Supplement Your Income With MLSAdyantage[™] Where Realtors[®] in Florida Share Listings

TRAINING MANUAL 3 Hours CE



Contact Information for MLSAdvantage Technical Issues: Call Tech Helpline – (407) 587-1450 Email Tech Helpline – support@TechHelpline.com Monday through Friday – 9:00 AM to 8:00 PM; Saturday & Sunday - 9:00 AM to 5:00 PM ET

Antitrust Reminder

Realtors are competitors, and healthy competition is what allows the market to survive. This classroom should be a forum for the sharing of ideas, fostering open discussion among participants. Florida Realtors and this board/association do not in any way encourage or sanction any particular business practice.

Because of the nature of classroom discussions, all participants are asked to be mindful of antitrust laws. Florida Realtors (along with this local association) does not tolerate any discussion or activities of an anti-trust nature. Florida Realtors and this local association support the policy of competition outlined in antitrust laws. Because of the severity of the penalties involved, Florida Realtors will take all precautions necessary to ensure that violations of antitrust laws do not occur.

Florida Realtors® Student Code of Conduct

All students enrolled in Florida Realtors sponsored courses, including but not limited to, Graduate Realtor Institute (GRI) modules, Continuing Education (CE) courses, post licensing education programs, webinars, online courses and convention programs will adhere to and follow the Realtor Code of Ethics and the professional standards outlined in Florida State laws and rules.

Responsibilities of Students

- All students will exemplify the Realtor reputation through their conduct at all times.
- All students will document their participation appropriately, providing their full legal name, license number, and time in and out times on the sign-in sheet in order to receive credit.
- All students will comply with local sponsor policies and procedures.
- All students will refrain from any discussion that is or may be construed as being antitrust in nature.
- All students must be honest and forthright in their participation in any course. Students will be receptive to the material and participate in all course activities, including but not limited to, discussions, case studies, quizzes, tests or other evaluations for the duration of the course.
- A student shall not impair, interfere with, or obstruct the orderly conduct and learning environment provided by Florida Realtors, local board sponsor, the students, faculty members, or invited guests.

This includes, but is not limited to:

- 1. Committing or threatening to commit any act of violence.
- 2. Threatening the health, safety or welfare of another.
- 3. Acting recklessly.
- 4. Invading the privacy of others.
- 5. Interfering with a faculty or staff member in the performance of his or herduty.
- 6. Making, exhibiting or producing any inappropriate, loud or disruptive behavior.
- 7. The use of portable computers, cellular telephones, portable personal music devices if such use disrupts others in the course.
- 8. The use of portable computers, cellular telephone, portable personal music devices is prohibited during end of course examinations. These devices must be turned off and placed inside a purse, briefcase or backpack during the duration of the examination.
 - No student shall provide false or misleading information to the instructor, local board staff, or on official course documents.
 - No student shall misuse any Florida Realtors or local board materials, service, property or resource.

Course Objectives

At the completion of this course, the student will be able to:

- Successfully navigate around the web-based search engine.
- Identify system requirements to ensure a reliable platform.
- Effectively perform specific types of searches to include features your clients find desirable while eliminating undesirable features.
- Effectively utilize the various map search tools to pinpoint properties within the client's desired geographical area.
- Manage the Map and List results.
- Manage the reporting queue.
- Generate reports for printing or emailing to clients.
- Set up a search to be automatically emailed to clients.
- Add clients to the customer database for use in a comparative market analysis or a saved search.
- Set up the basic comparative market analysis default information.
- Create a comparative market analysis along with reports that can be emailed to clients for them to view and print.
- Edit Agent and Office Information.

INTRODUCTION

MLSAdvantage™ is a co-operative search engine that allows an MLS and its participants/subscribers to have mutual access to available property listings in all other participating MLSs. Through a single search, a REALTOR® can find all property listings that match search parameters regardless of the MLS which originated the listing.

MLSAdvantage[™] allows participating boards and members to share available MLS listings across the state of Florida. With a single search, members can find all listings that match your search parameters from participating MLS boards.

Property listing information can be auto-populated from MLSAdvantage[™] directly into contracts in Form Simplicity. This valuable search tool is available only to members of subscribing associations and MLSs.

List of participating boards

NOTE: If your board is listed here, you have access to MLSAdvantage™:

- Amelia Island Nassau County Association of Realtors®
- Bartow Board of Realtors®
- Bonita Springs-Estero Association of Realtors®
- Broward, Palm Beaches and St. Lucie Realtors®
- Central Panhandle Association of Realtors®
- Daytona Beach Area Association of Realtors®
- East Polk County Association of Realtors®
- Emerald Coast Association of Realtors®
- Englewood Area Board of Realtors®
- Flagler County Association of Realtors®
- Greater Tampa Realtors®
- Heartland Association of Realtors®
- Hernando County Association of Realtors®
- Lakeland Association of Realtors®
- Lake Wales Association of Realtors®
- Martin County Realtors® of the Treasure Coast
- Miami Association of Realtors®

- Naples Area Board of Realtors®
- Navarre Area Board of Realtors®
- New Smyrna Beach Board of Realtors®
- Northeast Florida Association of Realtors®
- Ocala/Marion County Association of Realtors®
- Okeechobee County Board of Realtors®
- Orlando Regional Realtor® Association
- Osceola County Association of Realtors®
- Pinellas Realtor® Organization
- Realtors® of Punta Gorda, Port Charlotte, North Port, Desoto
- Royal Palm Coast Realtor® Association
- Realtor® Association of Sarasota and Manatee
- Realtors® Association of Franklin and Gulf Counties
- Realtors® Association of Lake & Sumter Counties
- Space Coast Association of Realtors®
- St. Augustine & St. Johns County Board of Realtors®
- Tallahassee Board of Realtors®
- Venice Area Board of Realtors®
- West Pasco Board of Realtors®
- West Volusia Realtors® Association

MLSAdvantage[™] has some great features to make your experience seamless.

- Google Mapping search properties by map view
- Easy functionality
- Enhanced reporting features
- Account customization tools
- Sync data into a Form Simplicity transaction
- Professional and redesigned reporting features
- Organization of listing details including tax information
- Automatic email alert system to improve client communication
- Personalization: add your photo, logo and email signature to your reports

What is MLSAdvantage[™]?

MLSAdvantage^M is a collection of listings from many different MLSs across the state, and not all data corresponds to the same info that is available in your MLS. "Less is **More**" is a good rule for getting the most out of MLSAdvantage^M.

NAVIGATING MLSADVANTAGE[™]

0	Help Button opens a Help Viewer to the help content or explanation appropriate for that field
Min	Drop Down Menu allows you to select one value only. The Control (CTRL) key does not work.
Single Family X	Multiple Selection List Box allows you to select one or more values with the use of the Control (CTRL) key . To delete a value from the list box, click on the "X" on the right side of the value.
MORE +	This button expands or maximizes the window.
LESS -	This button collapses or reduces the window.

FIELD SEARCH TAB

Once in MLSAdvantage[™] you need to select a search method. MLSAdvantage[™]offers multiple ways to search the listings. They are **Field Search**, **Map Search**, **Hotsheet Search**, and **Saved Search**.

Note: These various methods can be combined. For example, you might search for houses that are within a 10-mile radius of a particular location and that have three bedrooms and a pool.

Search by MLS Number – If you have the MLS number of a property, simply enter its MLS number and the system will retrieve the data. If MLS Listing ID number is entered in the search, any additional search criteria entered will be ignored. Comma separated values are accepted. Example: 123456, 234567, 345678.



Search by Radius – Enter a valid starting address. Select a distance option and the system will return all the properties within the radius specified. **Address** and **Zip Code** are required. City and County fields are ignored. All other criteria will apply in search.

SEARCH BY RADIUS O			
Address	Zip Code	Distance	Search
		NEW BTING	

Basic Search – Search options above the **"MORE+/LESS-"** divided areas are considered a basic search and include the most common criteria for performing a search based on various related characteristics of the property, such as the City, Property Type, Price, etc.

Required Fields: Property Type, Property Status and at least one selection from County, City, or Zip Code.

County 😏		City 📀			Zip Code 😧						
County				City				Zip Co	ode		
Property Type				Property St	tatus			Business Type			
Single Family ×				Active ×				Business Type			
Price							Price				
Min	•	to	Мах	•		OR		to			
Bedrooms							Bathrooms				
Min	•	to	Мах	٣			Min	▼ to	Мах		•
Living Sqft							Lot Sqft				
Min	•	to	Мах	•			Min	• to	Max		•
						- Coor					
						Sear	cn				
				 				 			MORE+ -

Advanced Search - Search options below the "**MORE+/LESS-**" divided areas are considered an advanced search and include the least common criteria for performing a search. Selected features may include such things as swimming pool, waterfront property, fireplaces, etc.

					- LESS
House Number	Street Direction	Street Name		Street Type	
Remarks 🕑 Public 🗆 Private		Legal Description			
Owner Name	Community / Subdivision @	Zo	ning		
Year Built		Acres			
to		Min •	to Ma	X	T
Lot		Block			
to			to		
Unit		Sold Date			
to			to		

Exclude Listings from MLS: This feature allows you to exclude listings that you have already seen in your own MLS.

Included Features: Select features that are required to be in the listing.

Excluded Features (Negative Search): Select features that are required to not be in the listing.

Possible Features (Nice to Have): Select features to add to the search that may be in the listing but not required.

Exclude Listings from MLS 📀								
Select MIs To Exclude From Search								
Included Features 😌	Excluded Features 📀	Possible Features 9						
Add Feature	Add Feature	Add Feature						
Features included in Listing	Features Excluded From Listing	Features Possibly in Listing						
Search								



By clicking on the **Add Feature** button under the **Included Features**, **Excluded Features**, or **Possible Features** categories, it will open up the appropriate feature category box.

INCLUDED FEATURES	×				
Water Features	General Info				
Ocean view ×	Select Features				
I					
Lake access	Style				
Lake view	Select Features				
Lake frontage					
Lake or river view	Mobile Homes				
River frontage/Access	Select Features				
River view	Community				
Ocean access	Select Features				
Ocean frontage					
Scenery	Stories				
Select Features	Select Features				
Recreation	Lot				
Select Features	Select Features				
LotSize	Fencing				
Select Features	Select Features				
LandUse	Parking				
Select Features	Select Features				
Construction	Foundation				
Select Features	Select Features				
Roof	Exterior				

After making your selections, click on the **Close** button.

Close

After entering all of your search criteria, click on the **Search** button.

Search

List Results displays a list of properties that match your search. Click **MORE+** to filter your results, **Save & Search**, or go **Back to Search**. Click on the **Sort** drop down to sort by high to low or low to high **Price**, **Sqft**, **Bedrooms**, **Bathrooms**, and **Sold Date**. Maximum results per page are **100**.

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LIST RESULTS MAP RESULTS			
Sort	Per Page		0
Price (High to Low)	25 •	Add All to Report	Report Queue 0
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Delas	max		Intex
Min to	Max •	Searc	1
I-25 of 253 properties			< 1 2 3 >
25 images	3812 REDDITT ROAD, Orland	o, FL 32822	\$339 900
	Bedrooms: 5 Bathrooms: 3 SqFt: 3,54 Pool: No. Waterfront: No. Community: 1	17 Type: Single Family Sale: Traditional OS TERRANOS	Active
	MLS Association: My Florida Regional	MLS Listing ID: 05392632	Add to Report
			View Details
Service and the service of the servi			
1 Images	4923 PETROFF AVENUE, Orla	ando, FL 32812	\$274 900
	Bedrooms: 3 Bathrooms: 2 SqFt: 1,50 Pool: No Waterfront: No Community: 1	8 Type: Single Family Sale: Traditional NOT A SUBDIVISION	Withdrawn
	MLS Association: My Florida Regional	MLS Listing ID: 05395394	Add to Report
			View Details
	-		
18 Images	4738 DEER ROAD , Orlando, F	FL 32812	\$249,900
	Bedrooms: 3 Bathrooms: 2 SqPt: 1,9 Pool: Yes Waterfront: No Community:	34 Type: Single Family Sale: Traditional GATLIN HEIGHTS	Pending
NOTICE T	MLS Association: My Florida Regional	MLS Listing ID: T2800874	Add to Report
			View Details
25 Images	5247 SECLUDED OAKS DRIV	E , Orlando, FL 32812	\$246,000
and the second s	Bedrooms: 4 Bathrooms: 3 SqFt: 2,34 Pool: No Waterfront: No Community:	39 Type: Single Family Sale: Traditional SECLUDED OAKS	Sold (08/29/2014)
And Bart	MLS Association: My Florida Regional	MLS Listing ID: 05213997	Add to Report
Britt B			View Details
23 Images	3595 REDDITT ROAD, Orland Bedrooms: 3 Bathrooms: 1 SqFt: 1,14	o, FL 32822 40 Type: Single Family Sale: Traditional	\$240,000
	Pool: No Waterfront: No Community: I MLS Listing ID: 05216616	NONE MLS Association: My Florida Regional	50iu (07/06/2014)
			Add to Report
Contraction of the second			View Details
20 Income	A707 A DDOM/ DOA D_Orlande	EI 22042	****

By clicking on the **View Details** box, the property details are displayed of selected property. You can **Add to Report, Create Report**, view a **Virtual Tour** (if one is available), or **Write Contract** using Form Simplicity. Double-clicking on the photo will enlarge the photo. There are three tabs in the Property Details view: **Property Details, Listing Details**, and **Map & Directions. Back to Results** takes you back to the Search Results. **Back to Search** takes you back to the Map Search screen. <u>Note</u>: Your search criteria will be lost.

Property Details Tab displays public descriptions, features, room dimensions, and other information about the property.



Listing Details Tab displays private descriptions, financial details, listing history and other information about the listing.

PROPERTY DETAILS	LISTING DETAILS	TAX DETAILS	MAP & DIRECTIONS	
Private Description				
Private Remarks: Please Dean(e use FR/BAR-5 AS-IS Cont @deanandcompany.com. Ti	tract when submitting a itle is First Advantage T	in offer. Download and include Title, 59 Alafaya Woods Blvd, O	MLS Attachments and Pre-Approval or Proof of Funds with offer. Submit all offers to viedo, FL 32765. Phone: 407-977-2800; contracts@1advantagetitle.com
Showing Instructions:				
Realtor Aids:				
Financial Information				
HOA Fee: HOA Freq: Main	tenance Fee: Maintenance	Freq: Taxes:\$1,377	Tax Year:2016 Homestead:Y	Terms: Possession:
Listing Information				
Owner Name: Owner Phone:	Bonus: Buyer Agent Cor	mp:3% Non Rep Comp	:1% Trans Agent Comp:3% I	icensee Name:Dean M. Gonzalez Licensee Phone:(407) 325-7804
Licensee Cell:(407) 325-7804	Licensee Fax: (407) 895-48	07 Licensee Toll Free:	Licensee Email:dean@deanar	dcompany.com Office Name:Keller Williams Advantage 2 Re
Office Phone:(407) 393-5901	Office Fax:(407) 393-5911	Office Toll Free: Office	Email:tyrrelltm@aol.com Of	ice Address:12301 Lake Underhill Dr., Orlando, FL 32828 Broker Name:Lori A. Tyrrell
Broker Phone:(407) 977-7600	Broker Email:Team@LoriT	yrrell.com		

Tax Details – Tax information displays the parcel information, owner information, sales history, mortgage history, Lis Pendens history, tax assessment, valuation for the current year, building information, construction information, and other improvement information.

PROPERTY DETAILS	NG DETAILS MAP & DIRECTIONS
mmt (1) nio	David
ABOUTUS	
Parcel Info	
Property Address:	3663 REDOITT RD
	ORLANDO, FL 32822
County:	Orange
Subdivision:	
Lot/Block/Unit/Phase:	
Sec Twn Rng:	015235306
Property Type:	SINGLE FAMILY RESIDENTIAL
Tax ID/Parcel ID:	302315000000046
Prop Ref/Map #:	344714
Landsize/GIS Acres:	1 Lot/Tract/1 Acres
Zoning:	
WaterFront:	
Census Tract/Block:	135.11/1021
View County Assessor Information	
Legal: BEG B13.1 FT N OF SW COR O	NE1/4 OF SE1/4 RUN S 100 FT E 466.7 FT N 100 FT W 466.7 FT TO
POB (LESS RD R/W) IN SEC 15-23-30	

Map & Directions - Directions are provided at the Bottom of the Map & Directions tab. MLS Directions are the directions provided by the listing agent in the MLS. Google Directions are driving directions directly from **Google Maps**. Enter you starting address and click **Get Directions**, direction results will be displayed above in map area. Print and Email options are available for Google Maps Driving Directions. **Note:** for best results enter a full address including city, state and zip code.



<u>Group Activity – Field Search (15 minutes)</u>

A customer gives you a call to tell you that his company is transferring him to the company's St. Augustine's branch office and wants you to find for his family a single-family home in the Saint Augustine and Saint Augustine Beach areas in the price range between \$300,000 and \$600,000.

The customer requires the following specifics:

- 3 or 4 bedrooms with a minimum of 2 bathrooms
- living SF between 1600 to 2600
- in-ground swimming pool
- must have cathedral ceilings
- 2 car garage

MAP SEARCH

Select a search area by using the zoom out (+) and zoom in (-) on the bottom right corner on the map. Then using the **Circle**, the **Rectangle**, or the **Polygon** map search tools above the map, listings will be found and displayed within a geographical area. Moving and resizing of the drawn shape is enabled.

- **Circle:** This search tool draws a circle based off a center point, capturing all listings that fall within the radius you highlight. A simple search area is created without having to draw it by hand. The first click will set the **center** of the circle. The second click will set the size of the circle.
- **Rectangle:** The first click will set the **NW** point of the rectangle. The second click will set the **SE** point of the rectangle. All listings will be captured with the rectangle map search. A simple search area is created without having to draw it by hand.
- **Polygon:** This search tool gives a way to filter the map search to listings with a specific area. The first click will set the beginning of a specific area. The second click will set the end of that specific area.

Required Fields: Property Type, Property Status and one shape drawn on map. **Non-Required Fields:** Price, Bedrooms, Bathrooms, Living Sqft, Lot Sqft, Year Built, Acres, Remarks, Legal Description, Owner Name, Community/Subdivision, Zoning, Exclude Listings from MLS, Included Features, Excluded Features, and Possible Features. However, these features are provided to help limit results in the "**MORE+**" area.



Then click on the **Search** button. If you would like to save the search, click on the **Save & Search** button.

SEARCH 0							
FIELD SEARCH	MAP SEARCH	HOTSHEET SEARC	H SAVED SE	ARCH			
					Search Name	0	
							Save & Search
Draw O					_	-	
	Circle			Rectangle			Polygon
Property Type		Pr	operty Status			Business Type	
Single Family ×			Active ×			Business Type	
Price				Price			
Min	▼ to N	lax	* 0	R		to	
Bedrooms				Bathroo	ms		
Min	▼ to N	lax	•	Min		* to Max	
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Map Results displays properties that match your search on the map. Click **MORE+** to filter your results, **Save & Search**, or go **Back to Search**. Click on the **Sort** drop down to sort by high to low or low to high **Price**, **Sqft**, **Bedrooms**, **Bathrooms**, and **Sold Date**. Maximum results per page are **250**. Moving and resizing of the drawn shape is enabled. Note the legend in the bottom right corner of the map. In this example, multiple statuses appear with different color codes. It also includes a **Cluster icon** which denotes the indicated number of listings for that area.



When you click on **Add to Report**, the box will change to **Remove from Report**. The **Report Queue** will display the number of properties that you added to your report queue.

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LIST RESULTS	MAP RES	SULTS					
Sort				Per Page			<u></u>
Price (High to Low)		,		25 🔹	Add All	to Report	Report Queue 2
Bedrooms					Bathrooms		
Min	٠	to	Max		Min	▼ to Ma	X v
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Min	×	to	Max	*			
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-25 of 253 properties							< 1 2 3
25 Images			_	3812 REDDITT ROAD , Orlan	do, FL 32822	Traditional Real No.	\$339,900
		-		Waterfront: No Community: LOS TERF	RANOS MLS Association: My Flo	orida Regional	Active
ALC: T		-		MLS Listing ID: O5392632			Remove from Report
			*				VIEW Details
1 images 492				4923 PETROFF AVENUE, Or Bedrooms: 3 Bathrooms: 2 SqFt: 1,5	Traditional Pool: No	\$274,900	
				Waterfront: No Community: NOT A SU	vviindrawn		
		-		MES Eising ID. 05535534			Remove from Report
	-						View Details
18 images				4738 DEER ROAD , Orlando,	FL 32812	Teoliticael Deck Ver	\$249,900
				Waterfront: No Community: GATLIN H	IEIGHTS MLS Association: My FI	lorida Regional	Pending
	U.	-1		MLS Listing ID: T2800874			Add to Report
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25 Images				5247 SECLUDED OAKS DRIV	/E , Orlando, FL 32812	Teoditional Deals No.	\$246,000
aller -			-	Waterfront: No Community: SECLUDE	ED OAKS MLS Association: My F	Traditional Pool: No Torida Regional	Sold (08/29/2014)
Let Ba	1		N.	MLS Listing ID: O5213997			Add to Report
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By clicking the **Report Queue** button, it will direct you to see properties placed in report queue. If you want to remove the listing from the **Report Queue**, then click on the **Remove from Report** box. (See next page)

Report Queue is a temporary list of properties that you can gather from multiple searches to generate a report. The Report Queue limited to **25 listings** because most of these reports are emailed to customers, and email systems will accept less than **10 MB** files. Due to file sizes associated with PDF reports, adding more than 25 listings to a report can create long wait times and large file sizes.

Remove from Report option will delete the listing from the queue. **Remove All from Report** will delete all listings from the queue. Use this feature if you want to start over or if you've already generated a report and want to add different listings for another report. Click on **Reports** from the MLSAdvantage[™] menu will take you to the **Report Queue**.

6 Properties in Report Queue	Remove All from Report	Create Report
4752 ARROW ROAD, Orlando, FL 32812 Bedrooms: 4 Bathrooms: 2 SqFt: 1,660 Type: Single Family Status: Sold Price: \$169,900		Remove from Report
4478 FOXCHASE DRIVE, Orlando, FL 32812 Bedrooms: 3 Bathrooms: 2 SqFt: 1,527 Type: Single Family Status: Sold Price: \$168,000		Remove from Report
5928 MALCROSS DRIVE, Orlando, FL 32812 Bedrooms: 3 Bathrooms: 2 SqFt: 1,415 Type: Single Family Status: Pending Price: \$166,987	7	Remove from Report
5402 WINFREE DRIVE, Orlando, FL 32812 Bedrooms: 4 Bathrooms: 2 SqFt: 1,728 Type: Single Family Status: Sold Price: \$165,000		Remove from Report
6430 TIDEWAVE STREET, Orlando, FL 32822 Bedrooms: 3 Bathrooms: 2 SqFt: 1,094 Type: Single Family Status: Pending Price: \$164,900	0	Remove from Report
4738 DEER ROAD, Orlando, FL 32812 Bedrooms: 3 Bathrooms: 2 SqFt: 1,994 Type: Single Family Status: Sold Price: \$163,000		Remove from Report
Properties in Report Queue	Remove All from Report	Create Report

Click on the **Create Report button**.

REPORTS

Clicking on **Create Report** allows you to select the type of report you want to generate.

Customer Reports are formatted with customer-related information and are recommended for sending to customers.

REPORTS 🚱										
CUSTOMER REPORT LICENSEE REPORT										
Customer Summary Report includes first image and basic property information.	Customer Detail Report includes first image, property information, property description, features, room dimensions and financial information.									
Email Report View / Print Report	Email Report View / Print Report									
Customer Detail Report + Photos includes first image, basic property information, property description, features, room dimensions and all available images.	Customer Detail Report + Large Photos includes first image, basic property information, property description, features, room dimensions and larger images.									
Email Report View / Print Report	Email Report View / Print Report									
Customer Detail Report + Photos & Map includes first image, basic property information, property description, features, room dimensions, all available images and map of property.	Customer Detail Report + Large Photos & Map includes first image, basic property information, property description, features, room dimensions, larger images and map of property									
Email Report View / Print Report	Email Report View / Print Report									
Customer Detail Report + Map includes first image, basic property information, property description, features, room dimensions and map of property.										
Email Report View / Print Report										

Licensee Reports are formatted with information that other agents would need, including listing agent and office information and are recommended for sending to other agents.

EPORTS 😣	
CUSTOMER REPORT LICENSEE REPORT	
Notice: Licensee Reports are not recommended to be sent to customers.	
Licensee Summary Report includes first image, basic property information and listing information.	Consolidated Summary Report includes averages of price, sqtt and dom, separated by property type and status.
Email Report View / Print Report	Email Report View / Print Report
Licensee Detail Report includes first image, property information, property description, features, room dimensions, financial information, and listing information.	Licensee Detail Report + Photos includes first image, basic properly information, property description, features, room dimensions, listing information and all available images.
Email Report View / Print Report	Email Report View / Print Report
Licensee Detail Report + Map includes first image, basic property information, property description, features, room dimensions, listing information and map of property.	Licensee Detail Report + Photos & Map includes first image, basic properly information, property description, features, room dimensions, listing information, all available images and map of property.
Email Report View / Print Report	Email Report View / Print Report

VIEW/PRINT REPORT

Click on **View/Print Report** will generate the report first.



Clicking on **View/Print Report** will display the report in a new window/tab.

	C	Customer Deta	il Report	
Kaz Cisowski			FLORIDA ASSOCIATION Office:	OF REALTOR (407) 438-1400 (407) 438-1411
KAZC@FLORIDARE	EALTORS.C	RG	T dx.	billm@FAR.org
operty 1 Information				
47	752 ARF	NOW ROAD, OF	RLANDO, FL 32812	
Pric	ce:	\$169,900	MLS Listing ID:	O5337356
Sta	itus:	Sold (03/10/2015)	MLS Association;	My Florida Regional
Тур		Single Family	MLS Area:	32812
Bec	ds:	4	City:	Orlando
Full	Baths:	2	County:	Orange
Hall	If Baths:	0	Community:	GATLIN HEIGHTS
Yea	ar Built:	1976	Acres:	.23
Livi	ing Sq Ft:	1,660	Lot Sqft:	9,973
	State of the second		(+12)(5) - 12 P (12)	

You can either **PRINT** the report or **DOWNLOAD** it to your computer.

EMAIL REPORTS

Clicking on **Email Report** will display a section to fill in email specifics.

To box allows you to type in a new email address. Feature also allows you to auto-populate an email address from your customers.

Message box allows you to add a personalized message in the body of the email, and it auto fills your email signature if available.

Click **Send Email** to send the email with the PDF report as an attachment.

EMAIL REPORT	×
То	
Subject	
Message	
Send Me a Copy of this Email	
Send Email	Cancel

Group Activity- Map Search

A customer walks into your office with that old confident strut and swagger. You are the agent on floor duty. He mentions to you that he just won the lotto and took the \$6,000,000 lump sum and he wants to invest this money in real estate in Miami Beach.

The following is what he is looking for:

- an ocean view or oceanfront condominium unit in the price range of a minimum of \$2,000,000 to a maximum of \$6,000,000 with a community pool
- either a 2 or 3-bedroom unit with a minimum of 2 bathrooms
- living area between 2000 to 4000 square feet

SAVE A SEARCH

Saving a search gives you the ability to save the current search.

1. Choose the items you want to search by.

2. Go to the top right corner of the **Field Search** or **Map Search** screens or in the additional criteria section of the search results, click **More+**.

3. Type what you would like to name your search in the **Search Name** textbox. It is required.

4. Click the Save & Search button

Search Name 🛛	
	Save & Search

ACCESSING SAVED SEARCHES

After you have created and saved your search, you then click on the **Saved Search** tab from the menu. This will display a list of saved searches you have saved. Sorting and per page options are available.

Setup Auto Email allows for a report based on the search's results to be automatically emailed to your customer.

Run Search will perform the search based on the criteria saved.

Edit Search allows you to edit the criteria of a previous saved search.

Delete Search allows you to remove the saved search from the system, this cannot be undone.

Copy Search allows you to save a copy of the search criteria of a saved search in your list.

SEARCH 🕗								
FIELD SEARCH	MAP SEARCH	HOT SHEET SEARCH	SAVED SEARCH					
Sort		Per Page						
Created Date (DES	C) •	25 🔻						
1-1 of 1 searches								
Kaz's Greatest Date Created: 04/01/2	Saved Search 2016 Customer Name: N	Ione Auto Email: OFF Auto E	Email Expire Date: None			Setup Auto Email		
Counties: All Cities:	Orlando Zip Codes: Al	I Type: Single Family Status	Active Price: 175000 to	350000 Bedrooms: 2 to 3	Bathrooms: 2 +	Run Search		
Living Sqff: 1500 + L	.ot Sqπ: Any Acres: Any					Edit Search		
						Delete Search		
						Copy Search		
1-1 of 1 searches						< 1 >		

SETTING UP A SEARCH TO BE AUTOMATICALLY EMAILED TO CUSTOMER(S)

You must first save a search to set up an automatic email. Once you have saved a search, do the following:

1. Access your saved searches.

2. Click on the **Setup Auto Email** button.

3. To set them up as automatic email searches, check the **Enabled** box under the **E-mail Settings** section.

Suggestion: Before setting the search to E-mail you should test the search to make sure it's returning results.

AUTO EMAIL 🥹		
SETUP AUTO EMAIL EMAILED LISTINGS		
Setup Email Defaults		Preview
Search Name	Customer Name	
Kaz's Greatest Saved Search	Select Customer	OR New Customer
Email Settings Enabled		Report Settings Report Type
Cc		Customer Summary Report
		Email Frequency
Bcc		Dany
		Expire Auto Email
Subject		
		Include Price Changes
wessage		No Matched Listings
		Send email if no listings match search อ
		No Matched Message
Include Email Signature		Savo
Send Me a Copy of this Email		Save

ADDING A CUSTOMER

You can store customer information into MLSAdvantage[™]. This is useful when saving searches, it prevents from entering the same data over and over again.

1. Click **Customer** from the MLSAdvantage[™] menu.



Or, click on the **Saved Search** tab, **Setup Auto Email**, and click on the blue **New Customer** tab.

2. From the Customers screen, click on the Add New Customer button.

CUSTOMERS 🕗		
CUSTOMERS		
Sort	Per Page	
Last Name (A to Z)	▼ 25 ▼	Add New Customer
1-1 of 1 customers		< 1 >
Mr Ken Tucky Email: KazC@FloridaRealtors. Fax: Language: ENGLISH Pl	org Address: 123 Kentucky Ave Albany, KY 42602 Home Phone: Work Phone: Cell Phone: (407) : Ianned Activity: Buy Timeframe: 1 Month	543-7634 Edit Delete
1-1 of 1 customers		< 1 >

3. The next screen allows you to enter information about that customer. To save the information simply click on **Save**. The Required Fields are **First Name**, **Last Name** and **Email Address**.

Title First N	ame			Last Nar	ne		
Home Phone	ield is required	ione	Cell Phone	* This fiel	d is required	Fax	
Preferred Contact Home O Work O Cell		Ema	ail Address				
Address 1			his field is required walid email address				
City			State		•	Zip Code	
Country		Province			Language	Preferred	
United States	•				English		
Best Time to Contact		Planned Activi	ty		Plan to B	uy/Sell Within	
Morning	Ŧ	Buy		٠	1 Month		
Additional Information							

EDIT EXISTING CUSTOMER PROFILE

1. Click **Customer** from the MLSAdvantage[™] menu.

2. To edit a customer, click on the **Edit** button next to the customer record, fill in desired information about your customer and click **Save**. The Required Fields are **First Name**, **Last Name** and **Email Address**.

CUSTOMERS 🕗		
CUSTOMERS		
Sort	Per Page	
Last Name (A to Z)	25 •	Add New Customer
1-1 of 1 customers		< 1 >
Mr Ken Tucky Email: KazC@FloridaRealtors.org Addree Fax: Language: ENGLISH Planned Activit	ss: 123 Kentucky Ave Albany, KY 42602 Home Phone: Work Phone: Cell Phone: (407) 543-7634 ly: Buy Timeframe: 1 Month	Edit Delete
1-1 of 1 customers		< 1 >

DELETE AN EXISTING CUSTOMER

To delete a customer, click on the **Delete** button next to the customer record, and click **Delete** on the **Are you sure you want to delete?** dialog box.

HOTSHEET SEARCH

Hotsheet search provides a set of basic search options to quickly view listing changes. New Listing, Price Changes and Status Changes are selected by default, but you can select the specific change you want.

Required Fields: Property Type, Property Status, at least one selection from City or Zip Code, and date range.

SEARCH 🕗			
FIELD SEARCH MAP SEAR	HOT SHEET SEARCH	SAVED SEARCH	
City 😡	Zip Code 😡	Property Type	Property Status
City	Zip Code	Single Family ×	Active ×
Date		Price	
03/29/2016	to 04/01/2016		to
Include 😣			
	anges 🛛 🗷 Status Changes		Search

COMPARATIVE MARKET ANALYSIS

CMA Defaults

After you click on the **CMA** button on the green menu bar, go to the **CMA DEFAULTS** where you can set up basic default information that will autofill on new CMA's to save time.

There are 4 areas of defaults that you can preset:

- 1. Cover Page Notes
- 2. Cover Letter Salutation and Cover Letter Body

3. **Property Comparison Fields** (for comparing subject property data elements to comparables)

4. **Reports** (which reports to include in CMA)

Most of these reports are emailed to customers, and some customer's email systems may not accept more than **10 MB files**.

Due to file sizes associated with PDF reports, adding more than **25 listings** to a report can create long wait times and large file sizes.

The first image is automatically chosen for ease of use and is usually the best image of the property.

Use the upload option to upload any other image that you want to use for the CMA.

CREATING A Comparative Market Analysis

1. To start a new CMA, click on **CMA** from the **MLSAdvantage**[™] menu.

	SEARCH	REPORTS	CUSTOMERS	MY LISTINGS	CMA	HELP	TRAINING	FEEDBACK	ርር FloridaRealtors	
2.	2. Click on New CMA button.									
	СМА 📀									
	СМА	CMA DEFAULTS								
	Sort		Per Page							
	Created Date ((DESC)	▼ 10 ▼					Ne	ew CMA	

3. In the **CMA Info** tab, enter the name of the CMA in the **CMA Name** box.

4. Under the **Customer Name** field, select a customer from the drop-down list or create a new one by clicking the **New Customer** button. Complete the customer information and click on the **Save** button.

CMA INFO		
CMA Name		Customer Name
		Select Customer
		OR New Customer

5. Enter Information for **CMA Cover Page** Information and **Cover Letter Information** sections if reports are needed.

Cover Page Informat	ion	Cover Letter Information		
Prepared Date Suggested Price		Letter Date	Salutation	
			Dear Sir/Madam	
Notes		Body		
Comparative Market An	alysis for your property.	I have performed a Comparative Market Analysis for your property. Please take a look and let me know your thoughts.		
		Closing		

6. Select and order **data fields** needed for comparing subject data to comparable listings.

Property Comparison Fields		
Available Fields	Selected Fields	
Acres Address APN (Parcel Number) Baths Half City, State, Zip Community Name County Description Furnished HOA Fees	MLS Listing ID Building Square Feet Bedrooms Baths Full Subdivision Lot Square Feet Sold Date Sold Price Year Built Fireplace Qty	

7. Enter data for your subject property, importing data and/or image from previous listing is available by entering a listing number and clicking **Get Data**. **Note: Upload Image** will override the import of the listings first image.

isting ID	sting						
						G	et Data
ubject Property Ph	oto	Subject Propert	y Address Street Direction	Street Name		Street Type	Unit Number
Photo	1212	624		ERIN		way	
Availab	le	City		State Zip		Zip + 4	
Participant light ling	Para line	Brooksville	\checkmark	Florida	34601		
Upfoad Im ubject Property Inf	age formation						
LS LISTING ID	2129725			Building Square Feet	2,302		
edrooms	4			Baths Full	3		
ubdivision	CANDLEL	IGHT UNIT 3		Lot Square Feet	10,000		
old Date				Sold Price			
ear Built	1986			Fireplace Qty			
Barking	Garage(s)			Parking: C	arport(s)		

8. Click Next.

9. Select comparable properties by clicking **Search for Comps** to bring the same field or map search you are already used to.

COMPARABLES	
	Search for Comps
5152 EMERSON RD , Brooksville, FL 34601 Source: MLS Listing ID: 2123916 Bedrooms: 3 Bathrooms: 2 Status: Sold Price: \$242,000 Order: 1 V	Adjustments Delete
< Prev	Save Next >

10. Add All to CMA once search is complete. Click on **Return to CMA** when adding comparable listings is complete.

LIST RESULTS	MAP RESULTS			
Sort		Per Page		
Price (High to Low)		25 🔽	Add All to CMA	Return to CMA

11. Add adjustments to your comparable listing by clicking on **Adjustments** next to the listing. Click **Save**.

Fields	Subject Property	This Property	Adjustment
MLS Listing ID	2129725	2123916	
Building Square Feet	2302	2192	
Bedrooms	4	3	
Baths Full	3	2	
Subdivision	CANDLELIGHT UNIT 3	ACREAGE	
Lot Square Feet	10000		
Sold Date	12/31/1969	03/07/2014	
Sold Price		\$242,000	
Year Built	1986	1986	
Fireplace Qty			
Parking: Garage(s)	Yes	No	
Parking: Carport(s)	No	No	
Recreation: Swimming pool	No	No	
Total			+ \$0
		Cancel	Save

12. Order comparables as needed.

13. Select and order reports needed for CMA. Generate report by either clicking **View / Print Report** or **Email Report**. Clicking on **View & Print Report** will display the report in a new window/tab. You can either **PRINT** the report or **SAVE** it to your computer. Clicking on **Email Report** will display a section to fill in email specifics. Click **Send Email** to send the email with the **PDF report** as an attachment. **Up & down arrows** allow you to select the order of the reports in the generated pdf. Click **Save**.

	REPORTS	
Available Reports		Selected Reports
Map Report		Cover Letter Cover Page Side By Side Report Stacked Report
		Save
Generate Report		
View / Print Report	Email Report	

Group Activity - Creating a Comparative Market Analysis - 15 minutes

Perform a Comparative Market Analysis on your personal property. Complete all the fields in the *CMA INFO* and *SUBJECT* tabs. *Hint:* Since your personal property may have not been listed in the MLS, you will have to complete the subject information manually and upload an image from your computer. Search for comparables in the *COMPARABLES* tab. Select your reports options in the *REPORTS* tab.

ACCOUNT SETTINGS

To edit your account settings in MLSAdvantage[™], click on **Account** in the upper right corner of the MLSAdvantage[™] screen.



ACCOUNT INFORMATION

Agent Information

Your **personal contact** information is displayed and available to edit. **Modify your email address**, **phone** or **cell numbers**. Your personal contact info will be displayed on all generated reports. **NOTE:** Any information that is changed here will be reflected on your Florida Realtors profile.

Office Information

Your office contact information is displayed but <u>unavailable to edit</u>. The office information fields and the upload New Logo button are disabled unless you are the broker of record. Your office contact info will be displayed on all generated reports. **NOTE:** Any information that is changed here will be reflected on your Florida Realtors profile.

Uploading New Photo

Your personal image is displayed if you currently have a primary image on your Florida Realtors profile. Select images of type **JPG, GIF or PNG** up to **5 MB** in size and click upload. **NOTE:** Uploading an image will overwrite your primary image on your Florida Realtors profile.



EMAIL DEFAULTS

Email Defaults allows for you to set your defaults for any emails sent via MLSAdvantage[™]. Your default Subject and Message will autofill any email form. Your default No Matched Message will autofill in the auto-email setup form. Your email Signature will be appended to all outgoing emails from MLSAdvantage[™].

CCOUNT 🕗	
ACCOUNT INFORMATION EMAIL DEFAULTS	
Default Subject 😔	Default Message 😡
The Subject that will be autofilled on all email forms.	The Message that will be autofilled on all email forms.
Email Signature 9	
Kaz Cisowski Technology Training Manager EloridaRealtors®	
7025 Augusta National Drive, Orlando, FL 32822	Default No Matched Message
talk: 407.438.1400, ext. 2746	No matched message that will be autofilled on any new auto email setups.
rax: 407.438.1411 visit: http://www.floridarealtors.org	
······	
	Save Changes

MY LISTINGS

My Listing link will display all of your personal listings either in a list view or a map view. Sorting and per page options are available.