

Glide into the Future of MLS with Four New Features

BY TESS RAINES

Four new MLS features and programs make their debut at NABOR this fall, just in time for the busy winter season. Designed for various stages of the real estate sales process—from searching properties to selling—each feature streamlines the accessibility of data to make sealing the deal that much simpler for both agents and customers.



Glide

With a debut in early December, REALTORS® will find that Glide arrives at the cusp of our seasonal influx. Many of these visitors will already have their schedules booked with brunches and beach trips, and little time for complex property disclosure forms. A California company designed the Glide platform as a way to ensure sellers' property disclosure forms are completed correctly and by an authorized user.

The previous method of completing sellers' disclosure forms involved messy handwriting, constant back-and-forth between the agent and the seller to clarify points made in the form and the question of whether the person filling out the form was the seller—a cumbersome process, says Eben Moran, NABOR®'s vice president of MLS and business technology.

Glide instead allows for both the seller and the agent to work off of a platform together in real time, where the most recent version of the form is available if any changes are made by the agent. A step-by-step format simplifies the process of filling out information and ensures that all questions are answered completely and are not missed. If the seller is confused by the wording on the form or they don't understand how to answer it, they can flag that area for the REALTOR® to review. The comment box isn't limited with

Glide, so the seller has more freedom to expand on any concerns or extra details on the property they feel need to be known. The backend of the site verifies components like the IP address used to complete the form to verify that the person filling out the form is the seller.

Once completed and electronically signed by the seller, the form can be generated into a PDF to store on file.

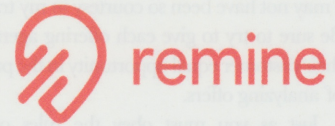
Add a Comp

In July, the Southwest Florida MLS released Add a Comp, a new input feature on Matrix. REALTOR®S looking to boost their production report can now include off-market sales that occurred after Jan. 1, 2020, and were not listed in the MLS during closing.

"It shows us and consumers that the majority of transactions happening are with a REALTOR® involved," Moran says. "It's good for the members and good for our appraisers to have MLS data. It shows an accurate reflection of what's happening in the community."

According to Southwest Florida MLS, acceptable sales to include are any that are pre-construction, under construction, new construction, for sale by owner and office exclusives. The timing for Add a Comp is perfect, says Moran, as NAR® established a new rule in May requiring a transaction not going into the MLS to be sold through the office as an office exclusive.

In the system, agents must enter all the required data, as well as a copy of the purchase and sale agreement, closing statement and a property-specific photo, before the Add a Comp can be closed. The input can only be closed by a broker, office administrator or MLS staff member.



Remine

Although Remine has been around for four years, it's new to NABOR® this fall. The app and desktop database allows lenders, REALTORS® and their customers to compare and access data that's important to the transaction on one platform.

Remine provides REALTORS® and their customers with a snapshot of "everything from specific property information, community information, demographic data, school ratings and tax data," Moran explains.

The app brands the platform specifically to the user, so REALTORS® will have more detailed features and functions than customers. "We want to drive them back to the agent," Moran says. "The number one goal for us is to give members the tools to build relationships with their customers."



Matrix X

Matrix X updated in August and emerged with a new look. Although the functions remain the same, the update cleaned up the platform's layout for a fresh, modern appearance that mirrors other current third-party sites. It also features the new Southwest Florida MLS logo.

Matrix X can integrate and sync with those third-party products, including Remine, so information normally compiled from several different platforms can now be accessed in one spot. One other bonus that won't go unappreciated? Faster speed when loading pages.