set up with a Collaboration site where he/she will be able to review listings; mark them as favorite, possible, rejected; add comments; request showings; create their own searches and more. All buyer's activity is tracked within Paragon Connect. See sample comment from buyer in Paragon Connect below.



**Sarah Johson, 2 days ago**

Love this house, is there a chance we can go see this tomorrow? I...



**Mark Williams, 4 days ago**

What is the lowest price we can get this seller to agree to? I wan...

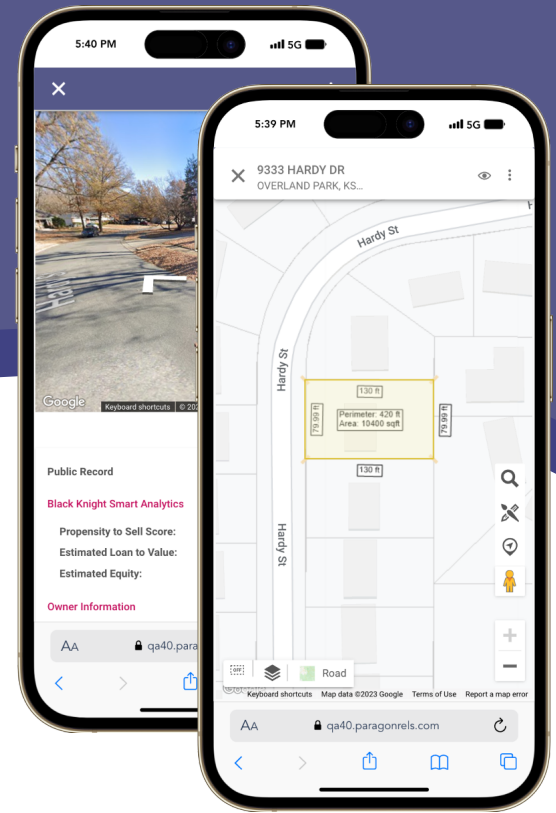
## Working With Sellers

Most sellers can only see how well their house fits in the market by the number of showings scheduled. However, with Paragon Connect, we can paint a larger picture. As an agent, you can see the number of prospective buyers that have viewed the listing, marked it as a favorite, possible, or rejected. You can tell you how many agents have recommended it, saved it in a search or added a comment about it. Below is a sample from the sell side of Paragon Connect.



# Public Records

Search and view public record data



## Interactive Parcels

Utilizing Paragon Connect's interactive parcels, an agent can gather more information about a property than ever before. Not only is the public record information available, but an agent can view AVM's from Black Knight, RPR, and Zillow. There is also the Propensity Score that indicates the likelihood this property will go on the market.

\*Currently available for U.S. customers only

### Key Features

- View arcel, dimensions, and overall square footage
- Display full public record data on property
- Propensity score
- Estimated load to value
- Estimated equity
- AVMs (Black Knight, RPR, Zillow)
- View mortgage history

## Combine MLS & Tax Data

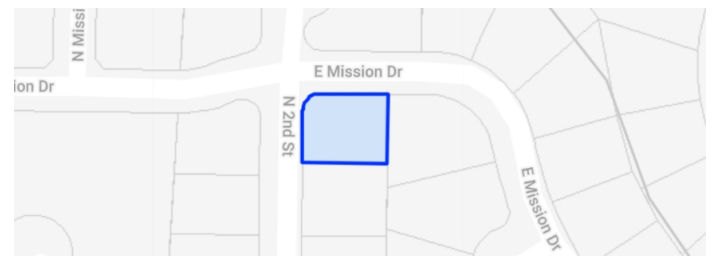
Paragon Connect combines both listing data and public record data into one report. This report also contains property history, AVMs, mortgage calculator, buyer-demand score, videos, 3D/VR models, community reports, and the ability to send this listing information off to any third-party integration.

## Propensity Score

Propensity to List has been added to the parcel property panel for Premium Tax users. The feature uses a proprietary algorithm that considers a variety of data to include sales history, loan-to-value ratio, estimated equity, owner occupied, foreclosure activity and neighborhood trends and assigns one of the following scores that reflects the probability that a property will be listed for sale: Low, Medium, High, Very High and Listed.

## Property Watch

A Property Watch allows you to watch a property and be alerted to any changes on a property or properties. Perhaps you have a client who is interested in a specific property and says, "Hey, let me know if anything changes about this property." Property Watch will help support that request. Put property watches on the properties of open house visitors who sign your guest book and be the first to approach them about listing when the property valuation increases.



## Email Alerts

When any of the defined changes occur for a watched property, an alert is generated. Alerts are delivered in an email direct to the agent. Also, a new section on the property overview appears detailing the updated changes.

2020

17  
NOV

• **New Loans**  
Recording Date: 11/09/2020, Loan Type: New  
Conventional, Shotgun?: No

16  
SEP

• **Value Change**  
Previous Value: \$217,000, Current Value:  
\$241,500, Percent Change: 11.29%

# Listing Carts

Save, collect, and share listings

## Listing Carts

Collecting, saving, and sharing listings is an important task that every real estate agent undertakes. In Paragon Connect, you can create as many carts as you want. You can move a single listing or multiple listings into your carts. Once in a cart, you can email, text, get driving directions and more.



### Key Features

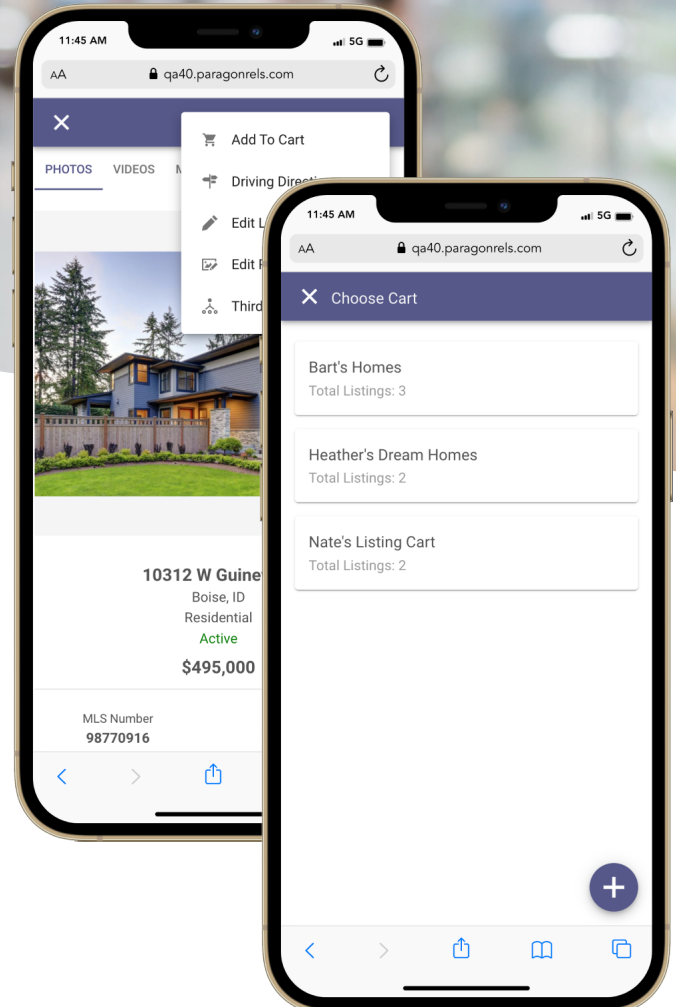
- Add, modify, delete listing carts
- Collect and store several listings in a cart
- Remove and manage your listings in any cart
- Add listings to multiple carts
- Email, text, copy link, and share your listings
- Create and manage same carts

## Adding Listings

You can collect and add listings to a cart throughout Paragon Connect. Anywhere you can view one or more listings you will find the ability to collect listings into a cart. All you need to do is select the listing or listings you want to add to a cart, click the three-dot overflow menu, and from there you will find an option to add listings to a cart. You can add to an existing cart or create a new cart. It's that simple.

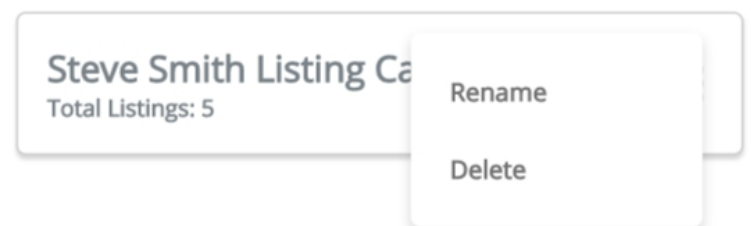
### System Options

-  Add to Cart
-  Driving Directions



## Cart Options

Once a cart is created, you can always rename it. You can also delete any cart from your list of saved carts. Opening a cart will display all of your listings in that cart. From there you can interact, remove a single listing, or remove all listings.



# Calculators

Financial calculators to finesse budgets

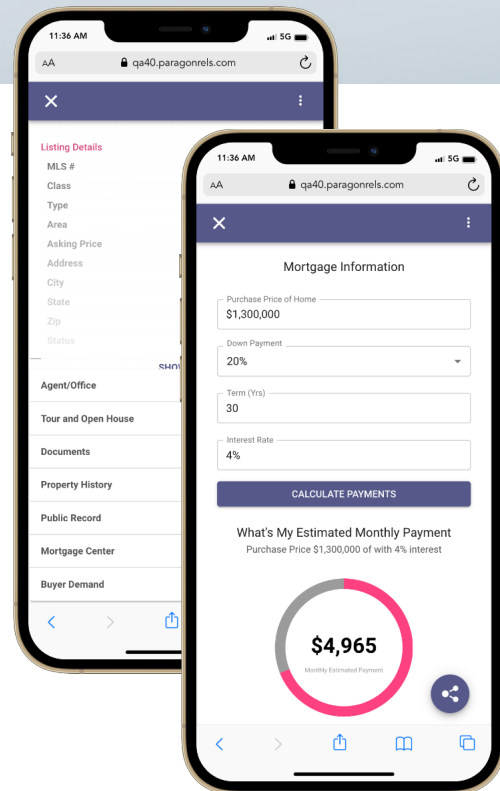


## Mortgage Calculator

On every detail report in Paragon Connect you will find a mortgage calculator. This allows the agent to quickly calculate monthly mortgage payments. The agent can choose and adjust the term and interest rate, along with the purchase price of the home and down payment amount.

### Key Features

- Enter purchase price of home
- Down payment amount
- Terms - 15 or 30yr
- Interest rate
- Calculates estimated monthly payments
- Breaks down total by principal and interest



### Mortgage Information

Purchase Price of Home

Down Payment

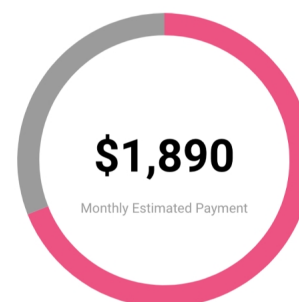
Term (Yrs)

Interest Rate

**CALCULATE PAYMENTS**

### What's My Estimated Monthly Payment

Purchase Price \$495,000 of with 4% interest



#### Breakdown Payment

■ Principal (31%) ■ Interest (69%)

Note: Estimated monthly payment based on a fixed APR loan for the mortgage amount plus taxes, maintenance (when applicable) and does not include insurance or other applicable fees. Information provided as a guide only.

# Hotsheet

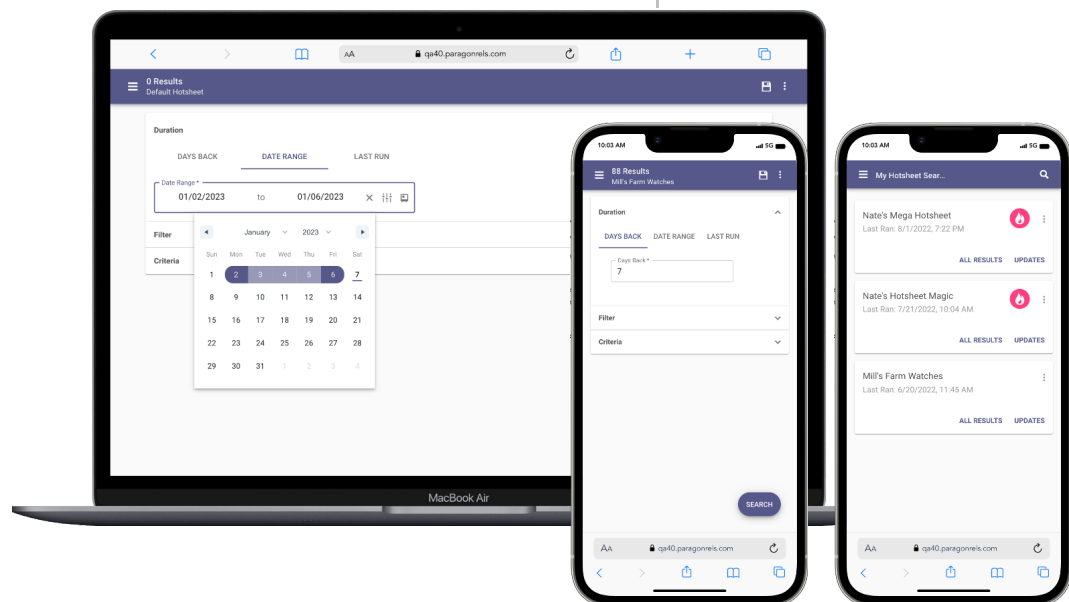
Full hotsheet search with alerts

## Hotsheet Search

A hotsheet is a valuable tool for a real estate agent looking for new or updated listings. Our hotsheet not only the capability of searching but also allows you to save, modify, rename and delete saved hotsheet searches. Want more? Try setting a hotsheet alert on a hotsheet search to get alerts on any updates found.

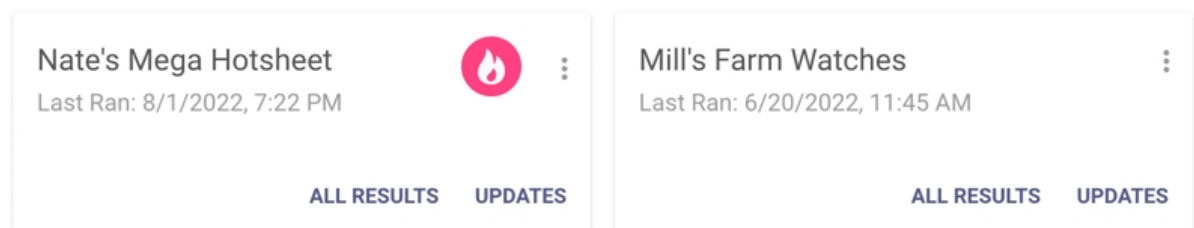
## Key Features

- Days back and date range search
- Results based on last run date
- Additional search filters
- Save, edit, rename, delete searches
- View hotsheet type, date, comments
- Hotsheet alerts



## Hotsheet Alerts

Our new hotsheet alert feature allows an agent to save up to five hotsheet alerts. These alerts will let you know when new updates are found. A fire icon is added to the top app bar of the homepage. Whenever a badge is displayed on the icon, it indicates new updates are found.



# Buyer Activity

Track your buyers' preferences and activity

## Buyer Side Activity

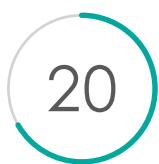
Paragon Connect really focuses in on what your prospective buyers are doing. How many listings did they mark as favorite, possible, or rejected? Did they create any new searches in the Collaboration Center site? Did they send any comments? All of this is tracked on the main dashboard of Paragon Connect and within each contact. The dashboard tracks the activity performed within the last seven days.

### ACTIVE BUYERS

Recent Activity Within Last 7 Days



- Marked as a favorite
- Marked as a possible
- Marked as rejected
- Created new custom search
- Created a new comment



### Number of Visits

Number of times buyer visited Collaboration Center site within the last 30 days



## Track Activity

In addition to delivering your client's interest in properties, Paragon Connect also provides quick access to commonly used features. You can also view your current listing inventory and even quickly update any listings that about to expire. The application also displays any unread comments your client sent from the Collaboration Center.

### MY INVENTORY

Current look at your inventory



Expire Alert	3
Sold	1
Pending Listings	12
Pending Sales	2
Expired	103

\* Based on last 3 months of activity

# Seller Activity

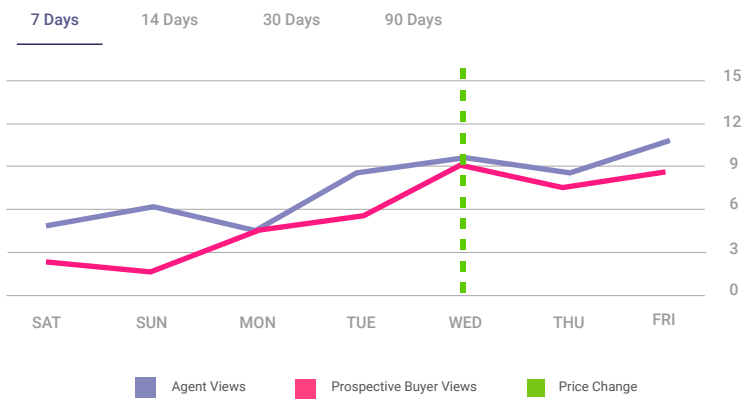
Gather more intel on how your sellers listing is performing in the market

## Sell Side Activity

As an agent, you can now gain more insight into how many times the listing has been viewed, how many people have marked it as a favorite, possible, or rejected, and even how often it's appeared in searches. We take all the buyer preferences and feed them into the sell side of Paragon Connect.

### Daily Views of Your Listing

By real estate agents and prospective buyers



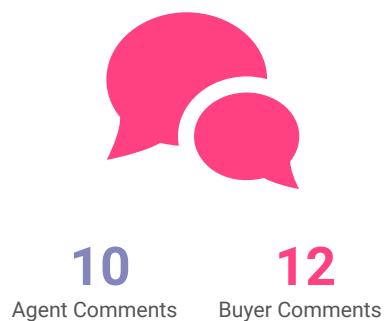
### Prospective Buyer Activity

The following statistics provide you with insight into how prospective buyers are categorizing your listing as part of their home buying process.



### Comments

Conversations about your listing



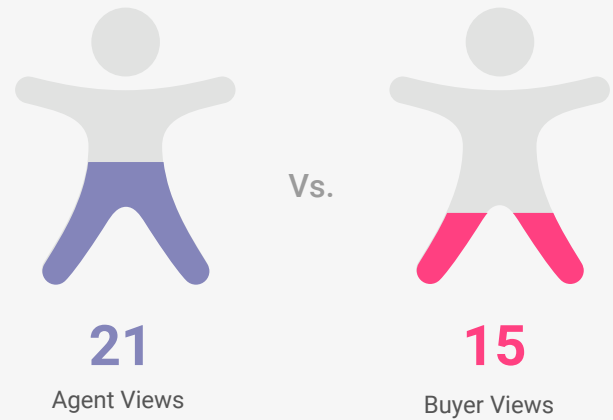
### Recommended

Number of agents recommending your listings



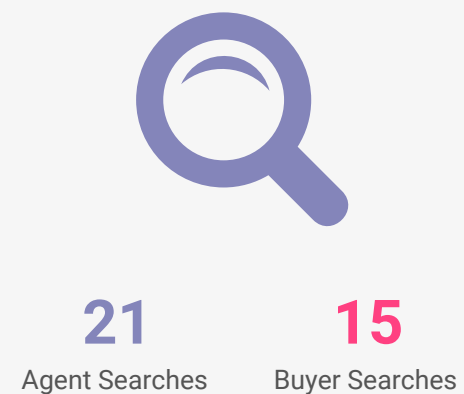
### Views: Agent vs Buyers

Compare number of views by user category



### Saved in a Search

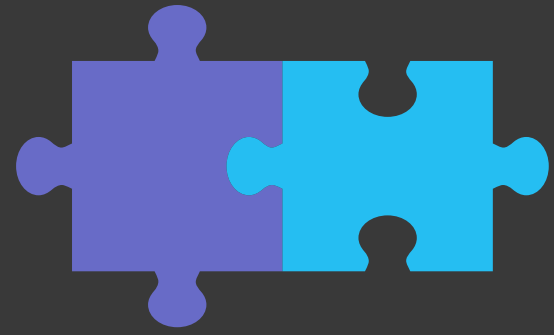
Number of saved searches by user category



# Completing the Puzzle

## OUR ECOSYSTEM

The Collaboration Center changes how consumers and agents interact through the buying and selling process. Utilizing the power of Collaboration Center and Paragon Connect, agents can be confident in their business decisions by exposing their clients to the most reliable source of data and technology.



### HOW IT WORKS



CC

#### COLLABORATION CENTER

Buyer Side

A buyer will use the Collaboration Center application to organize listings into favorites, possible, and rejected. This helps the agent concentrate only on the listings the buyer is interested in.

CC

#### COLLABORATION CENTER

Seller Side

Sellers are informed when prospective buyers have marked their listing as favorite, possible or rejected. The Seller Side also gives your seller instant access to competing listings.



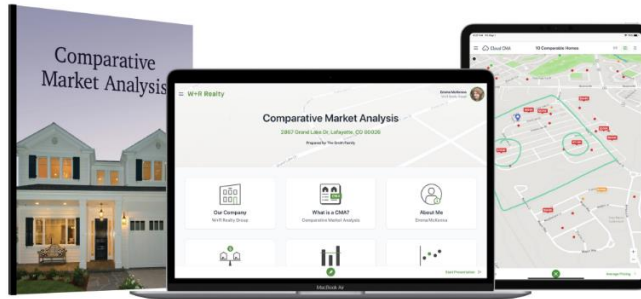
PC

#### PARAGON CONNECT

Agent Side

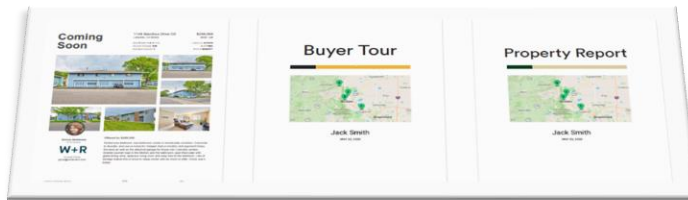
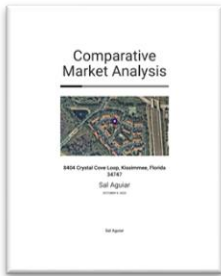
All the data and activity from the Collaboration Center is integrated with Paragon Connect. Now the agent will have the ability to make the best business decisions based on the information provided from these tools.





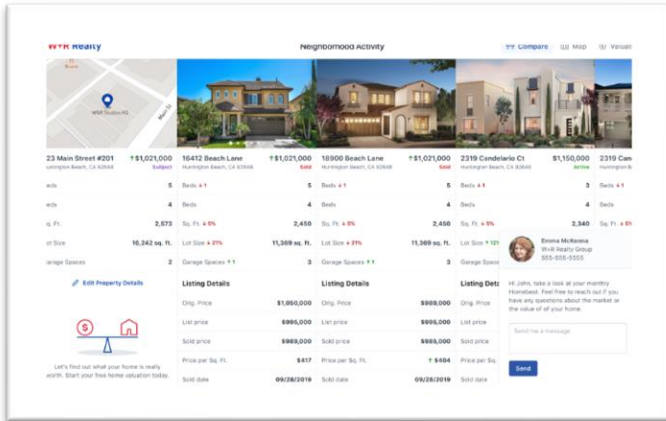
### Presentations That Sell

Our real estate CMA software lets you easily create amazing CMA Reports, Buyer Tours, Property Reports, and Flyers. Win more listings with the best CMA tools on the market.



### Cloud CMA Live

An interactive REALTOR® CMA (comparative market analysis) comes with your report. You can present a virtual presentation in person or online via video conference.

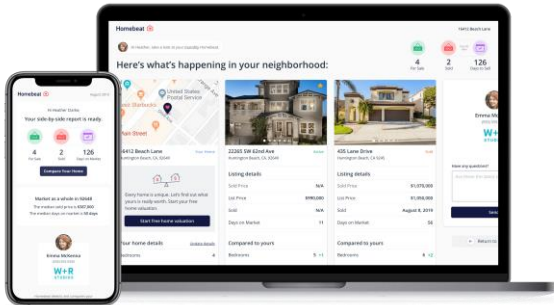


### Buyer Tours Live

Create modern, mobile Buyer Tour reports from your Cloud CMA dashboard in minutes. Showcase properties to your buyer clients with live data from the MLS and put the latest information in the palm of their hand—and your brand at the top of their minds.



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**Set It and Forget It.**

Schedule live automated CMAs emailed to your client to keep you top-of-mind with homeowners. Homebeat is an add-on to Cloud CMA that you can use to keep your seller clients updated on the market value.

**Member Benefit Pricing Proposal for  
Lawrence Board of REALTORS®**

Product(s) 3 - Year Term, 3 - Year Auto-Renewal Annual Price Increase Cap: 6%	Per Member Per Year	Member Count	Description
<b>Option #1</b>			
Cloud CMA	\$15.00/Year	337	CMA Reports, Buyer Tours, Property Reports, and Flyers
<b>Option #2</b>			
Cloud CMA & Homebeat	\$21.84/Year	337	CMA Reports, Buyer Tours, Property Reports, and Flyers + Addon Automated CMA

*Billing is monthly  
Information in this proposal is valid until 3/31/2024.*



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URL: [www.lwolf.com](http://www.lwolf.com)

September 5, 2023

# Real Estate Tech Leader FMLS Brings Cutting-Edge AI to Agents, Brokers Powered by CoreLogic and Restb.ai

**IRVINE, Calif., September 5, 2023** — CoreLogic®, a global leader in property information, analytics and data-enabled solutions, and Restb.ai, real estate's computer vision leader, are teaming up with First Multiple Listing Service (FMLS), the fourth-largest MLS in the country, to provide the most complete package of cutting-edge generative AI tools to FMLS's 57,000-plus real estate professional subscribers, delivered through the CoreLogic suite of MLS solutions.

"FMLS is bringing the best that AI has to offer to the real estate industry," said Jeremy Crawford, FMLS President and CEO and an AI leader in the MLS industry. "We are setting a new standard of tech excellence as we deliver the full Restb.ai Artificial Intelligence Platform through our CoreLogic solutions to dramatically improve the daily work lives of our agents, brokers, and ultimately, their buyers and sellers."

Restb.ai AI services will be fully integrated into FMLS's CoreLogic Matrix™ platform and CoreLogic OneHome™ client collaboration portal. Recently recognized as an Inman Innovator, Restb.ai's generative AI will automatically extract data insights from property photos to streamline the listing input process. Using this same technology, once integrated, homebuyers can upload a photo in OneHome and search for listings with desired features, introducing a new dimension in property search.

Restb.ai services also enhance CoreLogic Listing Data Checker to help ensure MLS and ADA compliance before publication in the MLS and syndication to third-party sites.

"FMLS delivers a distinct AI advantage to its subscribers by enhancing its current Matrix MLS product suite with the addition of Restb.ai AI services," said Shaleen Khatod, Executive, Enterprise Strategy & Initiatives at CoreLogic. "We are pleased to be working with FMLS and Restb.ai to lead the industry with truly meaningful innovations that we hope will benefit many clients."

"Jeremy's technology leadership is helping accelerate the advancement of AI in the MLS industry," said Lisa Larson, Managing Director of North America for Restb.ai. "He demonstrates a micro-focused commitment to equipping his agents and brokers with AI-enhanced MLS tools to help them succeed in today's modern landscape. His strategic leadership also underscores an unwavering emphasis on data accuracy and data security."

FMLS will deploy the new Restb.ai technology throughout its CoreLogic products and services, which will include:

- **Photo Tags:** During the Matrix listing input process, advanced AI technology reads what's in the image and provides automated captions for each photo in seconds, saving FMLS agents significant time.

- **ALT-Text Technology:** AI adds the appropriate ALT-Text (tags) description for every photo uploaded for the listing to help ensure accessibility and ADA compliance when images are automatically distributed to FMLS member websites.
- **Generative Property Descriptions:** In seconds, computer vision technology takes the dozens of photos and agent uploads for their listing to automatically compose several different property descriptions. Agents may select from the different styles and tones and edit any draft to ensure the property description reflects their own branding style.
- **Image Matching Capability:** Restb.ai's MLS Match is a revolutionary new photo match technology integrated into CoreLogic's Matrix and OneHome applications. Its computer vision technology identifies properties with similar features and architectural styles, delivering a better way to search for properties compared with today's standard search criteria.

These new features and benefits are in addition to FMLS's existing photo compliance system and CoreLogic Listing Data Checker. Rollout for the new features will commence in early Q4 2023.

### **About FMLS**

First Multiple Listing Service (FMLS) was founded in 1957 by a group of Brokers who wanted to share real estate listings and connect buyers and sellers. Today, FMLS is the 4<sup>th</sup> largest MLS' in North America, serving over 57,000 real estate agents and brokers in Georgia and across the southeastern United States. For additional information or to start a discussion about how we can partner, please contact us at [join@fmls.com](mailto:join@fmls.com)

### **About CoreLogic**

CoreLogic is a leading provider of property insights and innovative solutions, working to transform the property industry by putting people first. Using its network, scale, connectivity, and technology, CoreLogic delivers faster, smarter, more human-centered experiences that build better relationships, strengthen businesses, and ultimately create a more resilient society. For more information, please visit [corelogic.wpengine.com](http://corelogic.wpengine.com).

### **About Restb.ai**

[Restb.ai](http://Restb.ai), the award-winning leader in AI and computer vision for real estate, provides image recognition and data enrichment solutions for many of the industry's top brands and leading innovators. Its advanced AI-powered technology automatically analyzes property imagery to unlock visual insights at scale that empower real estate companies with relevant and actionable property intelligence. Restb.ai is like having a real estate expert instantly research and provide a deep insight into each of the 1 million property photos uploaded daily.

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