



Stellar
MLS

**NEW
MEMBER
ORIENTATION**

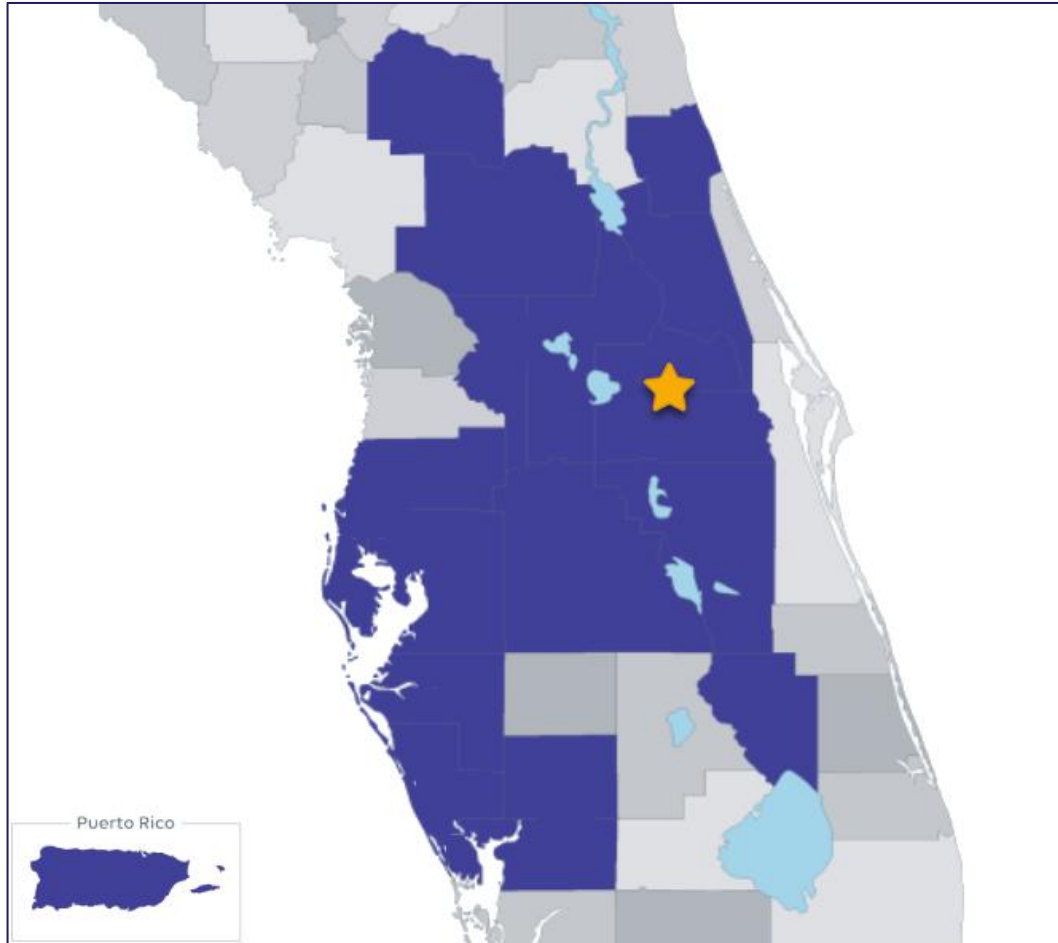
What is an MLS?

MLS = Multiple Listing Service

Multiple listing services (MLS databases) are created and maintained by cooperating real estate professionals to share information about properties on the market.

(Think of it like the Real Estate Internet)

Where is Stellar MLS Located?

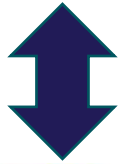


247 Maitland Avenue, Altamonte Springs, FL 32701

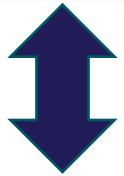
How does Stellar MLS fit in?



NATIONAL
ASSOCIATION *of*
REALTORS®



FloridaRealtors®

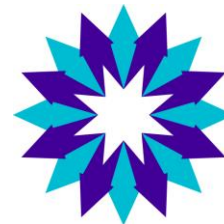


Your Local Board

Stellar MLS is a separate organization from your local board/association, Florida Realtors®, and NAR.

However, Stellar MLS currently serves

- 19 shareholder REALTOR® Associations
- 2 Customer REALTOR® Associations



Stellar MLS

Stellar MLS Coverage Area

Shareholder Organizations			Cont. (With Board Code)		
1.	Bartow Board of REALTORS®, Inc.	B	12.	Venice Area Board of REALTORS®	N
2.	East Polk County Association of REALTORS®	P	13.	West Pasco Board of REALTORS®	W
3.	Lakeland REALTORS®	L	14.	Pinellas REALTOR® Organization & Central Pasco REALTOR® Organization	U
4.	REALTORS® Association of Lake & Sumter Counties	G	15.	Ocala Marion County Association of REALTORS®	OM
5.	Orlando Regional REALTOR® Association	O	16.	Gainesville-Alachua County Association of Realtors®	GC
6.	Osceola County Association of REALTORS®	S	17.	Flagler County Association of Realtors®	FC
7.	West Volusia Association of REALTORS®	V	18.	Okeechobee County Board of Realtors®	OK
8.	Greater Tampa REALTORS®	T	19.	New Smyrna Beach Board of Realtors®	NS
9.	Englewood Area Board of REALTORS®	D	Customer Organizations		
10.	REALTORS® of Punta Gorda-Port Charlotte-North Port-DeSoto, Inc.®	C	19.	Lake Wales Association of REALTORS®	K
11.	REALTOR® Association of Sarasota & Manatee	A	20.	Puerto Rico Association of REALTORS®	PR

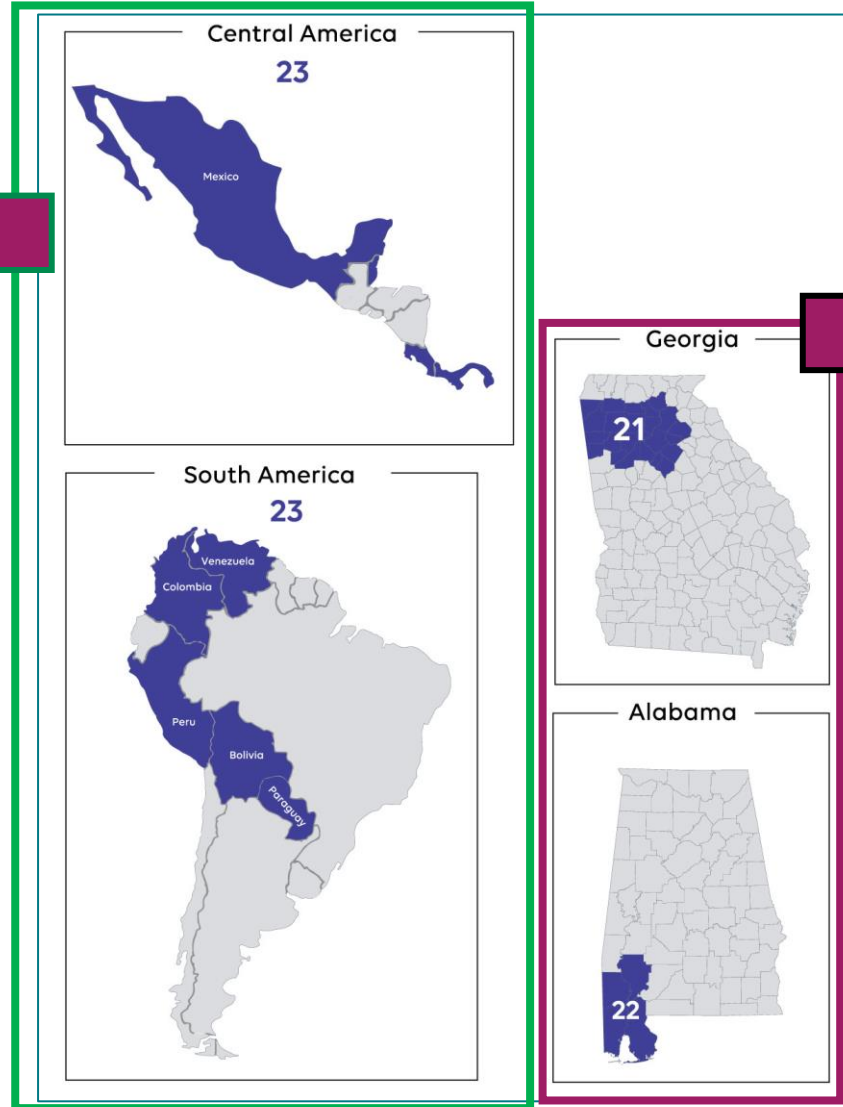


You can find this map at StellarMLS.com → About → Shareholders

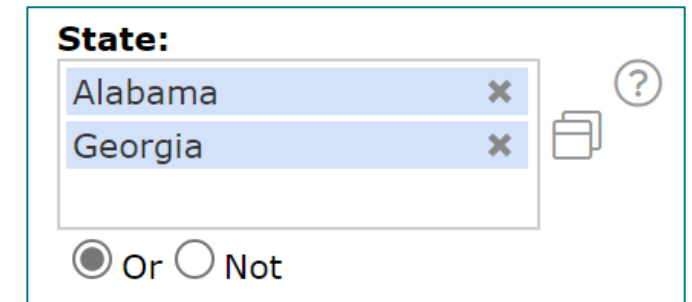
Data Shares & Integrations



Search select countries in Central and South America!



Search for properties in Georgia and Alabama!



You can find this map at StellarMLS.com → About → Shareholders

Stellar By The Numbers*

80,348

Total Subscribers

66,897

Agents

10,462

Brokerages

2,989

Assistants



Largest MLS in Florida
3rd Largest in the Nation

77,538

Total Active Listings

190,235

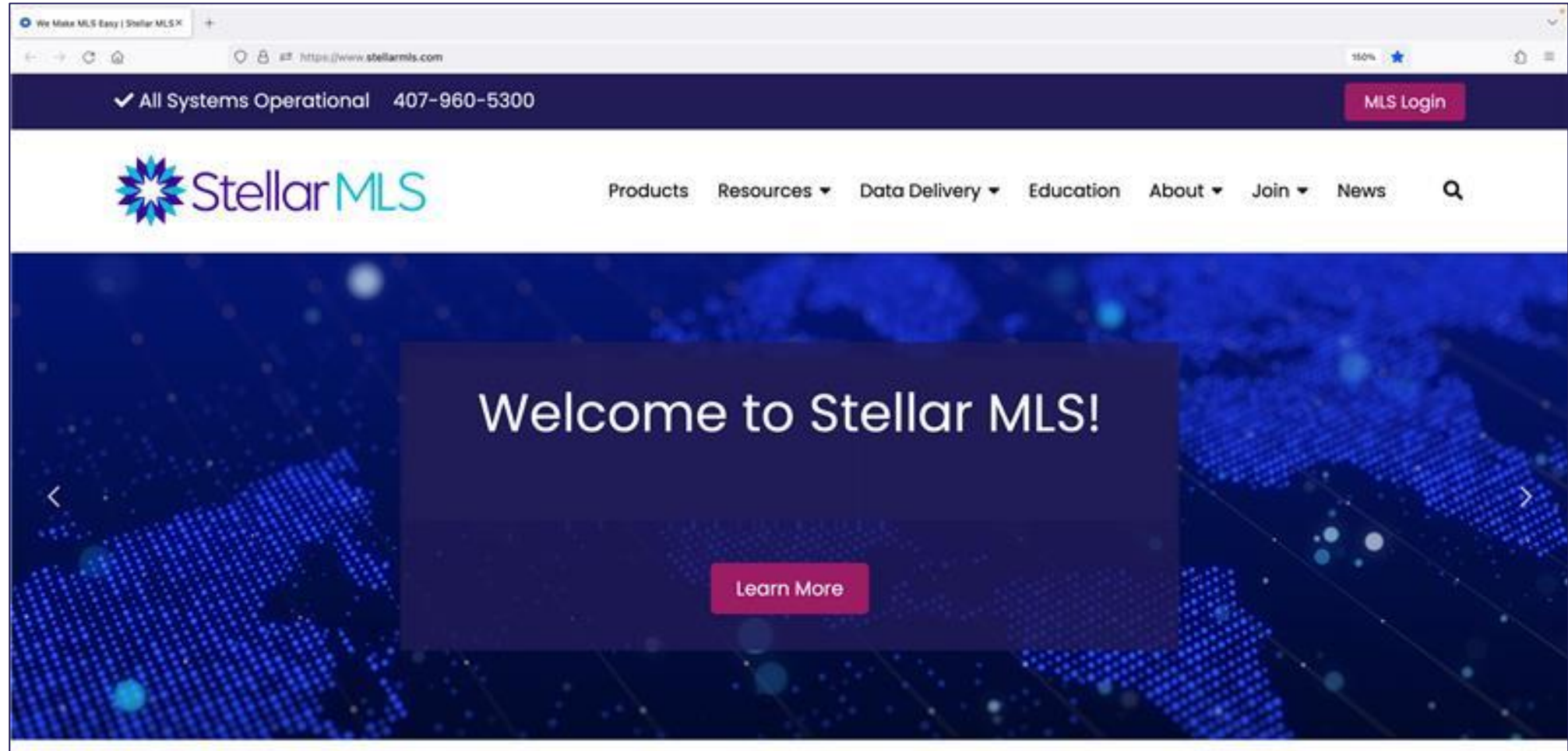
Res. Sold Listings in 2022

\$77 Billion

Res. Sales Volume in 2022

*2022 Statistics

Bookmark www.StellarMLS.com



Easy access to ALL of your tools for success in ONE place

Welcome to Stellar Central

StellarMLS

Search

PINNED FAVORITES

- Matrix™

NAVIGATION

- Home
- Products & Services
- Association Resources Sample
- My MLS Account

Hello, John! Welcome to Stellar Central.

Now Available: The New and Innovative Stellar University

Efficient.
Engaging.
Empowering.

The New Stellar University is Now Available!

Quick Actions

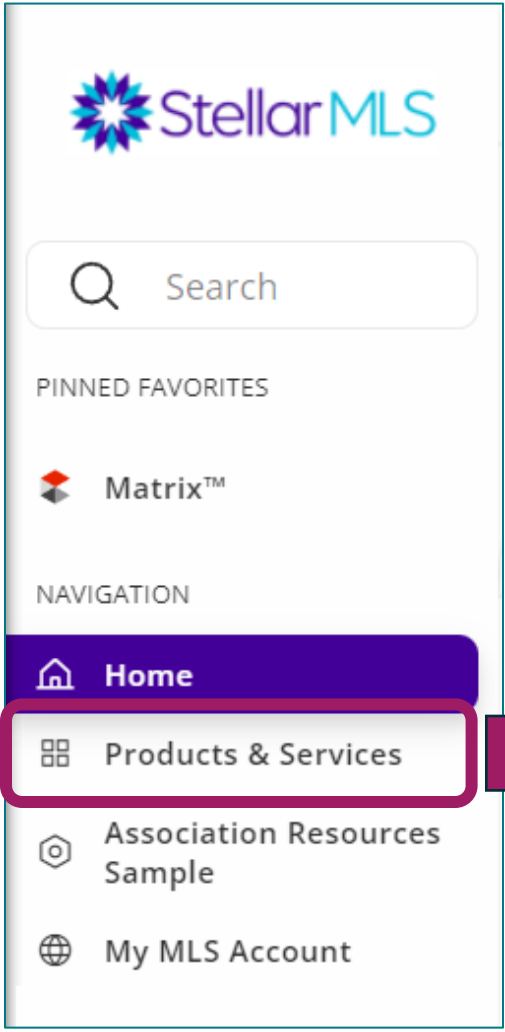
- Products & Services
- Review & Pay Stellar MLS Bill
- Stellar MLS University
- Submit Owner(s) Exclusion
- MLS Customer Support

7

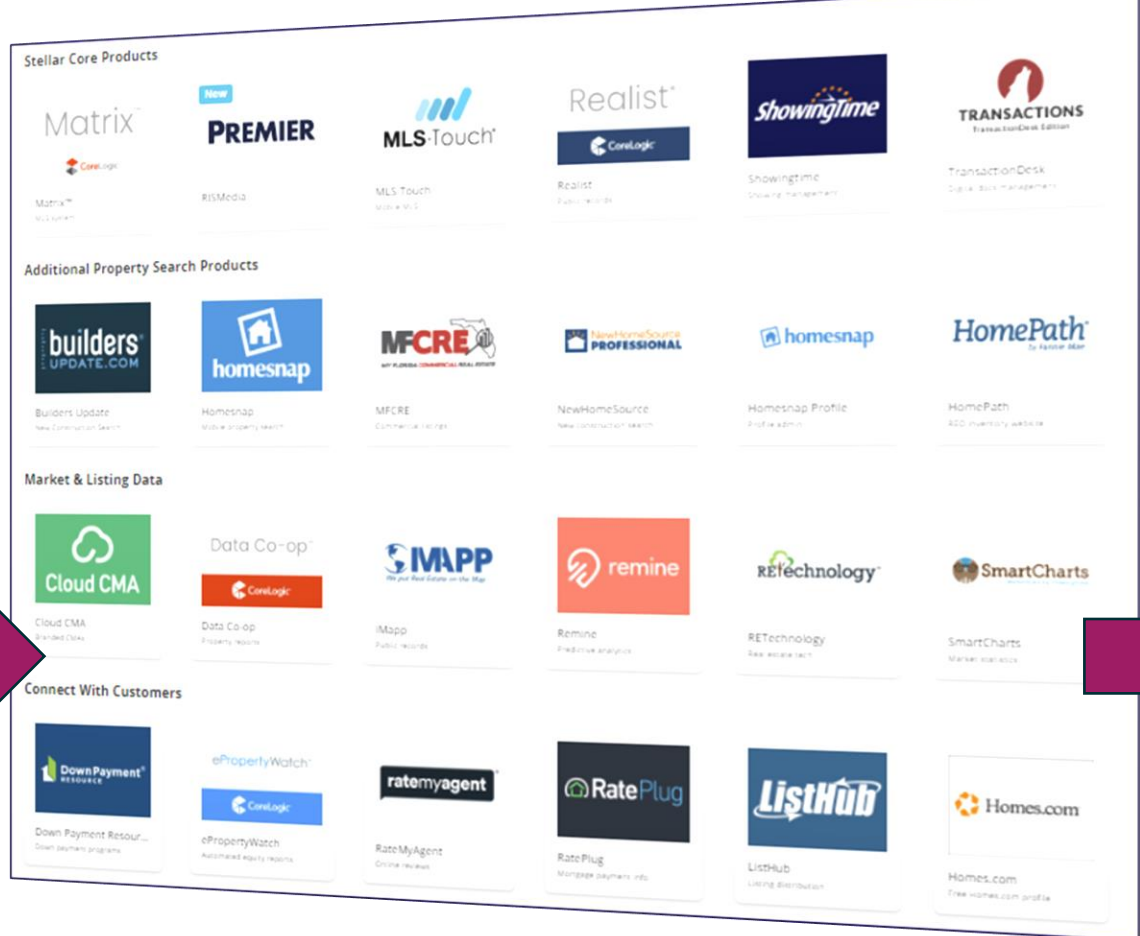
This is your hub of all things Stellar.

Accessing Products and Services

All of your Stellar MLS tools are organized into easy-to-use categories!



The sidebar features the Stellar MLS logo at the top, followed by a search bar. Below are sections for 'PINNED FAVORITES' (Matrix™) and 'NAVIGATION'. The 'Products & Services' option is highlighted with a red box and a red arrow pointing to the main content area.



A grid of product tiles organized into four categories: Stellar Core Products, Additional Property Search Products, Market & Listing Data, and Connect With Customers. Each tile includes a logo and a brief description of the tool.

Category	Product	Description
Stellar Core Products	Matrix™	Matrix™
	PREMIER	RISMedia
	MLS Touch	MLS Touch
	Realist	Realist
	Showingtime	Showingtime
	TRANSACTIONS	TransactionDesk
Additional Property Search Products	builders update.com	Builders Update
	homesnap	Homesnap
	MFCRE	MFCRE
	NewHomeSource PROFESSIONAL	NewHomeSource
	homesnap	Homesnap Profile
	HomePath	HomePath
Market & Listing Data	Cloud CMA	Cloud CMA
	Data Co-op	Data Co-op
	MAPP	iMapp
	remine	Remine
	RETechnology	RETechnology
	SmartCharts	SmartCharts
Connect With Customers	Down Payment	Down Payment
	ePropertyWatch	ePropertyWatch
	ratemyagent	RateMyAgent
	RatePlug	RatePlug
	ListHub	ListHub
	Homes.com	Homes.com

- Pinned Favorites
- Stellar Core Products
- Additional Property Search Products
- Market & Listing Data
- Connect With Customers
- Enhance Your Listings
- Discounted Pricing For Stellar Customers
- MLS Education & Compliance
- Stellar MLS Social Media
- Association Resources



So Many Stellar Tools!

Think of these like tools in your toolbox!

Stellar Core Products

- Matrix™ MLS system
- PREMIER RISMedia
- MLS-Touch Mobile MLS
- Realist® Public records
- Showingtime Showing management
- TRANSACTIONS TransactionDesk Edition Digital doc management
- Prospects CRM Relationship management
- Finding Homes Property search by voice
- hurdlr Business expense tracker
- Listing Input Forms Stellar MLS forms
- MLS Stats Stellar MLS reports
- SKYSLOPE OFFERS SkySlope Offers
- SKYSLOPE FORMS SkySlope Forms

Additional Property Search Products

- builders UPDATE.COM New Construction Search
- homesnap Mobile property search
- MFCRE Commercial listings
- NewHomeSource New construction search
- homesnap Profile admin
- HomePath RDG inventory website

Market & Listing Data

- Cloud CMA Branded CMAs
- Data Co-op™ Property reports
- iMAPP Public records
- remine Property analytics
- REtechnology Real estate tech
- SmartCharts Market statistics

Connect With Customers

- Down Payment Resource Down payment programs
- ePropertyWatch Automated equity reports
- ratemyagent Online reviews
- RatePlug Mortgage payment info
- ListHub Listing distribution
- Homes.com Free homes.com profile

Enhance Your Listings

- ListTrac Listing analytics
- Property Panorama Virtual tours
- Proxio Global real estate

Discounted Pricing For Stellar Customers

- MyRental Tenant screening
- MyFloodStatus Certified flood reports
- DataMaster Appraisal software



Class – Maximizing Your Stellar MLS Subscription

Matrix – Your Go-To Search Engine

Stellar MLS runs on Matrix™, the most powerful multiple listing service platform in the business.

Matrix™ enables Stellar's brokers and agents to do more with their data. It's easy to use and returns thousands of results in a fraction of a second. It's also built for mobile, so you can use it wherever you are.

- **Mobile device compatibility.** Input and edit listings on-the-go.
- **It's fast.** No waiting around for the Search Results page to load.
- **Major browser compatibility.** Use the browser you want, not the one you have to use.
- **Many business-enhancing features.** Features, such as Auto Emails, Concierge, Reverse Prospecting, and more, will position you — and your client — for success.
- **And more!**



Class – MLS Basic (Required Class)

OneHome – Your Customer's Sandbox

This exclusive invite-only portal is where your customers will view the properties you send them from Matrix.

The screenshot displays the OneHome real estate portal interface. At the top, there's a navigation bar with a 'Compare (0/3)' button, a dropdown menu for 'Updated property info for Crescent Estate', and a 'New Search' button. Below the navigation bar, the main content area shows '2 Results'. The first result is a property for sale at \$275,000, located at 44 WESTRIDGE Road, DAVENPORT, FL 33837-9735. The second result is a property for sale at \$350,000, located at 2 SANDALWOOD Drive, DAVENPORT, FL 33837-9736. To the right of the search results is a map showing the location of the properties. The map includes a search bar, a location pin, and a 'Compare' button.

- Your customer can do the following:**
- Mark favorites/discards
 - Leave notes on properties
 - Send you a request to see the property
 - Do their own search/save searches
 - Set additional preferences to further rank properties (PropertyFit)
- Everything points them back to YOU!**



Class – Making The Buyer's Journey STELLAR

Generate Leads!

Capture Buyer leads

Capture Seller leads

Branded tools for potential new customers

Stay connected to your previous customers

Share your own listings to attract buyers

Everything is branded to YOU!



Generate Mailing Lists/Exports!

Use these tools to target a specific audience:

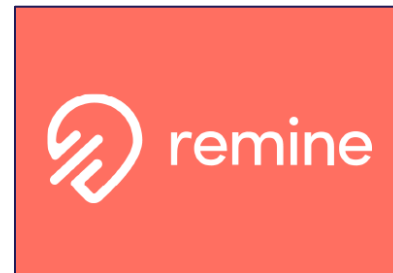
Absentee owners in FL or out-of-state

Expired/Withdrawn/Canceled but NOT relisted

Search by ownership time

Search by subdivision


...AND MORE!



Create Your Own Flyers!

314 E PINE STREET, DAVENPORT, FL 33837






Offered for \$215,000

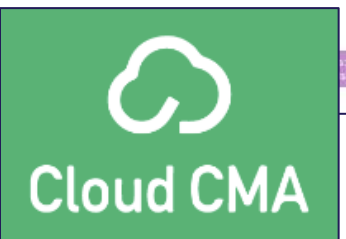
3 Beds, 2.0 Full Baths, 1,396 SqFt, Built in 1974

Auction Property. ***AUCTION PROPERTY***AUCTION PROPERTY***


This 3 bedrooms and 2 bathrooms has a spacious living room and dining area.

This property is ready for its next owner or investor. AUCTION will be live on 7/31/23 A buyer's premium of 5% is required. MUST preregister on the auction site prior to being approved to bid on the auction online! You may schedule an appointment to view and perform due diligence on the property prior to the auction close. There will be a 5% buyers premium applied to the winning bid. ***All property information to be verified by buyers***

John Lipscomb | StellarMLS | Mobile: 813.443.3366 | www.facebook.com/john.lipscomb.736 | www.stellarmls.com



Get the Down Payment Help You Need to Buy Your New Home.



Homeownership may be closer than you think. You have the dream to own a home, all you need is the down payment. **We can help you find it.**

Discover all the homeownership programs that can help you save on your down payment and buy sooner.


Here's how to find your down payment:

1. Click my Down Payment Connect link to search for programs in your area.
2. Complete the form with your information.
3. Get your personalized down payment program results.

Get started today.

Place your photo and contact information here.

Your Name
You@Email.com
 (000) 000-0000
www.YourWebAddress.com



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StellarMLS

L4709904 13 ROSEWOOD DR , Davenport, 33837

County: Polk
 Subdiv: CRESCENT ESTATES 01 UNIT A REP 01
 Beds: 2
 Baths: 2 / 0
 Pool: Community
 Fireplace: No
 Type: Residential
 Style: Single Family Residence
 Total Acreage: Up to 10,889 Sq. Ft.
 Garage: Yes, 1 spcs, Attached
 Carport: No
 Garage/Parking Features: Garage Door Opener, In Garage

MisStatus: Sold
 Backups Requested: No
 List Price: \$104,900
 Sold Price: \$101,000
 Sold Date: 05/30/2016
 Year Built: 1981
 Special Sale: None
 ADOM: 40
 CDDM: 40
 Sqft Heated: 1,040
 Total SqFt: 1,540
 Square Foot Source: Public Records
 LP/SqFt: \$100.87
 SP/SqFt: \$97.12

Property is in probate until January 2016. This is it right here, the location and the home to make it all complete. The interior of the home has recently been remodeled with all new paint, cabinets, outlets and molding throughout and is located in the rear of the neighborhood. There IS a community pool & clubhouse should you decide to become part of the optional HOA. The location is the gold but not limited to both Disney and Universal studios or to Tampa where you can find the Hard Rock Hotel and Casino or visit the beach and attend a Tampa Bay Rays or Bucs Game. Did I mention the Beach access? Being located directly in the center of the state makes EVERY beach an option as you can make it to either coast in approximately 1 hour, or head south to Miami and be there in 2-3 hrs. Even better! Watch the sun rise on the east coast and drive to the west where you can watch it set. This neighborhood is hard to get into as homes do not often come up for sale so ACT FAST! Don't Miss Out!

Legal Desc: REPLAT NO 1 OF CRESCENT ESTS SUB NO 1 UNIT A PB 63 PG 49 LOTS 313 NWLY 18 FT & 314 & SELY 2.33 FT OF 315
 Ownership: Fee Simple
 SE/T/P/R/G: -26-27
 Lot: 313
 Taxes: \$483.00
 Tax Year: 2015
 CDD: No
 Homestead: No
 Other Exemptions: No

A/C: Central Air
 Heat/Fuel: Central
 Property Attached: No

SqFt Heated Source: Public Records
 SqFt Total Source: Public Records
 Laundry Features: Inside
 Window Features: Blinds

Fireplace: No
 Floor Covering: Carpet, Vinyl
 Planned Unit Dev: No

Utilities: BB/HS Internet Available, Cable Available, Public
 Interior Feat: Attic, Ceiling Fans(s), Unfurnished
 Appliances Incl: Dishwasher, Disposal, Freezer, Microwave, Oven, Range

Room	Dim	Level	Floor Covering	Features
Bedroom 2	11x13	First	Carpet	
Family Room	10x14	First	Carpet	
Kitchen	11x8	First	Vinyl	
Living Room	23x13	First	Carpet	
Master Bedroom	13x13	First	Carpet	



Roof: Shingle
 Foundation/Details: Slab
 Porch and Patio Features: Covered, Deck, Patio, Porch
 Other Structures: Shed(s)
 Ext Construction: Stucco
 Exterior Features: Sliding Doors, Rain Gutters
 Security Features: Smoke Detector(s)

HOA/ Comm Assn: Optional
 Directions: Merge onto US-27 S/FL-25/H Westridge Rd. Take the 2nd right onto Rd

Property Attached: No
 Vegetation: Mature Landscaping
 Pool: Community
 Spa YN: No

nt \$(add HOA): Optional
 Dr. Turn left onto

Copyright © 2016

Great Tools For New Agents!

Need to track your expenses/mileage?



Need a CRM?



Need electronic signatures?



Need a virtual tour?
(Automatic for the first 5 images)



All of these tools are INCLUDED in your Stellar MLS subscription!

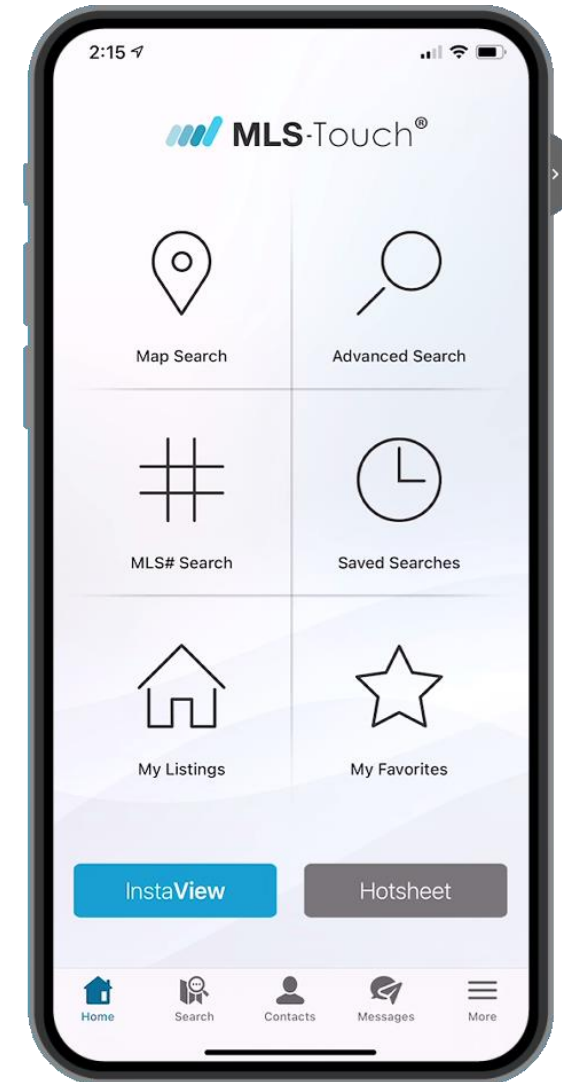
There's An App For That!



MLS-Touch®



- The mobile extension to Matrix
- Helps keep you connected!
- Brand & Share with your customers!
- Syncs up with Matrix and Prospects CRM!



Class – MLS-Touch App

Take All Of The Classes!



Advanced Matrix Searching
Become a Hyper-Local Market Expert
Cloud CMA Tools
Connected Solutions for the Modern Real Estate Professional
Creating A Professional CMA with Matrix
Data-Driven Marketing through Remine
Fast Track Your Listings
Foreclosures - What you need to know
Going on a Listing Appointment - What Next?
iMapp: Intro to Public Records & Prospecting
Intro to Prospects CRM
Intro to Realist & Prospecting
Learn to Research Rentals in Matrix
Leveraging MLS Tools to Locate Unlisted Inventory
Listing Presentation & Matrix CMA
Maximizing Your Subscription: Product Bootcamp
MLS Lead Generation Tools
MLS-Touch Mobile App
Optimizing Matrix To Work For You
Prospects CRM Customizing Action Plans & Text Templates
Search for New Construction Homes
ShowingTime
Strategic Mailing Lists
Strategic Searching and the Matrix Map
Tips on Navigating Today's Market
Tools to Create a Professional CMA
Tools To Make Your Buyer's Journey STELLAR
Welcome to Cloud CMA
Working with Buyers in the MLS

**All of the Stellar MLS education is
INCLUDED with your subscription!**

MLS Education Requirements

Within your first **60 days**, every new MLS subscriber is required to take:

- Starting Out Stellar (Online Only)**
- MLS Basic**
- MLS Compliance*** (This is **NOT** Code of Ethics)
 - **(*Comp Refresh Course** required every 2 years)

If you will be adding & editing listings, you will not have listing input access until you take:

- Adding and Editing Listings***
 - *Broker Authorization REQUIRED! Individual or Blanket



**Be prepared to wait
two business days
for access!**

Educational Resources

ALL-NEW Stellar MLS University

Stellar MLS required
courses

Resources/ Document Library

Course notes for all
Stellar MLS courses
English and Español

Education/ OnDemand Library

How-to Matrix
Videos

Vimeo

Full recorded
webinar videos

www.StellarMLS.com/learn

How To Find Your Education Dates

1. Log in to StellarMLS.com
2. Go to My MLS Account
3. Click on Membership Info
4. Scroll To The Bottom
5. Locate Your Education Date(s)!

The screenshot displays the StellarMLS user interface. On the left, the navigation menu is visible, with 'My MLS Account' highlighted. A teal arrow points from the 'My MLS Account' menu item to the 'Membership Info' section in the top right. The 'Membership Info' section is highlighted with a red box and contains a lightbulb icon. A second teal arrow points from the 'Membership Info' section to the 'Onboarding Required Classes Due Date:' field, which is also highlighted with a red box. A third teal arrow points from the 'Onboarding Required Classes Due Date:' field to the 'MLS Compliance Class Due Date:' field, which is also highlighted with a red box and contains the date '1/27/2025'. The top right of the interface shows the user is logged in with MLS ID: 035806192.

You are currently logged in with MLS ID: 035806192

StellarMLS

Search

PINNED FAVORITES

Matrix™

NAVIGATION

Home

Products & Services

Association Resources Sample

My MLS Account

Membership Info

Starting Out Stellar Req Met: YES

Onboarding Required Classes Due Date:

MLS Basic Req Met: YES

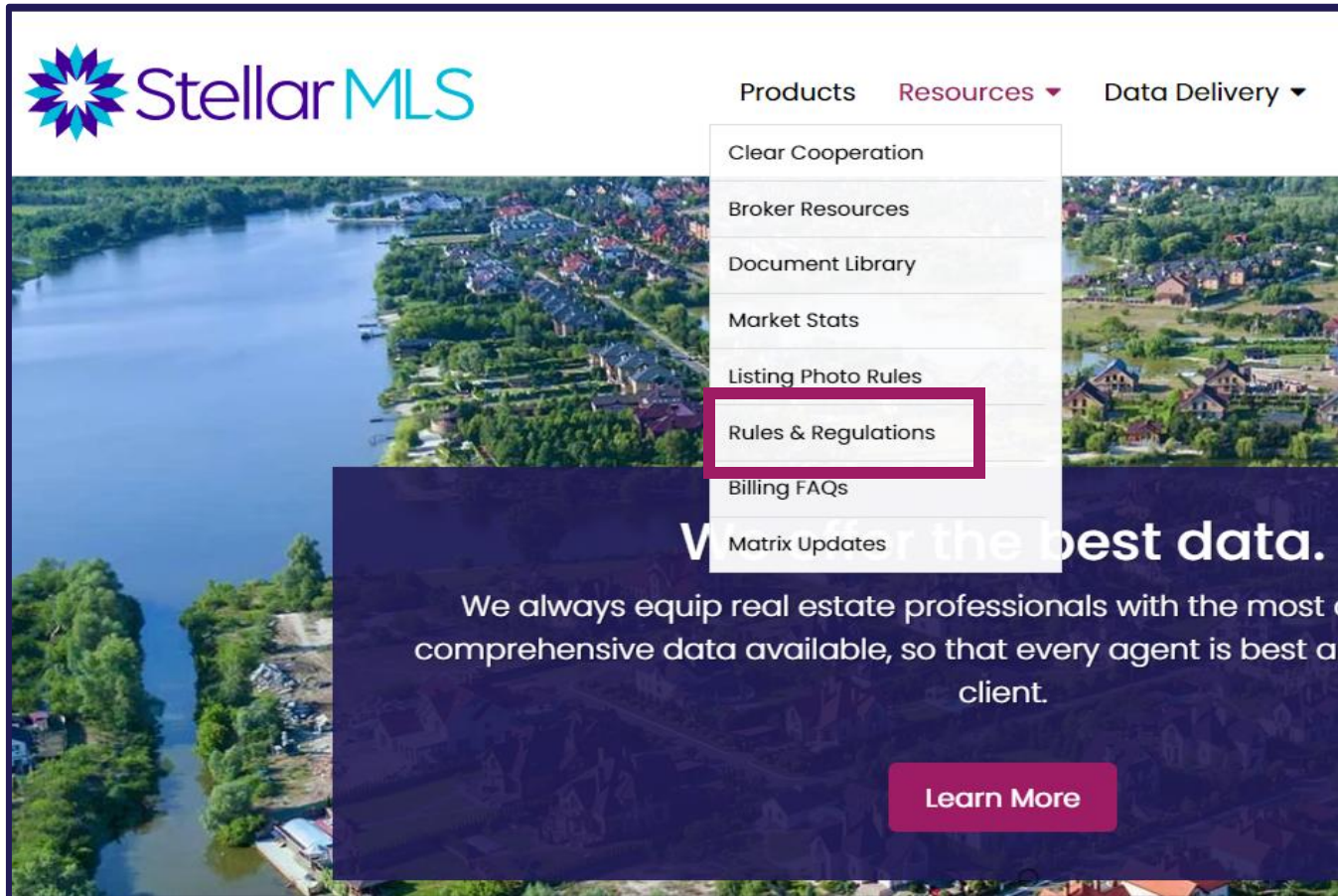
MLS Add/Edit Class Req Met: YES

MLS Compliance Req Met: YES

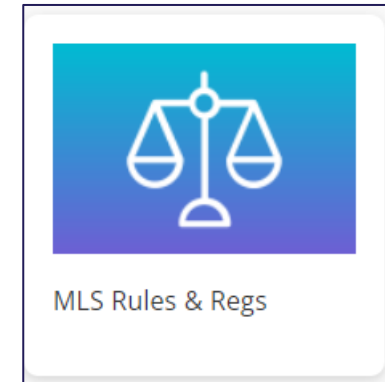
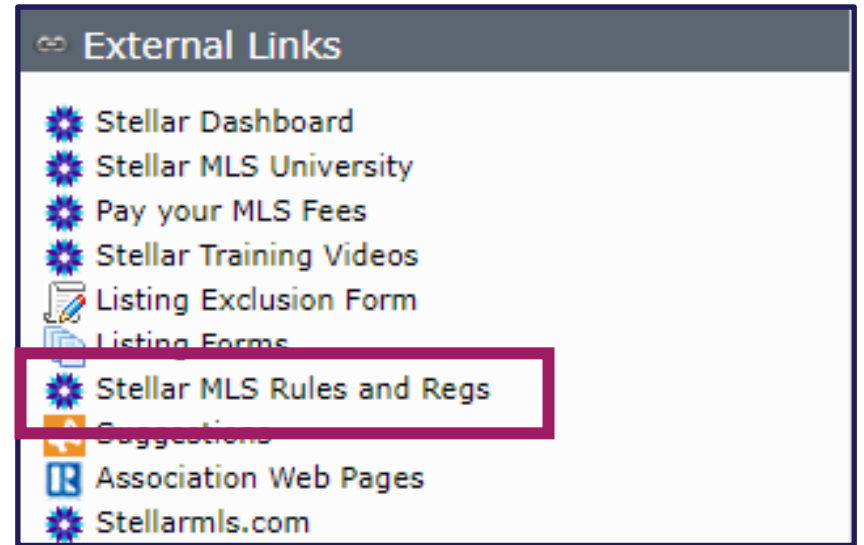
MLS Compliance Class Due Date: 1/27/2025

Where To Find The Rules & Regs

StellarMLS.com > Resources Tab



In Matrix – Links Tab or Widget



Stellar Central > Products and Services



Who to Contact

Local Board / Association

- Continuing Education - (CE Credits)
- Lockbox/Supra Key Support
- Code of Ethics Training
- Advocacy/RPAC/YPN
- Realtor® Events
- Board/Association Membership

Stellar MLS

- Matrix (MLS System) Issues/Access
- MLS Products & Services Support
- MLS Education
- IDX & Listing Distribution Services
- MLS Billing
- Listing Compliance/MLS Rules & Regs

MLS Support Center



Toll Free:
800-686-7451

Local:
407-960-5300

Email:
support@stellarmls.com

Hours:
Mon. – Thurs. 8:00am – 6:30pm
Friday 9:00am – 6:30pm
Saturday 8:00am – 6:00pm

CALL BACK QUEUE: Don't lose your place in line
and you don't have to wait...We will call you back!