

# Realist® Release 1.9

The most notable changes with the upcoming 1.9 release are:

## 1 | New Market Trends Report

Though Market Trends have been a core component of the Realist service, we have long recognized that harnessing the blend of public record and MLS data within Realist could deliver substantially more informative and beneficial analytics.

This Realist release is our first step to deliver on Market Trends promise. The report has been completely re-considered and re-built, resulting in better statistics, new perspectives, and an enriched solution.



Market Trends will be available at the ZIP Code, City and County levels. After careful research, we concluded that neighborhood level statistics were not used or effective within Realist, and they are no longer included.

As in the past, Market Trends are available using monthly or quarterly views. Monthly views span 13 months, enabling users to compare the last reporting to month to the corresponding month of the prior year. Quarterly views span 3 years. It is anticipated that Market Trends will be updated by the 9<sup>th</sup> day of each month.

The new Market Trends report is based on a rich blend of MLS data and CoreLogic public record data – enabling Agents to present a broad range of trends broken into 3 categories.

### Pricing Trends

Median Sale Price to Current Value - Tax  
Percentage of Properties Purchased Above/Below Current Value - Tax  
Median Sale Price - Tax  
Median Sale Price - MLS  
Median List Price - MLS  
Median Sale to Original List Price Ratio - MLS  
Median Price per Square Foot - Tax  
Median Price per Square Foot - MLS  
Median Loan to Value - Tax

### Market Activity

Number of Sales - Tax  
Number of Sales - MLS  
Change in Sales Activity - Tax  
Change in Sales Activity - MLS  
Annual Turnover Rate - Tax  
Annual Turnover Rate - MLS  
**Distressed Properties**  
Number of Foreclosures - Tax  
Change in Foreclosure Activity - Tax  
Percentage of Foreclosed Properties - Tax  
Percentage of Properties in Each Foreclosure Stage - Tax

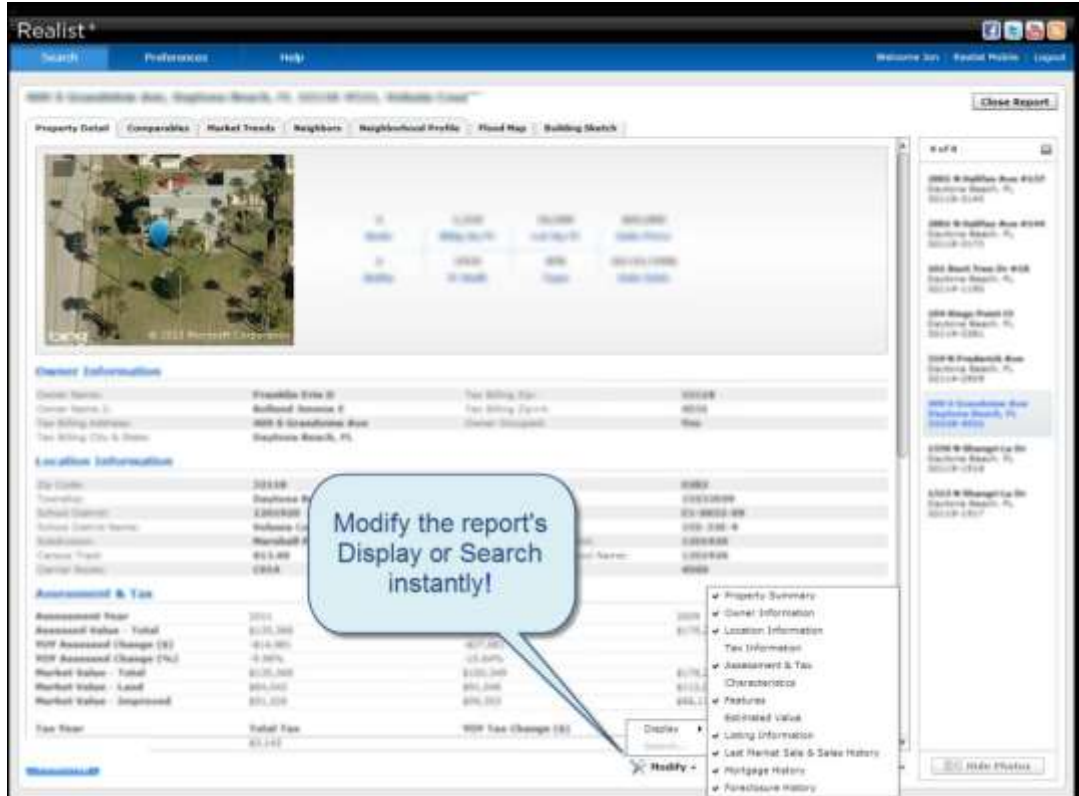
In addition to the standard statistics available via Realist, an enriched analytics suite will also be offered soon via Realist to agents who wish to subscribe. MARKETrends Premium subscribers will have access to dashboards, interactive charts they can segment by home type and characteristics, and ready-to-go PDF reports for any ZIP code, city, or county in their MLS region. Five years of historical data are being offered in quarterly and monthly increments. Further details will be forthcoming.

## 2 | Modify Feature Instantly Controls Reports Displays and Searches

The 1.9 Realist release enables users to instantly modify report displays and underlying search parameters.

The new Modify feature controls the report a user is currently viewing. The control manages:


- The report sections to be displayed. Show or hide sections as desired.
- Search criteria for many reports, such as Comparables, Market Trends and Neighborhood Profile.



Each user's selections are recorded and remembered for their future use. The on-screen display selections are carried forward to the report packages users choose to print, save or email. This makes creation of custom report packages faster and more intuitive. As the old expression goes, what you see is what you get!

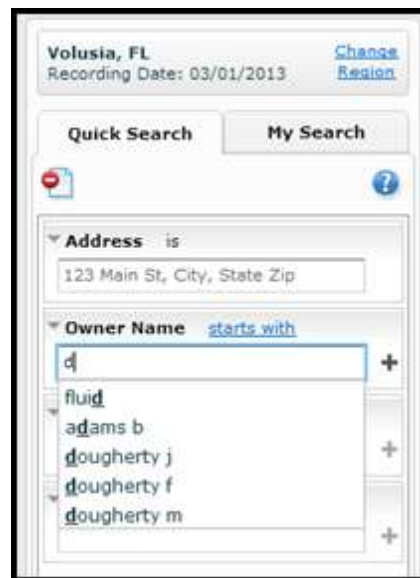
### 3 | Quick Search Enhancements

#### Clear Quick Search with a single click

 The clear button now enables users to instantly clear any search criteria previously entered into a Quick Search and start fresh. The clear button will simultaneously clear any search results displayed on the grid or map.

#### Quick Search remembers recent searches

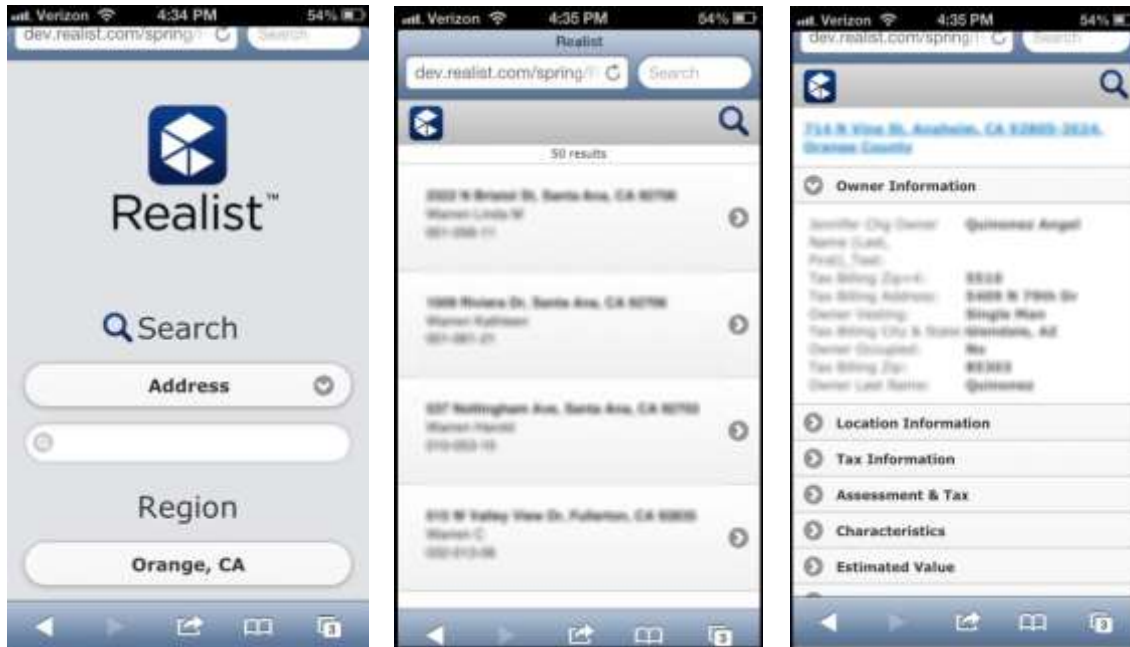
Quick search remembers the last 25 searches for each Quick Search option. Simply begin typing into any Quick Search entry to begin recalling recent searches.



### 4 | Realist Lite – Now a Smartphone Friendly Solution

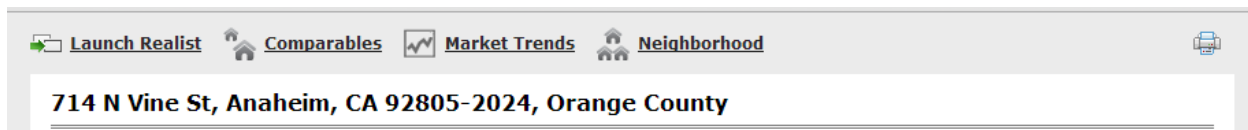
Agents who access their MLS via a Smartphone have requested a Realist solution since the launch of Realist Lite for tablets last year. With this update they are now able to access the public record information they have come to enjoy when accessing Realist via their tablets and desktops.

- Realist Lite automatically detects when a user is accessing Realist by a Smartphone and provides a Realist Lite experience explicitly optimized for that size device
- Users can search by Address, APN, Owner Name and now MLS Listing Number.
- Users can view a PDF of the Property Detail, Comparables, Market Trends and Neighborhood Profile report.



## 5 | Addition of Direct Link Buttons onto HTML Report

Users will now find the HTML Report links on the HTML Property Detail Report



## 6 | Other Notable Changes in Release 1.9

- The new Intelligent Mail requirements from the USPS require bar coded mailings to incorporate a mailer id into each printed bar code. Consequently, and regrettably, we are no longer able to offer bar coded mailings via Realist. If you wish to perform discounted bulk mailings, we recommend exporting the address data from Realist for delivery to the mailing house you wish to use.
- Addition of faster navigation to page through Property Detail Reports when using Comparables

We welcome you to view the [Realist® 1.9 Release Review](#) video for more information on the items in this update and we hope you enjoy the new features in this release.