Stellar MLS

CONSEJOS PARA NAVEGAR EL MERCADO ACTUAL

Declaración Antimonopolio

Stellar MLS is a for profit corporation whose shareholders and members are engaged in similar businesses and Stellar MLS provides services to such shareholders and members.

Whenever such persons engaged in similar businesses gather or when corporations provide services to such similar businesses, there is a risk of antitrust liability or of the appearance of anti-competitive activity.

Stellar MLS has adopted strict policies to avoid any such liability or appearances. Any departure from these policies could result in severe civil and criminal penalties to you as individuals, to your company and to your association/board and Stellar MLS.

Agenda

Consejos para navegar el mercado actual

- Matrix
- Imapp
- Remine
- NewHome Source
- Builders Update

think

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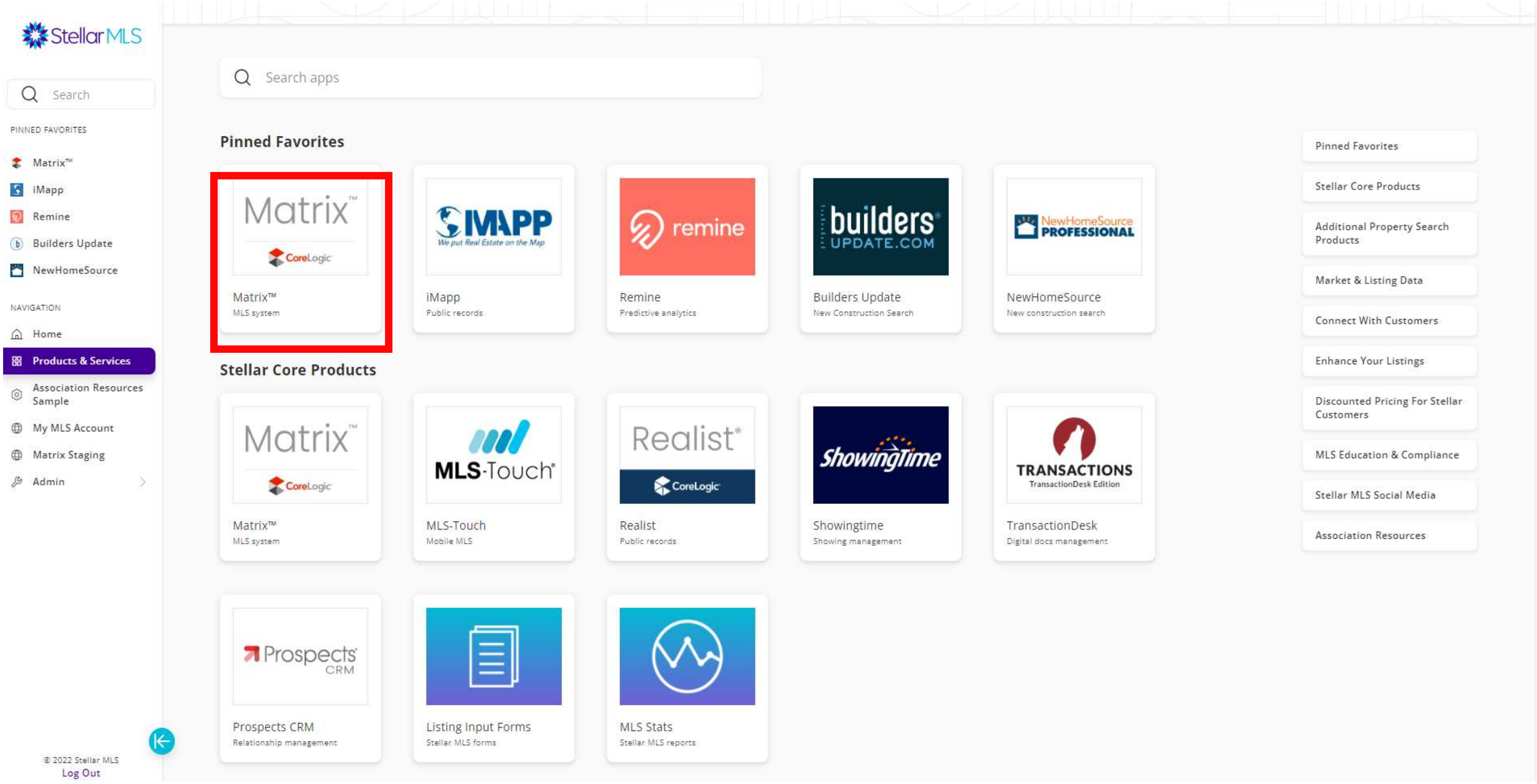
t box



Stellar MLS

Search

PINNED FAVORITES

- Matrix™
- iMapp
- Remine
- Builders Update
- NewHomeSource

NAVIGATION

- Home
- **Products & Services**
- Association Resources Sample
- My MLS Account
- Matrix Staging
- Admin

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Log Out

Search apps

Pinned Favorites

Matrix™	MLS system
iMapp	Public records
Remine	Predictive analytics
Builders Update	New Construction Search
NewHomeSource	New construction search

Stellar Core Products

Matrix™	MLS system
MLS-Touch	Mobile MLS
Realist	Public records
Showingtime	Showing management
TransactionDesk	Digital docs management
Prospects CRM	Relationship management
Listing Input Forms	Stellar MLS forms
MLS Stats	Stellar MLS reports

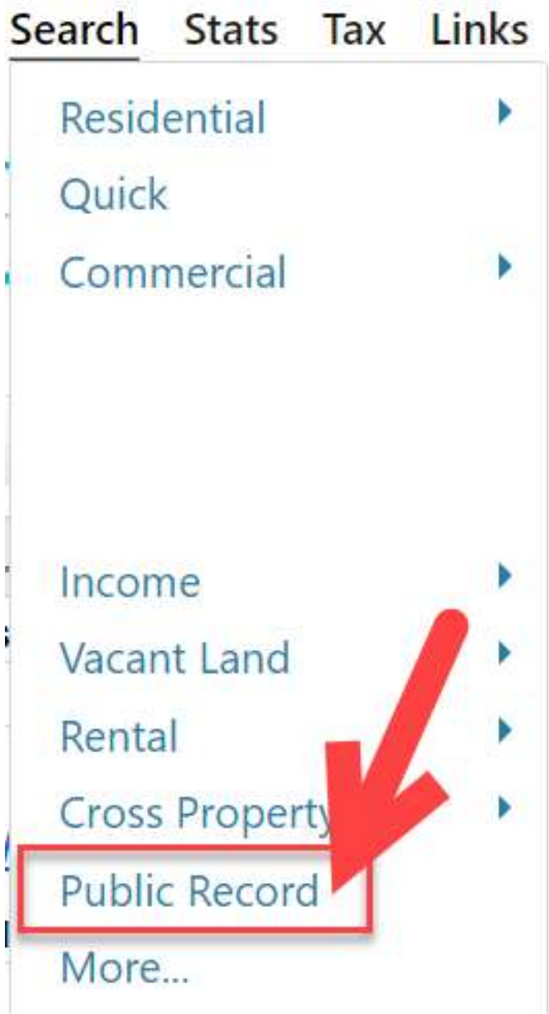
- Pinned Favorites
- Stellar Core Products
- Additional Property Search Products
- Market & Listing Data
- Connect With Customers
- Enhance Your Listings
- Discounted Pricing For Stellar Customers
- MLS Education & Compliance
- Stellar MLS Social Media
- Association Resources

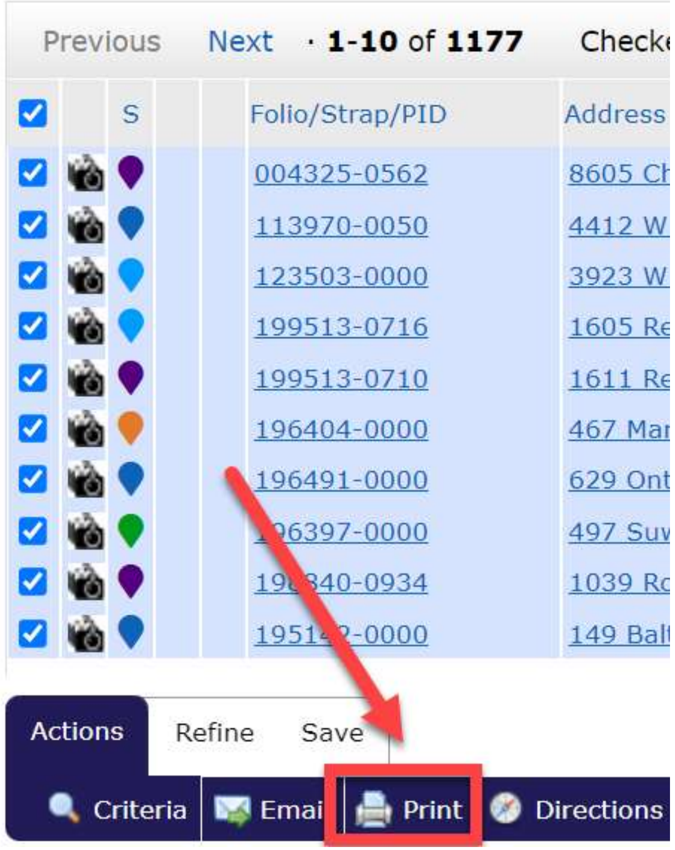
CoreLogic® Matrix™

Búsqueda de registros públicos en Matrix 360

- Rápido y conveniente
- Buscar por estatus pendientes que aceptan ofertas adicionales y propiedades temporalmente fuera del mercado
- Encontrar casas para los compradores cuando el mercado se encuentra con un bajo inventario
- Búsqueda de registros públicos para encontrar propiedades fuera del mercado que se ajusten a las necesidades de sus compradores
- Generar etiquetas de correo a los propietarios de esas propiedades para indicarles que tiene un comprador interesado en su propiedad y si considerarían vender.

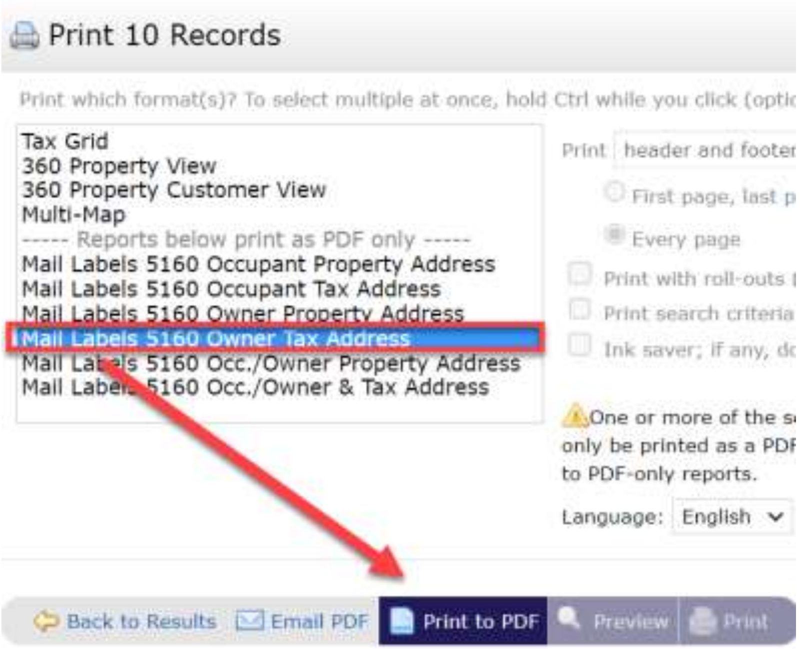
Búsqueda de registros públicos en Matrix 360


Search
Stats
Tax
Links
Residential
Quick
Commercial
Income
Vacant Land
Rental
Cross Property
Public Record
More...


Previous
Next
· 1-10 of 1177
Checke

☑		S			Folio/Strap/PID	Address
☑					004325-0562	8605 Ch
☑					113970-0050	4412 W
☑					123503-0000	3923 W
☑					199513-0716	1605 Re
☑					199513-0710	1611 Re
☑					196404-0000	467 Mar
☑					196491-0000	629 Ont
☑					[illegible]6397-0000	497 Suv
☑					19[illegible]340-0934	1039 Ro
☑					1951[illegible]2-0000	149 Balt

Actions
Refine
Save
Criteria
Emai
Print
Directions


Print 10 Records

Print which format(s)? To select multiple at once, hold Ctrl while you click (optic

Tax Grid
360 Property View
360 Property Customer View
Multi-Map
----- Reports below print as PDF only -----
Mail Labels 5160 Occupant Property Address
Mail Labels 5160 Occupant Tax Address
Mail Labels 5160 Owner Property Address
Mail Labels 5160 Owner Tax Address
Mail Labels 5160 Occ./Owner Property Address
Mail Labels 5160 Occ./Owner & Tax Address

Print header and footer
○ First page, last p
● Every page
☐ Print with roll-outs
☐ Print search criteria
☐ Ink saver; if any, do

One or more of the s only be printed as a PDF to PDF-only reports.

Language: English

Back to Results
Email PDF
Print to PDF
Preview
Print

Matrix 360 – Búsqueda de Propiedades

- Tax Tab – Public Records
- County
- City/Zip
- Last Sale Date
- Owner Occupied - No
- Bedrooms
- Bath
- Land Use (CoreLogic) Sfr
- Pool
- Go to Results
- Print Tab – Generate Mailing Labels-Owner Tax Address

StellarMLS

Matrix™

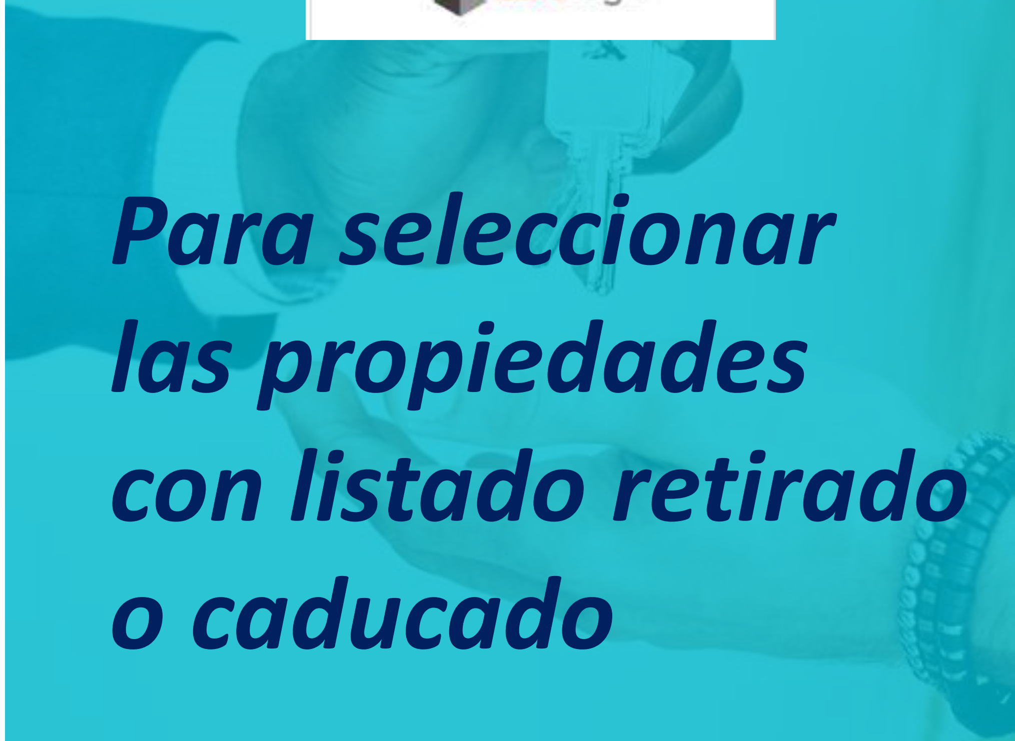
CoreLogic

Dirigirse a los propietarios ausentes que puedan estar dispuestos a vender en el futuro

Matrix 360 – Búsqueda de Propiedades

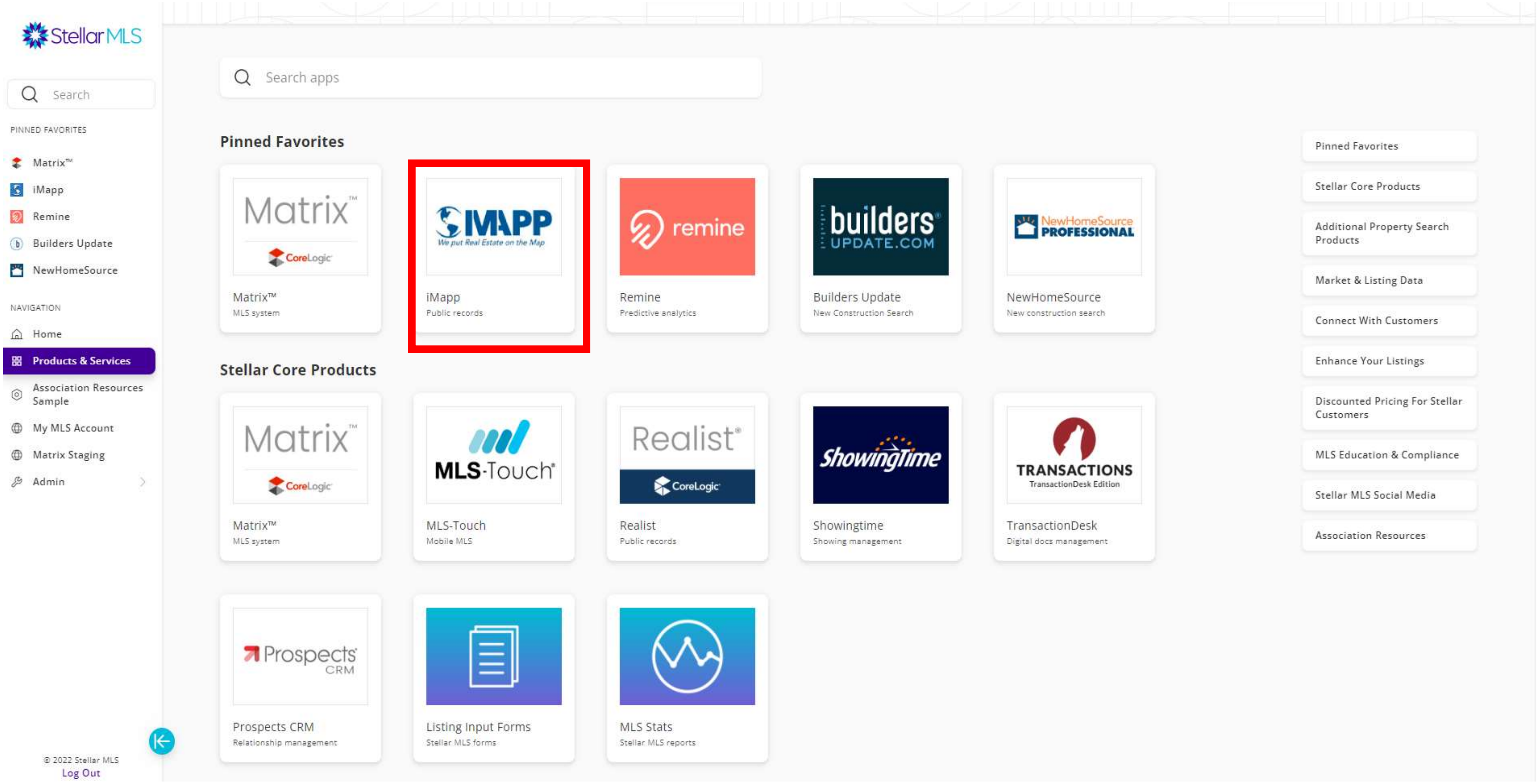
- Tax Tab – Public Records
- County
- City/Zip
- Owner Occupied -Yes
- MLS Status Date
    - Withdrawn Conditional (1-3 months)
    - Expired (1-3 Months)
- Land Use (CoreLogic) Condominium
- Go to Results
- Print Tab – Generate Mailing Labels-Owner Tax Address

Matrix™ CoreLogic



Para seleccionar las propiedades con listado retirado o caducado

Stellar MLS


StellarMLS
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IMAPP

We put Real Estate on the Map

- Acceso a iMapp
- Escenarios de búsqueda de impuestos, MLS y ejecuciones hipotecarias
- Creación de búsquedas guardadas
- Creación de etiquetas de correo

Prospección de vendedores con iMapp

IMAPP
We put Real Estate on the Map

Consistency is

- La constancia es vital para su éxito.
- Ya sea que prospere o trabaje una zona, ser consistente y detallado le ayudará a hacer crecer su negocio.
- Buscar propiedades que tengan
  - **Caducado y no se ha vuelto a entrar en MLS.**
  - **Retirado y no se ha vuelto a entrar en MLS.**

iMapp Expirado No ReActivados

- MLS Tab
- County (make sure matches city or zip)
- Search for a City/Zip Code Contains City / Zip
- Opportunity Zone Equal to In Opportunity Zone (any type)
- Property Use Code Equal to SFR
- Expiration Date Greater to equal to Past Date

Dirigirse a los compradores que pueden estar dispuestos a volver a poner en venta su propiedad

IMAPP
We put Real Estate on the Map

StellarMLS

iMapp Retirado No Reenlistado

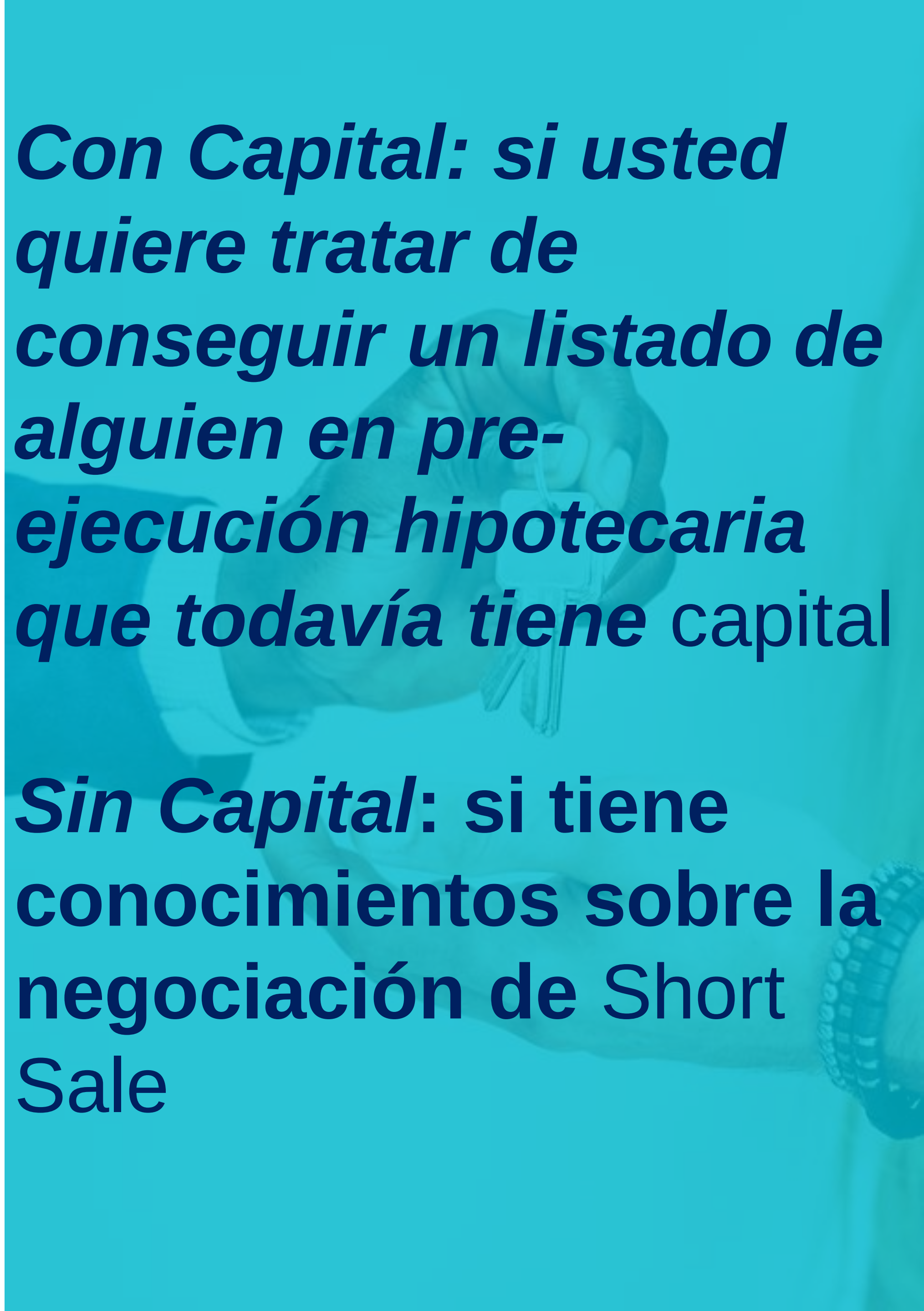
- MLS Tab
- County (make sure matches city or zip)
- Search for a City/Zip Code
- Property Class Equal to Residential
- Listing Status Equal to Withdrawn Not Relisted
- Withdrawn Date Greater to equal to Past Date

Dirigirse a los compradores que pueden estar dispuestos a volver a poner en venta su propiedad

iMapp Reposeidas

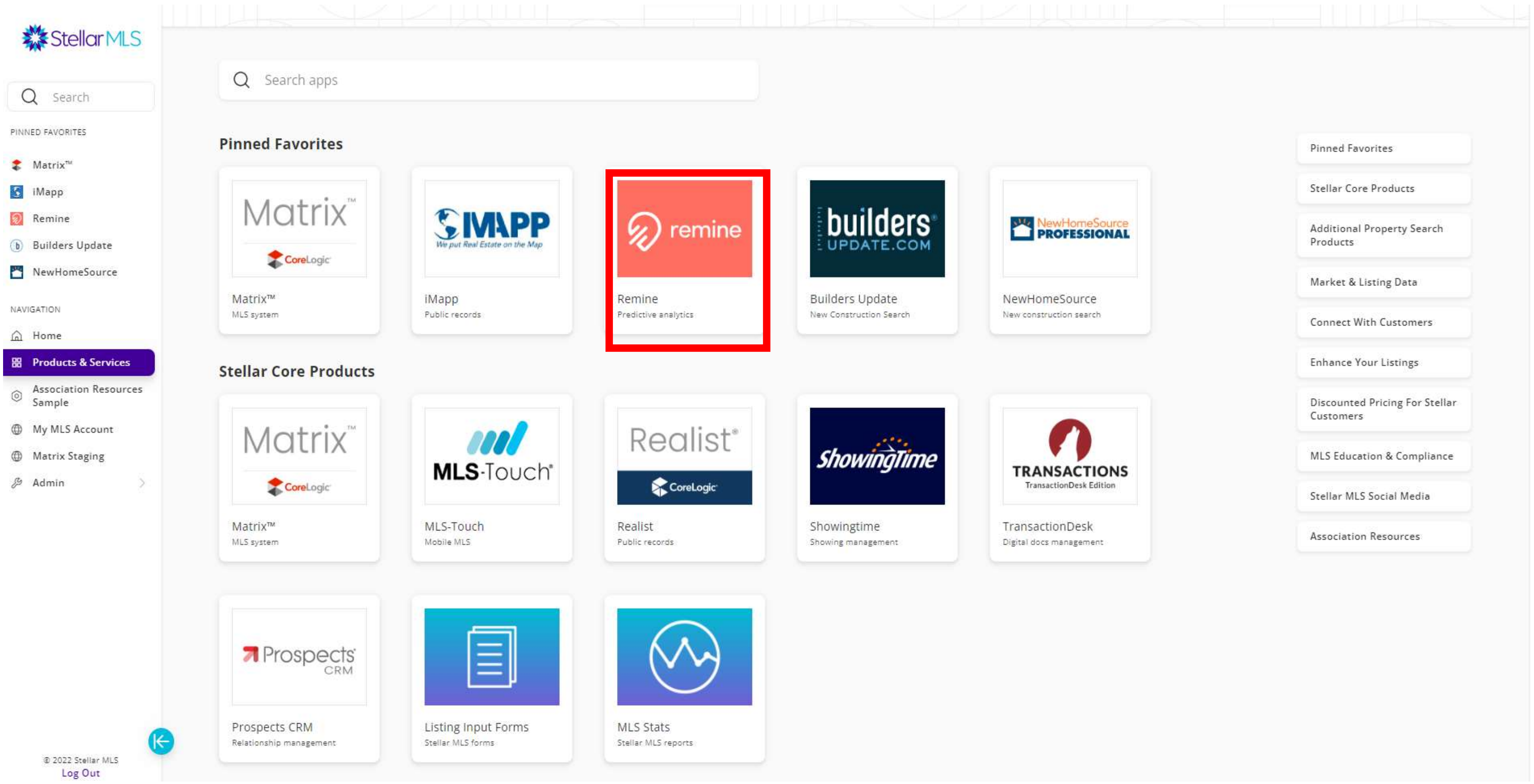
- Add a filter for a zip code with foreclosure activity
- Lis Pendens
- Judgement Sale Date– Greater Than today's date
- Core Logic Land Use Code = SFR
- Market Value = 25,000

Stellar MLS



Con Capital: si usted quiere tratar de conseguir un listado de alguien en pre-ejecución hipotecaria que todavía tiene capital

Sin Capital**: si tiene conocimientos sobre la negociación de** Short Sale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remine

¿QUÉ ES REMINE?

Datos de bienes raíces

- Datos del listado
- Datos de los registros públicos
- Datos hipotecarios
- Datos de la Oficina del Censo
- Datos postales
- Información de contacto

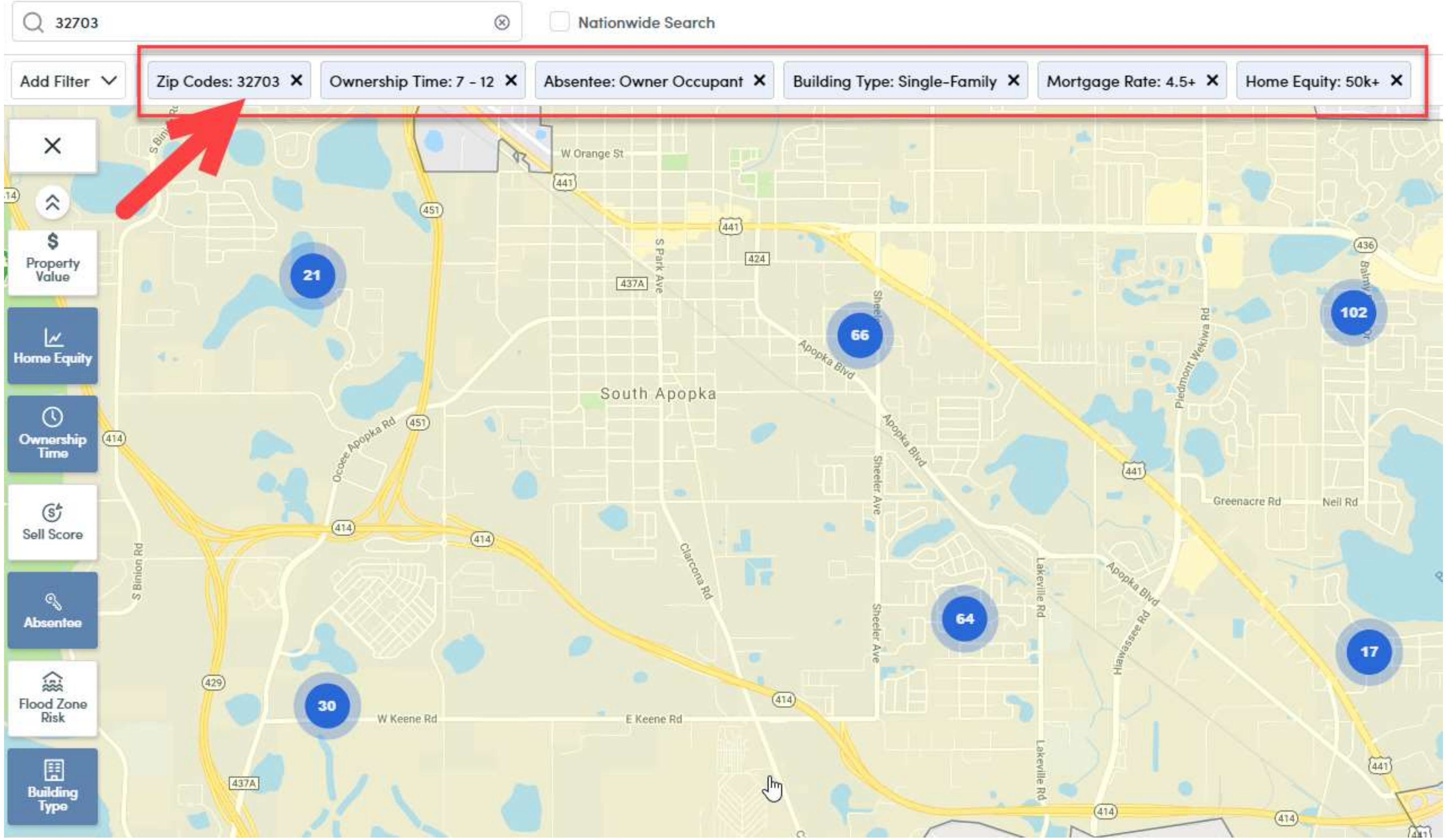
Análisis predictivo

- Estimación de los fondos capitales
- Puntuaciones de compra
- Puntuaciones de venta

Herramientas de mercadeo

- Exportaciones
- Etiquetas de correo
- Mailers
- Enlace personalizado
- CMA 360

Remine - Prospección de vendedores



32703

☐ Nationwide Search

Add Filter

Zip Codes: 32703 ✕

Ownership Time: 7 - 12 ✕

Absentee: Owner Occupant ✕

Building Type: Single-Family ✕

Mortgage Rate: 4.5+ ✕

Home Equity: 50k+ ✕

Property Value
Home Equity
Ownership Time
Sell Score
Absentee
Flood Zone Risk
Building Type
South Apopka
W Orange St
Apopka Blvd
W Keene Rd
E Keene Rd
Greenacre Rd
Neil Rd
21
66
102
64
17
30

Remine

Predictive analytics

Imprima las Etiquetas de Correo

remine
Remine
Predictive analytics

"En la última década, la media de años que los propietarios de Florida llevan en su actual vivienda ha aumentado de 7 a 12".

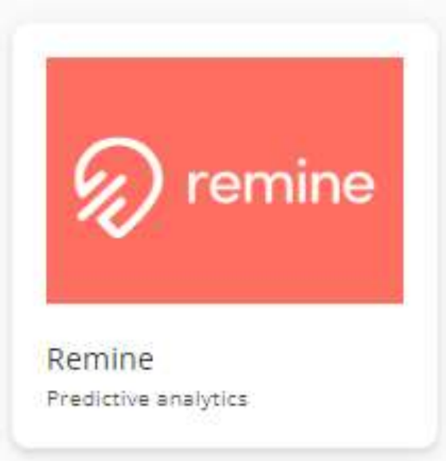
- Cree una lista de contactos y de correo orientada a los propietarios de viviendas en función de características como *los años de propiedad* y el *tipo de hipoteca*, para dirigirse a los propietarios con más probabilidades de vender.
- Crear un lista de correo en una zona determinada de propietarios que lleven entre 7 y 12 años siendo propietarios, y que estén pagando un tipo de hipoteca más alto.
- Con los tasas de hipotecas más bajos de hoy, es más probable quelos propietarios vendan y se muden.

Escenario de Remine: reducción de tamaño de la propiedad

Para hacer un seguimiento de los cambios en estas propiedades y enviar un correo con consejos para la reducción de tamaño.

- Add a filter for a subdivision (ideally with larger homes owned for several decades)
- Go to More Filter on Top and Add in Square Feet ≥ 2000
- Home Equity ≥ $100,000
- Years Ownership ≥ 20
- Absentee = Owner Occupied
- Building Type = Single Family Home
- Mortgage Age ≥ 2 or “Has No Mortgage” (eliminate recently refinanced properties)
- Mortgage Rate ≥ 6%
- Optional: Medium or High Sell Score
- Save Properties to cart
- More: Create Mailing Labels

StellarMLS



Escenario de Remine : Propiedades más grandes

Dirigirse a los compradores que pueden estar listos para mudarse a una casa más grande

- Add a filter for a subdivision with a lot of starter homes
- Go to “More” filter on top and add in Square Feet between 1000 and 1700.
- Home Equity ≥ 25000
- Years Ownership = 5-10
- Absentee = Owner Occupied
- Building Type = Single Family Home
- Mortgage Age ≥ 2 (eliminate recently refinanced properties)
- Optional: Mortgage Rate ≥ 4.5%

StellarMLS

remine

Remine

Predictive analytics

Encuentra a los Propietarios

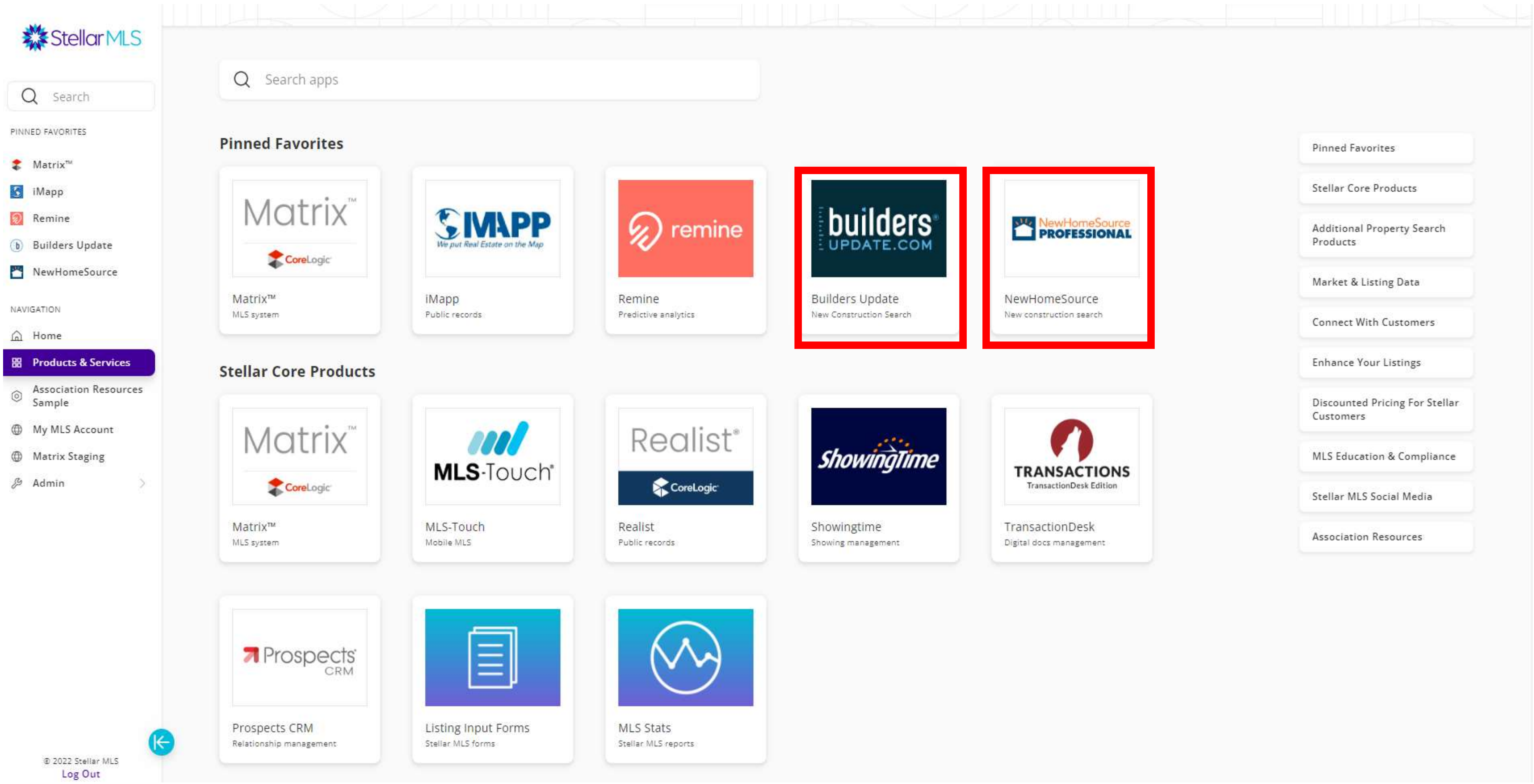
- Add a filter for a zip code or subdivision
- Absentee = Absentee, In State and Absentee, Out of State
- Building Type = Single Family Home, Condo, Townhouse
- Add Filters that match Buyer's criteria
    - Pool, bedrooms / baths
- Optional Layers: Cash Buyers

StellarMLS

Escenario Remine: Propietarios ausentes

Para comercializar servicios de bienes raíces o enviar un boletín informativo sobre sus servicios de administración de propiedades de inversión/vacaciones y experiencia domo agente de bienes raíces.

remine
Remine
Predictive analytics



Search

PINNED FAVORITES

- Matrix™
- iMapp
- Remine
- Builders Update
- NewHomeSource

NAVIGATION

- Home
- Products & Services
- Association Resources Sample
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Log Out

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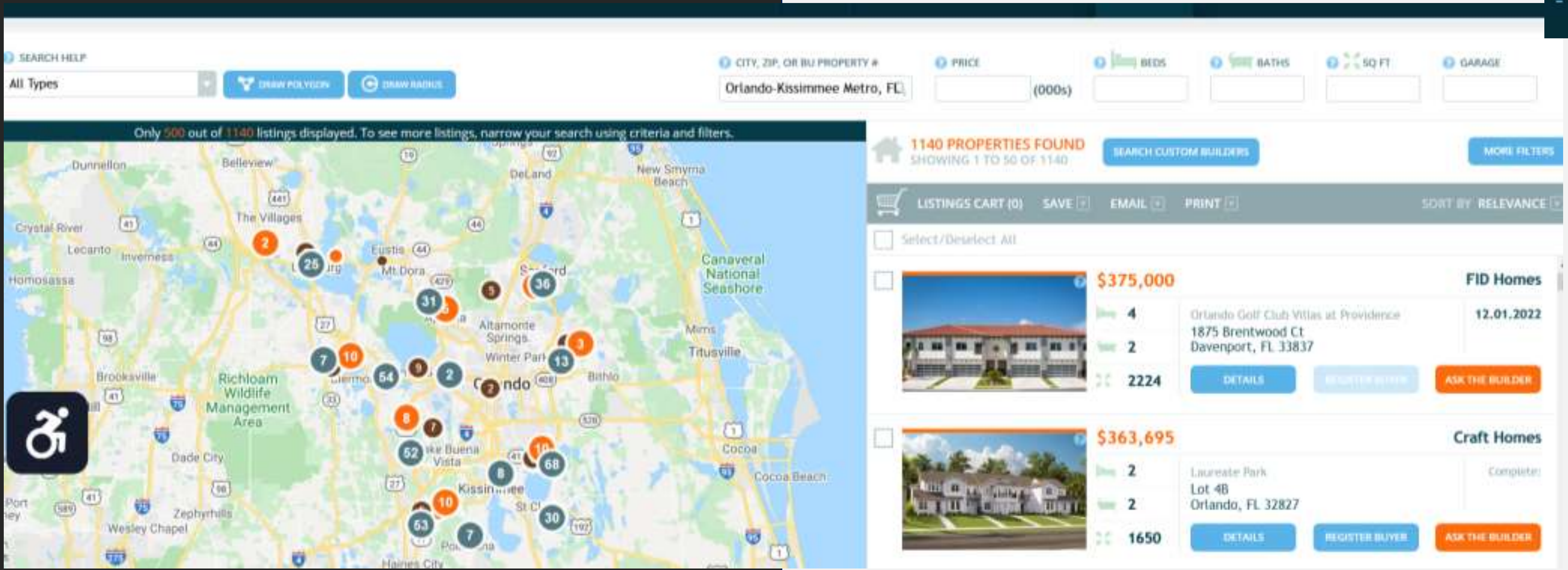
1

Búsqueda de nuevas construcciones y comunidades de casas nuevas

buildersUPDATE.COM

Establecer relaciones con los constructores puede ser una estrategia fundamental.



SEARCH HELP
DRAW POLYGON
DRAW RADIUS
CITY, ZIP, OR BU PROPERTY #
PRICE
BEDS
BATHS
SQ FT
GARAGE
SEARCH CUSTOM BUILDERS
MORE FILTERS
LISTINGS CART (0)
SAVE
EMAIL
PRINT
SORT BY RELEVANCE
DETAILS
REGISTER BUYER
ASK THE BUILDER
Dunnellon
Belleview
DeLand
New Smyrna Beach
Crystal River
Lecanto
Inverness
The Villages
Homosassa
Eustis
Mt Dora
Sanford
Canaveral National Seashore
Altamonte Springs
Winter Park
Orlando
Mims
Titusville
Brooksville
Richloam Wildlife Management Area
Bithlo
Cocoa
Cocoa Beach
Dade City
Lake Buena Vista
Kissimmee
St Cloud
Zephyrhills
Wesley Chapel
Haines City

All Types

Orlando-Kissimmee Metro, FL

(000s)

Only 500 out of 1140 listings displayed. To see more listings, narrow your search using criteria and filters.

1140 PROPERTIES FOUND
SHOWING 1 TO 50 OF 1140

☐ Select/Deselect All

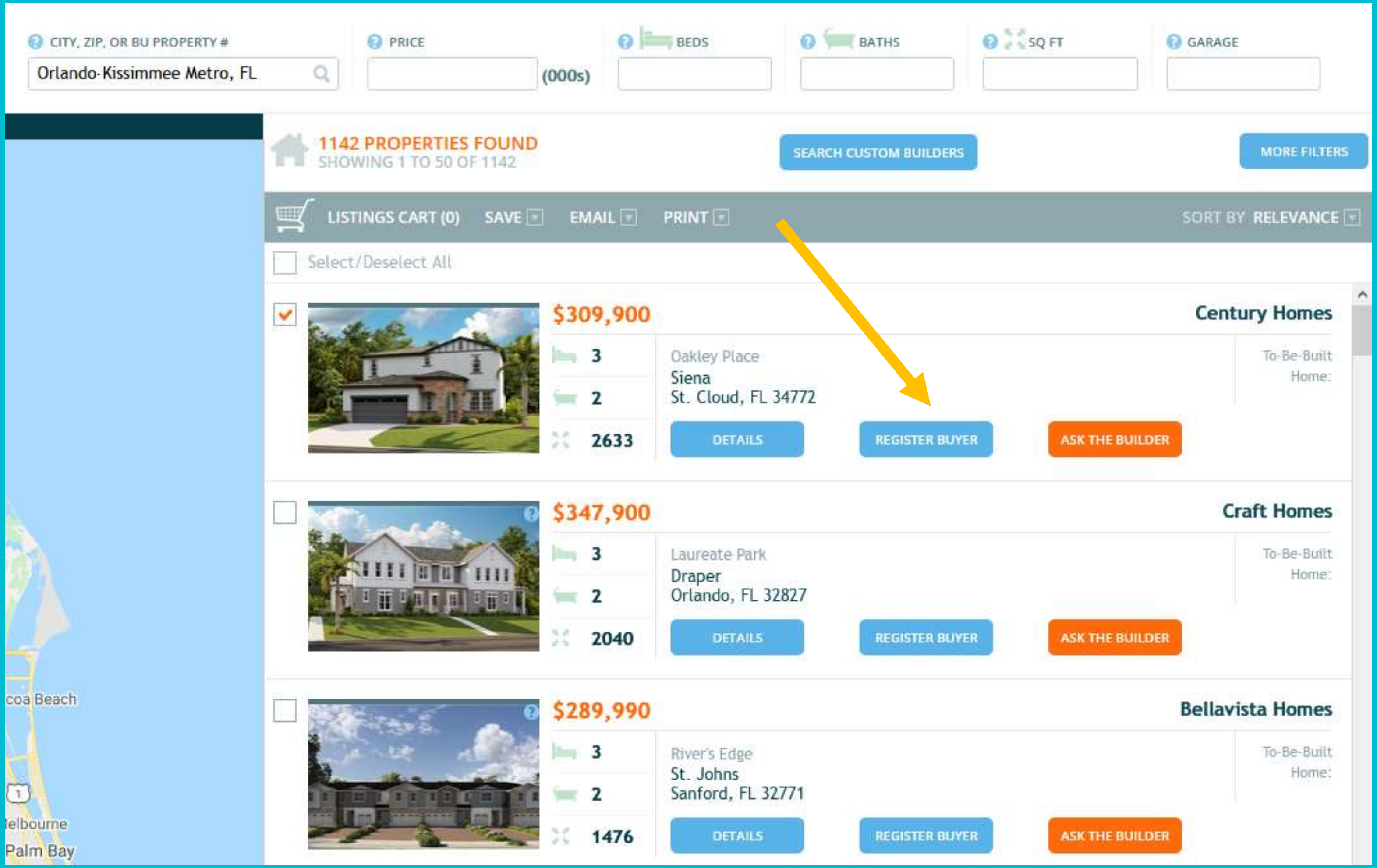
☐ $375,000 FID Homes
4
2
2224
Orlando Golf Club Villas at Providence
1875 Brentwood Ct
Davenport, FL 33837
12.01.2022

☐ $363,695 Craft Homes
2
2
1650
Laureate Park
Lot 4B
Orlando, FL 32827
Complete

Búsqueda de inventario de construcción nueva

Registra a tus clientes

builders®
UPDATE.COM



CITY, ZIP, OR BU PROPERTY #: Orlando-Kissimmee Metro, FL

PRICE: (000s)

BEDS

BATHS

SQ FT

GARAGE

1142 PROPERTIES FOUND
SHOWING 1 TO 50 OF 1142

SORT BY RELEVANCE

☐ Select/Deselect All

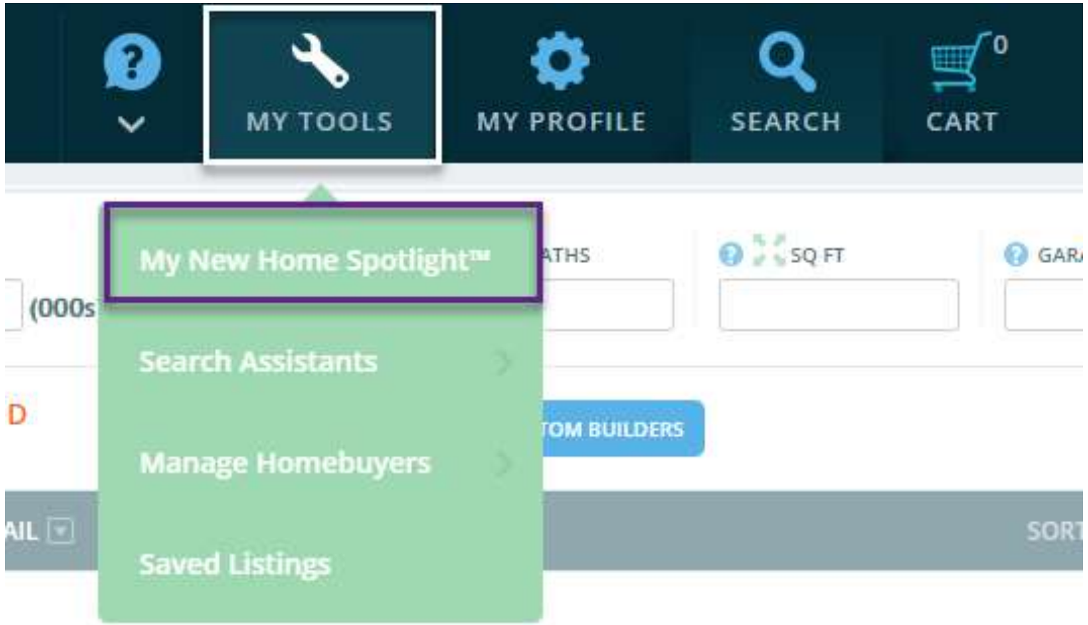
☑ $309,900 — Century Homes
3 | 2 | 2633
Oakley Place
Siena
St. Cloud, FL 34772
To-Be-Built Home:

☐ $347,900 — Craft Homes
3 | 2 | 2040
Laureate Park
Draper
Orlando, FL 32827
To-Be-Built Home:

☐ $289,990 — Bellavista Homes
3 | 2 | 1476
River's Edge
St. Johns
Sanford, FL 32771
To-Be-Built Home:

SEARCH CUSTOM BUILDERS
MORE FILTERS
LISTINGS CART (0)
SAVE
EMAIL
PRINT
DETAILS
REGISTER BUYER
ASK THE BUILDER
coa Beach
elbourne
Palm Bay
1

Herramienta para Generar Clientes


MY TOOLS
MY PROFILE
SEARCH
CART
0
My New Home Spotlight™
Search Assistants
Manage Homebuyers
Saved Listings
(000s
ATHS
SQ FT
GAR
TOM BUILDERS
AIL
SORT

builders®
UPDATE.COM

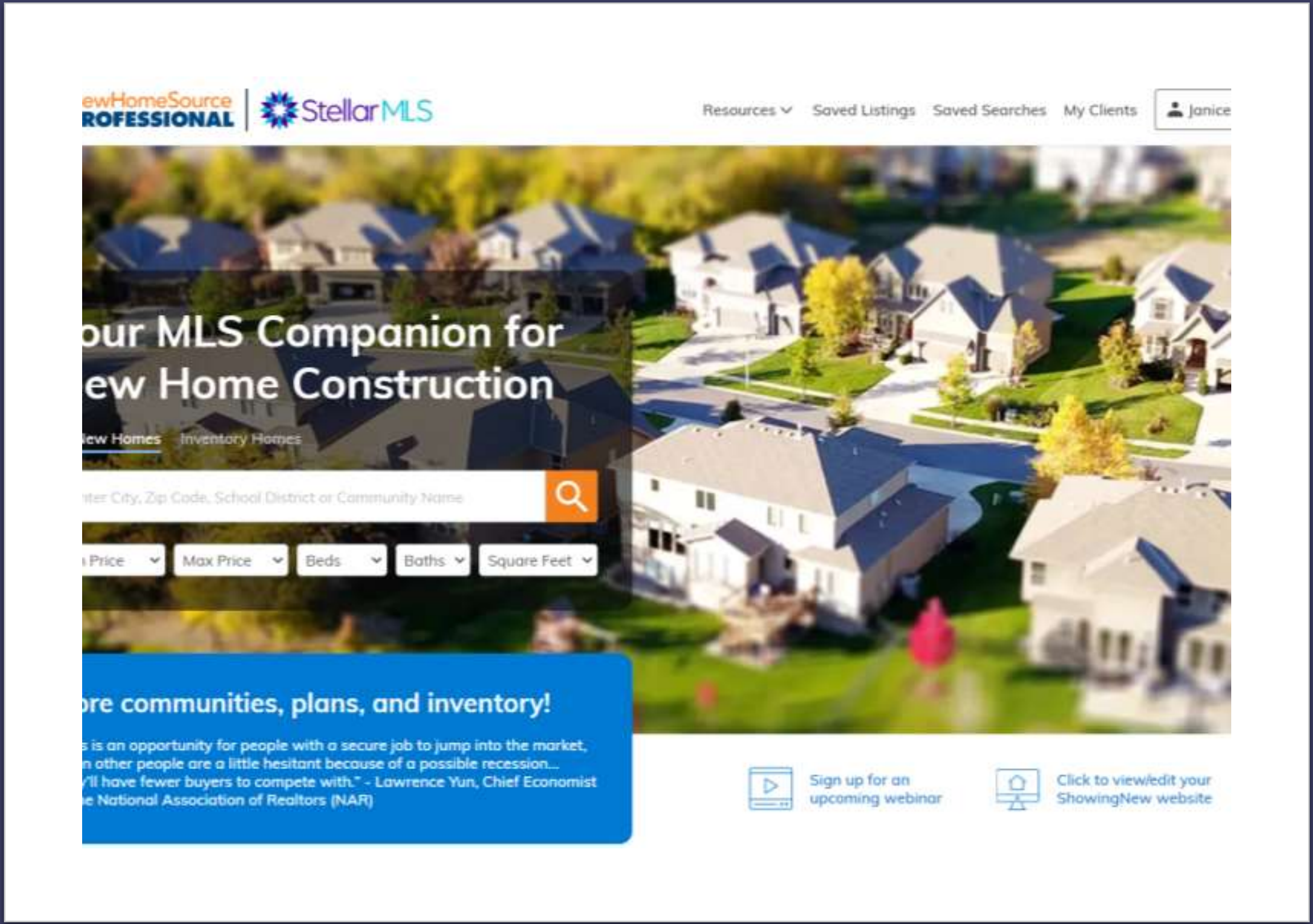
1

Búsqueda de nuevas construcciones y comunidades de casas nuevas

NewHomeSource
PROFESSIONAL

Establecer relaciones con los constructores puede ser una estrategia fundamental.

Búsqueda de Inventario


Resources
Saved Listings
Saved Searches
My Clients
Janice
lew Homes
Inventory Homes
nter City, Zip Code, School District or Community Name
Price
Max Price
Beds
Baths
Square Feet
Sign up for an upcoming webinar
Click to view/edit your ShowingNew website

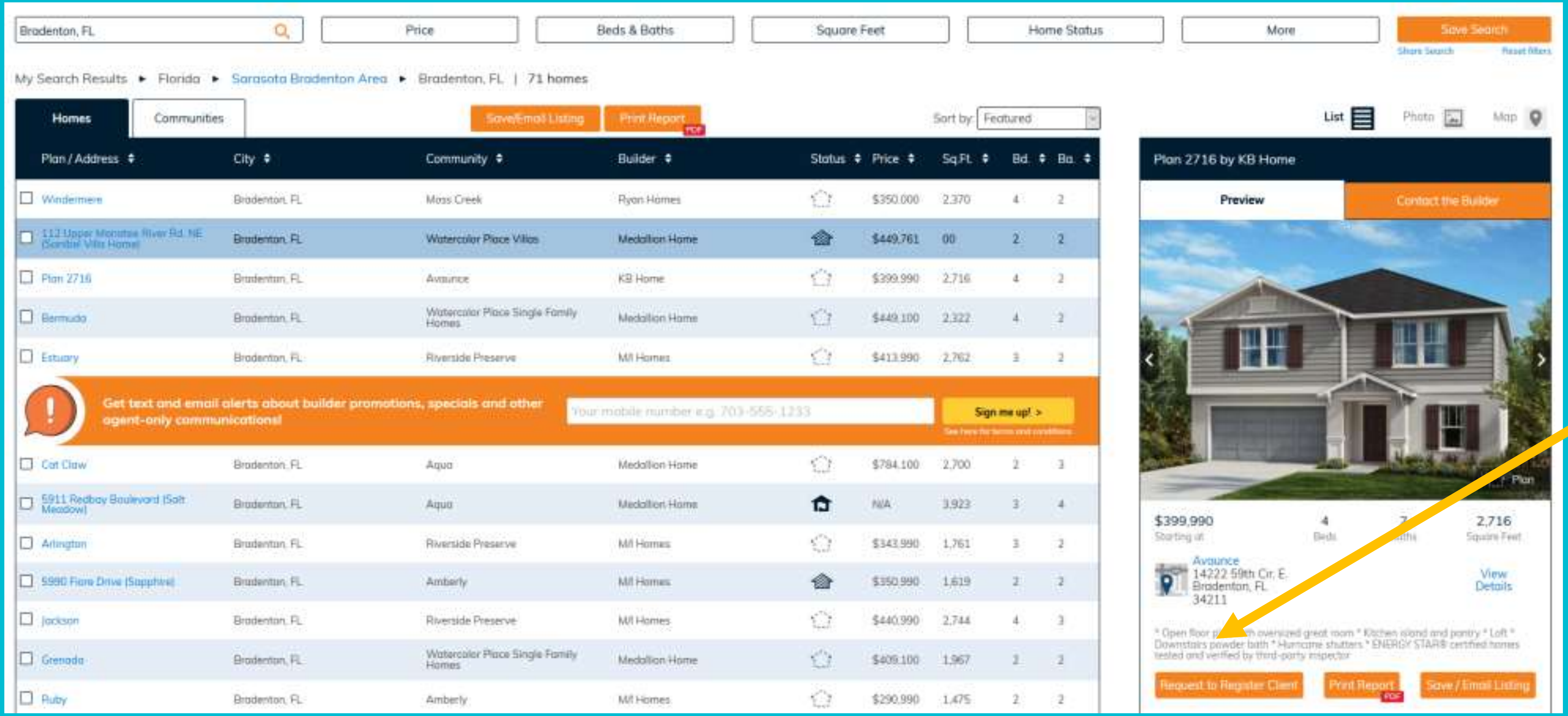
our MLS Companion for ew Home Construction

ore communities, plans, and inventory!

s is an opportunity for people with a secure job to jump into the market, n other people are a little hesitant because of a possible recession... y'll have fewer buyers to compete with." - Lawrence Yun, Chief Economist e National Association of Realtors (NAR)

Registra tus clientes

NewHomeSource
PROFESSIONAL


Bradenton, FL
Price
Beds & Baths
Square Feet
Home Status
More
Save Search
Share Search
Reset filters

My Search Results ▸ Florida ▸ Sarasota Bradenton Area ▸ Bradenton, FL | 71 homes

Homes
Communities
Save/Email Listing
Print Report
PDF
Sort by: Featured
List
Photo
Map

	Plan / Address	City	Community	Builder	Status	Price	Sq.Ft.	Bd.	Ba.
☐	Windermere	Bradenton, FL	Moss Creek	Ryan Homes	⌂	$350,000	2,370	4	2
☐	112 Upper Manatee River Rd. NE (Sanibel Villa Home)	Bradenton, FL	Watercolor Place Villas	Medallion Home	🏠	$449,761	00	2	2
☐	Plan 2716	Bradenton, FL	Avaunce	KB Home	⌂	$399,990	2,716	4	2
☐	Bermuda	Bradenton, FL	Watercolor Place Single Family Homes	Medallion Home	⌂	$449,100	2,322	4	2
☐	Estuary	Bradenton, FL	Riverside Preserve	M/I Homes	⌂	$413,990	2,762	3	2

Get text and email alerts about builder promotions, specials and other agent-only communications!

Your mobile number e.g. 703-555-1233
Sign me up! >
See here for terms and conditions

	Plan / Address	City	Community	Builder	Status	Price	Sq.Ft.	Bd.	Ba.
☐	Cat Claw	Bradenton, FL	Aqua	Medallion Home	⌂	$784,100	2,700	2	3
☐	5911 Redbay Boulevard (Salt Meadow)	Bradenton, FL	Aqua	Medallion Home	🏠	N/A	3,923	3	4
☐	Arlington	Bradenton, FL	Riverside Preserve	M/I Homes	⌂	$343,990	1,761	3	2
☐	5990 Fiore Drive (Sapphire)	Bradenton, FL	Amberly	M/I Homes	🏠	$350,990	1,619	2	2
☐	Jackson	Bradenton, FL	Riverside Preserve	M/I Homes	⌂	$440,990	2,744	4	3
☐	Grenada	Bradenton, FL	Watercolor Place Single Family Homes	Medallion Home	⌂	$409,100	1,967	2	2
☐	Ruby	Bradenton, FL	Amberly	M/I Homes	⌂	$290,990	1,475	2	2

Plan 2716 by KB Home

Preview
Contact the Builder
Plan

$399,990 Starting at | 4 Beds | 2 Baths | 2,716 Square Feet

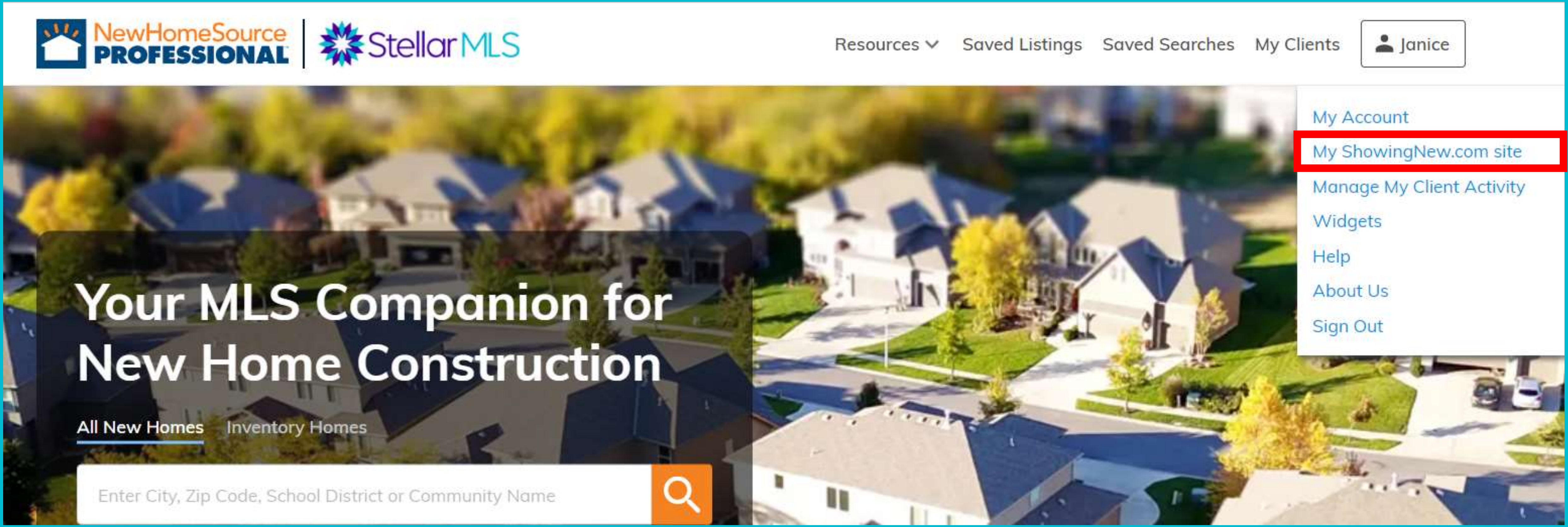
Avaunce
14222 59th Cir. E.
Bradenton, FL
34211

View Details

* Open floor pl[illegible]th oversized great room * Kitchen island and pantry * Loft * Downstairs powder bath * Hurricane shutters * ENERGY STAR® certified homes tested and verified by third-party inspector

Request to Register Client
Print Report
PDF
Save / Email Listing

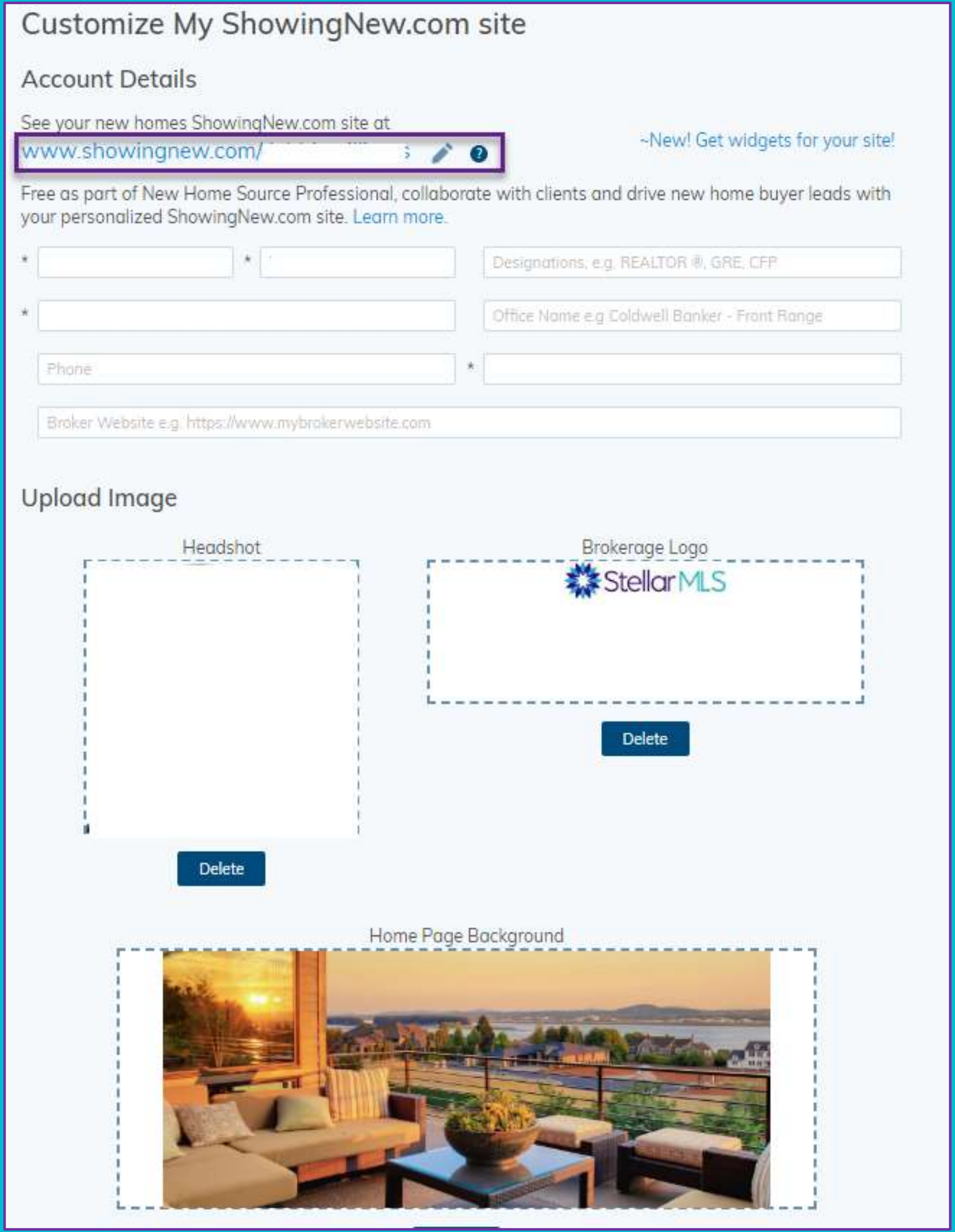
Herramienta de Generar Cliente



NewHomeSource PROFESSIONAL
StellarMLS
Resources
Saved Listings
Saved Searches
My Clients
Janice
My Account
My ShowingNew.com site
Manage My Client Activity
Widgets
Help
About Us
Sign Out
Your MLS Companion for New Home Construction
All New Homes
Inventory Homes
Enter City, Zip Code, School District or Community Name

NEW HOME SOURCE PRO

My ShowingNew.com Site



Customize My ShowingNew.com site

Account Details

See your new homes ShowingNew.com site at

www.showingnew.com/[redacted]

~New! Get widgets for your site!

Free as part of New Home Source Professional, collaborate with clients and drive new home buyer leads with your personalized ShowingNew.com site. Learn more.

* * Designations, e.g. REALTOR ®, GRE, CFP

* Office Name e.g Coldwell Banker - Front Range

Phone *

Broker Website e.g. https://www.mybrokerwebsite.com

Upload Image

Headshot
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Brokerage Logo
StellarMLS
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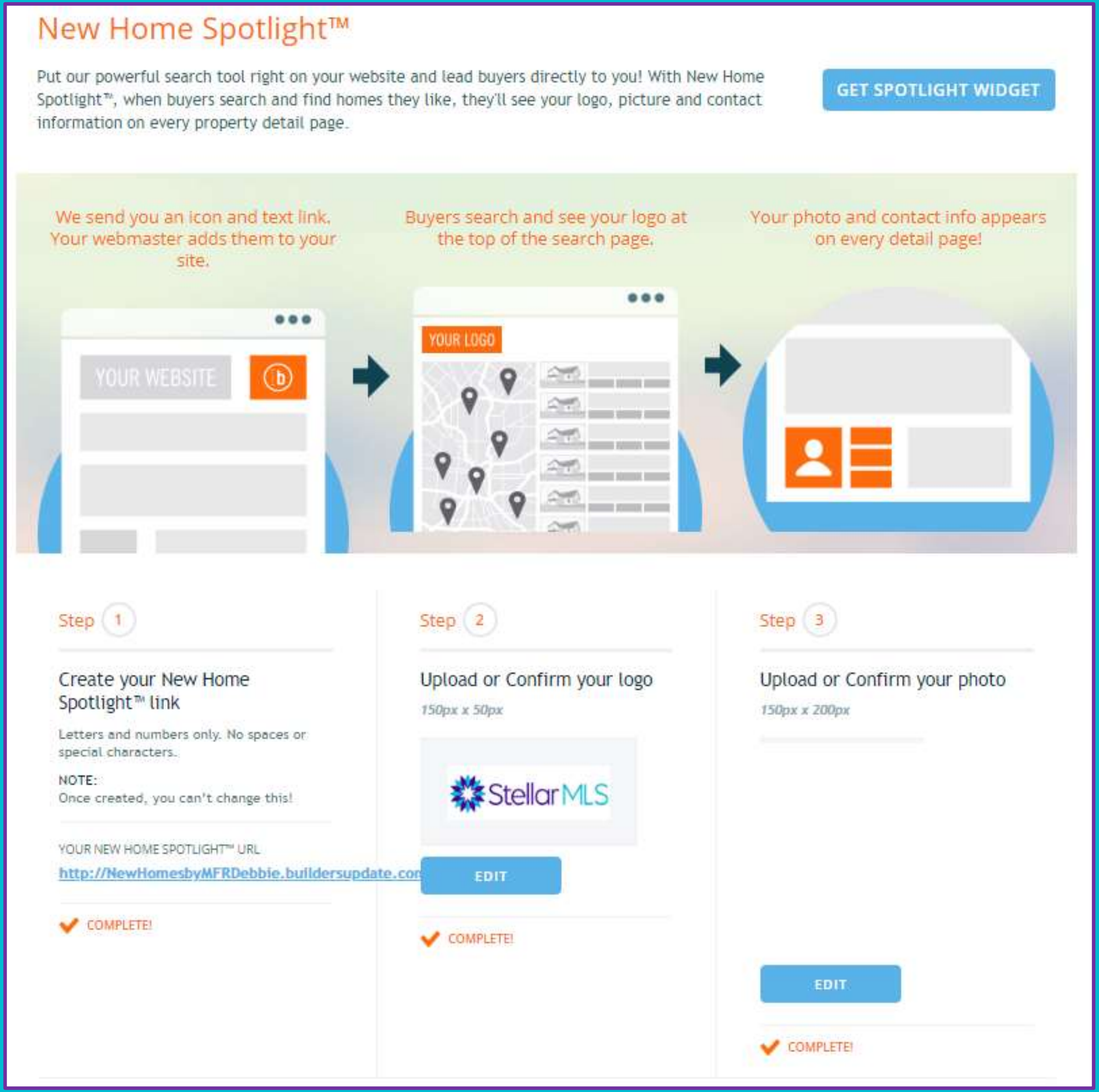
Widgets



New Home Spotlight™

Put our powerful search tool right on your website and lead buyers directly to you! With New Home Spotlight™, when buyers search and find homes they like, they'll see your logo, picture and contact information on every property detail page.

We send you an icon and text link. Your webmaster adds them to your site.

Buyers search and see your logo at the top of the search page.

Your photo and contact info appears on every detail page!

Step 1

Create your New Home Spotlight™ link

Letters and numbers only. No spaces or special characters.

NOTE:
Once created, you can't change this!

YOUR NEW HOME SPOTLIGHT™ URL
http://NewHomesbyMFRDebbie.buildersupdate.co

✓ COMPLETE!

Step 2

Upload or Confirm your logo

150px x 50px

✓ COMPLETE!

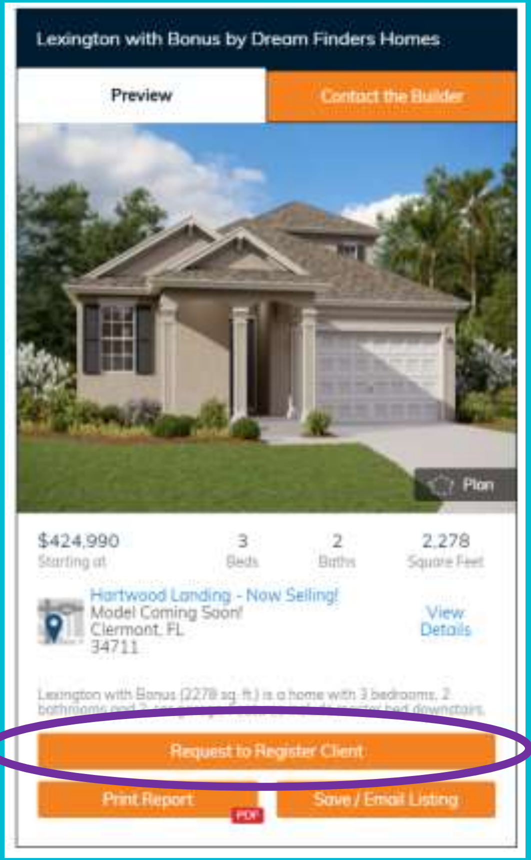
Step 3

Upload or Confirm your photo

150px x 200px

✓ COMPLETE!

¿Cómo registrar a tus compradores?


Preview
Contact the Builder
Plan
Request to Register Client
Print Report
PDF
Save / Email Listing
View Details

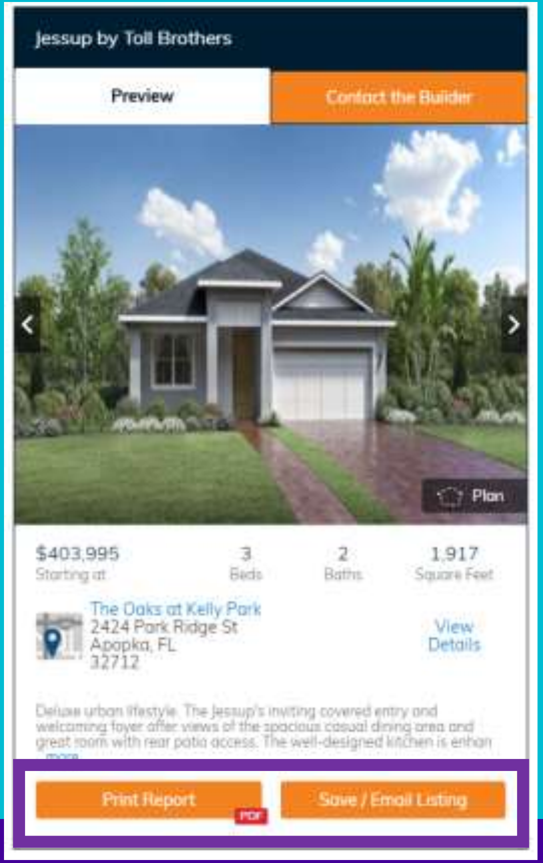
Lexington with Bonus by Dream Finders Homes

$424,990 Starting at
3 Beds
2 Baths
2,278 Square Feet

Hartwood Landing - Now Selling!
Model Coming Soon!
Clermont, FL
34711

Lexington with Bonus (2278 sq. ft.) is a home with 3 bedrooms, 2 bathrooms and 2- [illegible] master bed downstairs.

¿Cómo enviar correo eléctronicos y imprimir folletos?

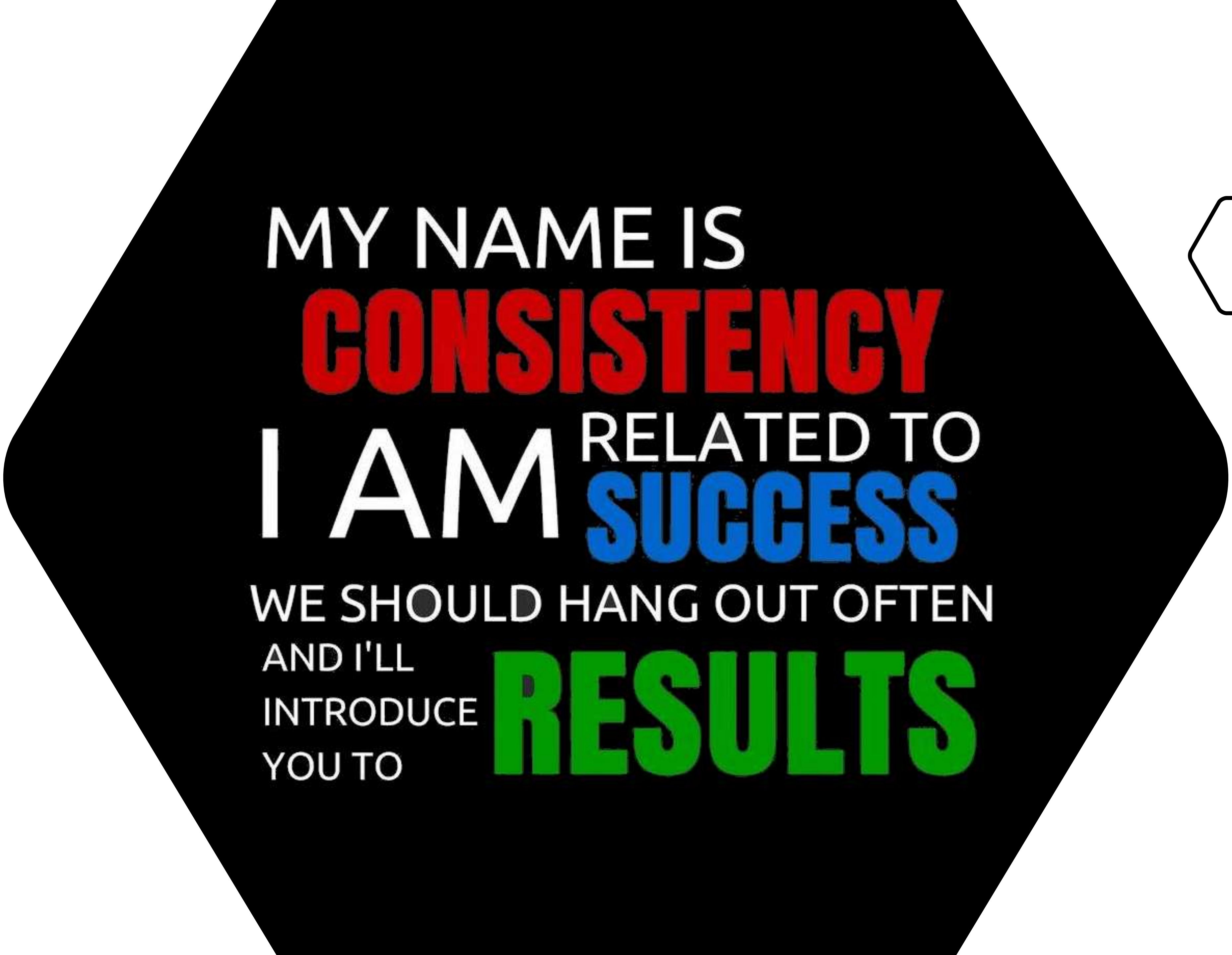

Preview
Contact the Builder
Plan
View Details
more
Print Report
PDF
Save / Email Listing

Jessup by Toll Brothers

$403,995 Starting at
3 Beds
2 Baths
1,917 Square Feet

The Oaks at Kelly Park
2424 Park Ridge St
Apopka, FL
32712

Deluxe urban lifestyle. The Jessup's inviting covered entry and welcoming foyer offer views of the spacious casual dining area and great room with rear patio access. The well-designed kitchen is enhan



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