GLAR Products and Services

GLAR:

- Over 600 REALTOR®, Appraiser, and Affiliate Members
- Education
    - An Education Card is available for members. With this card members can take all the education offered by GLAR.
    - We offer a variety of classes for members to keep updated on current trends and issues within Real Estate, as well as required classes such as forms, ethics, fair housing, and the required real estate modules to keep you up to date on your education. By purchasing an education card you can attend classes all year for one low price.
- New Member Orientation is free to all new members – 3.75 CE Credits
    - This class is offered every 3 months and includes an overview of the NAR, MNAR, and GLAR and fulfills the NAR ethics requirement.
- Sentrilock Lockboxes
    - Brokers are given lockboxes to use at no charge. Lost lockboxes are billed to the Broker. Also lockbox power paddles and extra batteries are available at the Association Office.
- REALTOR® Promotion
- Community Events:
    - GLAR gives money to all the area Food Shelves that our Members reside in.
- Networking Golf Tournament
- Annual Meeting and Installation of Officers
    - All members are encouraged to attend.
- Social Networking – Facebook, Twitter and Blog (http://www.glarmlsblog.com/)
    - Keep up on Association happenings by following us on Twitter, liking us on Facebook or reading our blog.
- Weekly Email, Monthly Newsletter
    - Learn about any changes or events that are happening during the week, as well as receive a newsletter with messages from the CEO, MLS and GLAR president, as well as information regarding education, governmental affairs, and technology.
- Board Outreach Meetings in each area
    - A yearly meeting with the Association CEO.

MLS:

- NorthstarMLS
    - The easy to use MLS system that gives you access to the listings of all MLS members.
- Free NorthstarMLS training, Beginning and Advanced – (Basic: 3 hrs CE (Approved); Advanced: 3.75 CE (Pending Approval)
    - Periodic training courses that outline how to use NorthstarMLS.
- Instanet Forms (MNAR Real Estate Forms in NorthstarMLS) with TransactionDesk storage
    - Linked to NorthstarMLS to allow you to create, save, fax, and email forms and transactions.
    - Free Instanet training – 3 hrs credit
        Outlining how to use the instanet system, as well as how to auto-fill forms with information from the MLS listing and contact information. Also, allows for electronic signatures through Authentisign™.
- Instanet Mobile
    - Allows you to Access Instanet from your smartphone.
- Lockbox Sentricard (access to the lockbox) is a service
    - Allows access to lockboxes, as well as use one day access codes, and track lockbox use.
- Statistical Reports by Local Area
    - These reports include: Local Monthly Report and Monthly Indicators.
- ListHub – Listing Syndication – Brokers choice
    - This allows for your listings to be distributed to over 40 different listing sites.
- Conference Room
    - Each broker is able to use the large conference room for free once per year. This room seats up to 100 people and is fully equipped with a kitchen area and technology. Perfect for anything from education to a holiday party.
- Small Conference Room can be used by appointment at no charge
    - If you ever need a place to meet with clients or have an office meeting call over to the office and you can use the small conference room for free.
- One-on-One appointment for clerical staff and members.
    - If you are ever struggling to figure out one of our systems or you just want to ask a couple of questions, call the GLAR and set up a one-on-one with one of the staff members, we would be happy to sit down and walk through things with you.

NorthstarMLS Core Services

Core Services

These are the applications and services that are included with your MLS fees at no additional charge.

NorthstarMLS® Matrix
Matrix is our primary, full-featured MLS system where licensed Realtors and Appraisers list properties for sale with offer of compensation, search available properties for their clients, conduct market analyses, set up searches and listing portals for their clients, run reports, etc. Developed and maintained by Tarasoft Corporation, Matrix is a cutting edge and leading MLS system used by tens of thousands of agents across the U.S. and Canada.

Realist
A full featured parcel-based system combining MLS data, detailed public records data (including CREV, mortgage and foreclosure data) and a wealth of other information in a single source. Includes GIS maps, plat maps, map layers, reports, CMA's, neighborhood profiles, robust search, and much more! Covers all of Minnesota and Wisconsin. Tax data is updated annually and additional data from sales records are added regularly for Anoka, Blue Earth, Carver, Chisago, Dakota, Goodhue, Hennepin, Isanti, LeSueur, Nicollet, Olmsted, Pine, Ramsey, Rice, Scott, Sherburne, Stearns, Washington and Wright counties.

NorthstarMLS® for Smartphones
Take NorthstarMLS on the road with you using your smartphone (Android, Blackberry, iPad or iPhone). You will find the NorthstarMLS application in your smart phone's app store, or go to http://northstar.mobilerealtyapps.com/ using your smartphone's Web browser. Once you are up and running, search the MLS for properties around the area where you are currently located (uses your smartphone's GPS capability) or do a regular search. Access your Matrix contacts, saved searches and carts.

Add/Edit System
Click the Add/Edit tab in Matrix to add new listings, edit current listings, change a listing's status, add photos, add supplements, add virtual tours, schedule open houses, correct your listing's map pin location and view your listing inventory. At listing input, auto-populate address and other key fields from county tax records. Automated address clean-up (standard addresses matching county and/or USPS records) and geo-coding services (latitude and longitude coordinates added for precise mapping).

BookAShowing
Accessible within Matrix, BAS is a full-featured online showing scheduling application. Quickly schedule showing appointments, confirm appointments for your listings, provide/receive feedback, grant seller access to see schedule and feedback. Saves an enormous amount of agent and staff time by eliminating the need for phone calls and waiting for follow-ups.

WEB*Forms*
Online forms system containing all NorthstarMLS and State forms for Minnesota and Wisconsin. Complete online, auto-fill from MLS, print or email to your clients. Include your broker logo on all forms for a one-time nominal fee. Option also available to add all of your broker forms.

Infosparks
A powerful but easy-to-use statistics program that runs on NorthstarMLS data. Create beautiful and

information-rich graphics on market activity for any area for your client presentations. Launch through a quick link on any NorthstarMLS listing.

Statewide Data Sharing
Search active and off market listings for 11 other Minnesota MLS's right within NorthstarMLS.

WIREX
Search active and off market listings for most MLS's in the state of Wisconsin. Available to Western Wisconsin REALTOR® Association members.

<u>Down Payment Resource</u>
An application and database of national, state and local down payment assistance programs. Quickly match clients and properties to available programs through NorthstarMLS and your Agent/Broker Web site.

<u>Realtors Property Resource (RPR)</u>
An initiative of the National Association of REALTORS® (NAR). The goal is to build a national database of robust, property centric information covering every parcel of property in the country. This database is designed to be a resource exclusively for NAR members (no public or consumer access). It is a single source access to data available for members to use with their clients and customers.

FIND (from MOVE, Inc.)
Find is a database of residential properties throughout the U.S. into which information is captured from MLS's and from public record sources. Find contains active listings data, off-market data, sold data, and property photos; county recorded data, community information, amenities, environmental, and transaction data.

Share Your Listings Widget
This tool allows you to share your listings on popular social networking sites like Facebook, Twitter and LinkedIN; post a link to your listings on your blog or company website; add the NorthstarMLS Facebook app to your Facebook business page to always display your active listings; grab a custom "QR code" for each active listing to use in your print marketing materials; and much more!

Online Webinars
Online training programs available from the comfort and convenience of your office or home. Topics include WEBF*orms* and Matrix applications.

Cooperation and Compensation Agreements
Cooperation and compensation agreements among over 15,000 real estate professionals and over 3,000 offices. Participant License Agreements with all brokers establishing copyright and ownership interest in Listing Content on behalf of brokers. Includes assignment of partial interest to NorthstarMLS so that NorthstarMLS can take any necessary legal action to protect both the compilation and the content per listing.

List Assist
An internally developed automated rules and regulations monitoring system that catches problems at the point of listing and notifies offices for corrections. Greatly increases accuracy of data and education of rules. Full service centralized rules & regulations monitoring, education and enforcement.

CREV Central
Search, view, and download scans of the actual county Certificate of Real Estate Value (CREV) forms for property sales dating back to June 2004 for 20 Minnesota Counties, including the 13-county metro, Blue Earth, Stearns, Olmsted, Le Sueur, Nicollet, and Pine (plus CREVs for Benton dating back to 2009). With a single click, you can display any CREV as a PDF file to view, print or save to disk.

SafeMLS Security
All MLS systems and broker data is protected by the industry standard highest strong authentication security available.

Broker Reciprocity Program
Close to 100% participation. Data feed includes upcoming open houses that you can integrate into your broker/agent sites and reduce reliance on costly newspaper ads. Also includes two years of sold data to enhance the functionality of your Web site for a richer consumer experience. Data available through RETS.

Live Help Desk Support
Available Monday through Friday, 8:00 a.m. to 5:00 p.m. with on call emergency coverage 24/7.