



Stellar
MLS

NEW MEMBER ORIENTATION

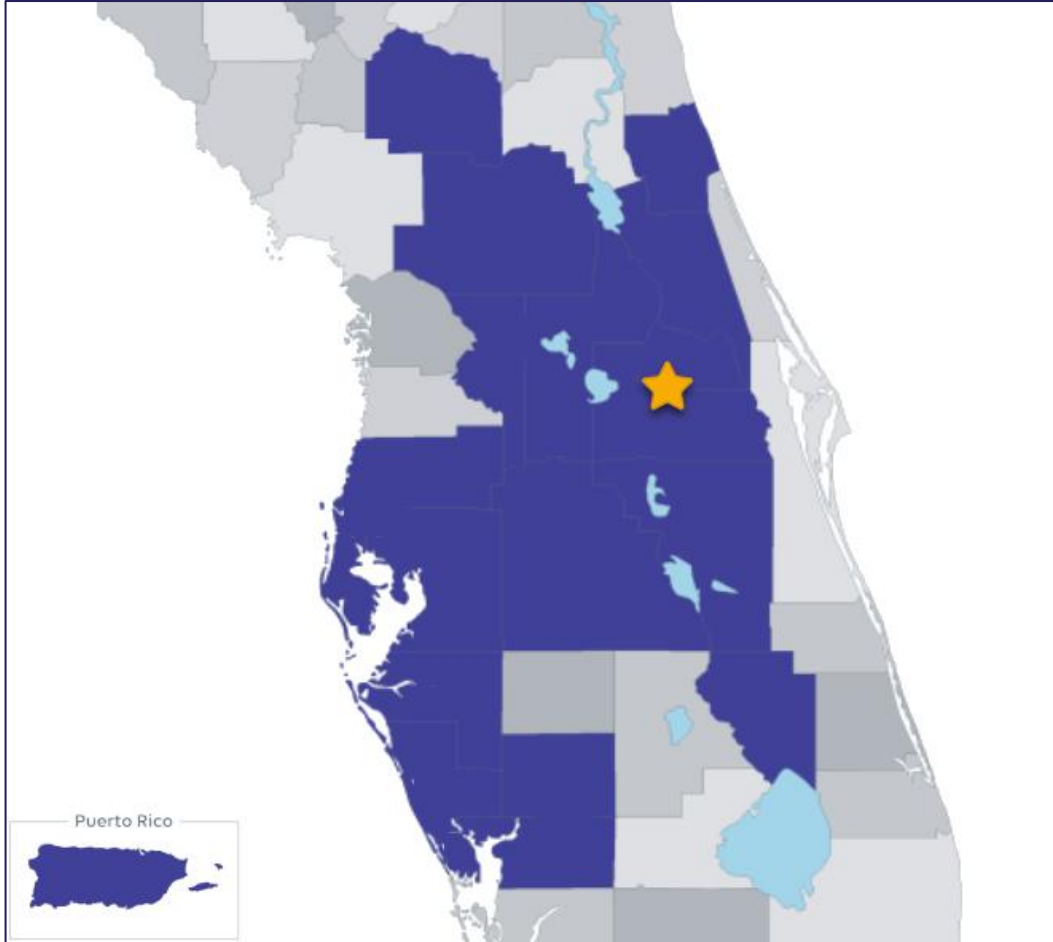
What is an MLS?

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?

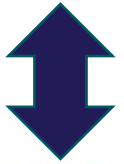


247 Maitland Avenue, Altamonte Springs, FL 32701

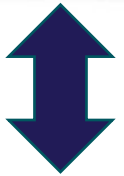
How does Stellar MLS fit in?



NATIONAL
ASSOCIATION *of*
REALTORS®



FloridaRealtors®

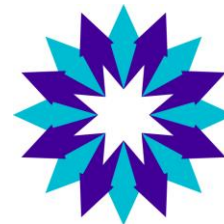


Your Local Board

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

However, Stellar MLS currently serves

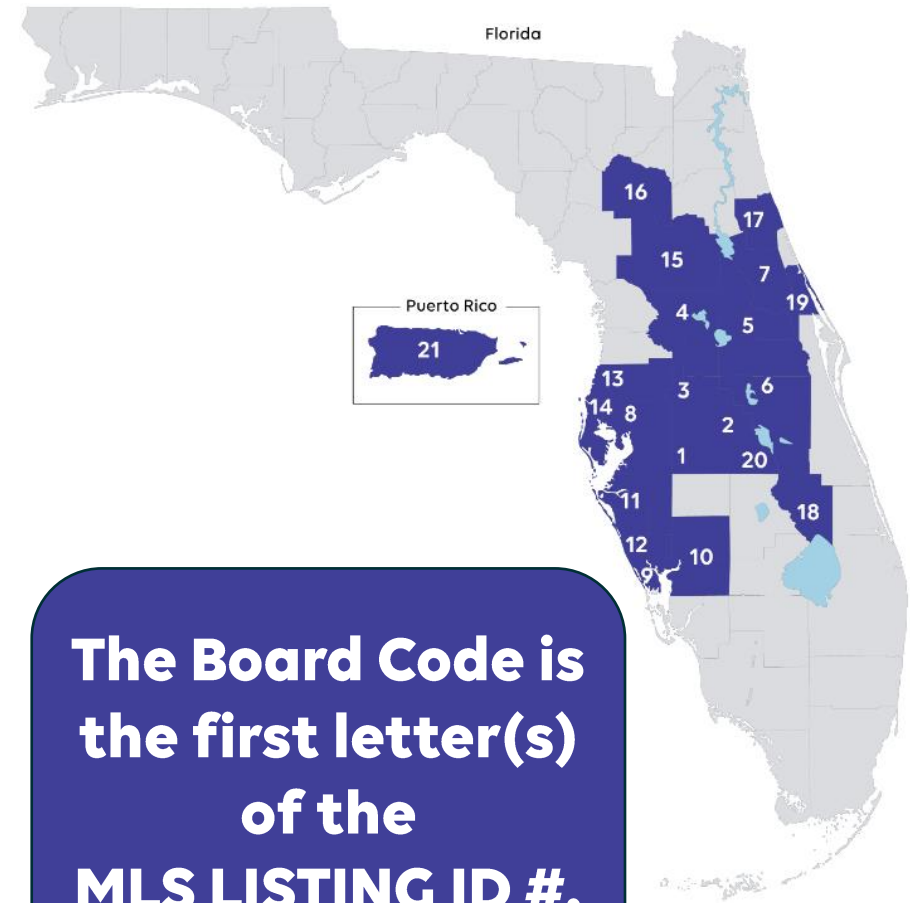
- 19 shareholder REALTOR® Associations
- 2 Customer REALTOR® Associations



StellarMLS

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

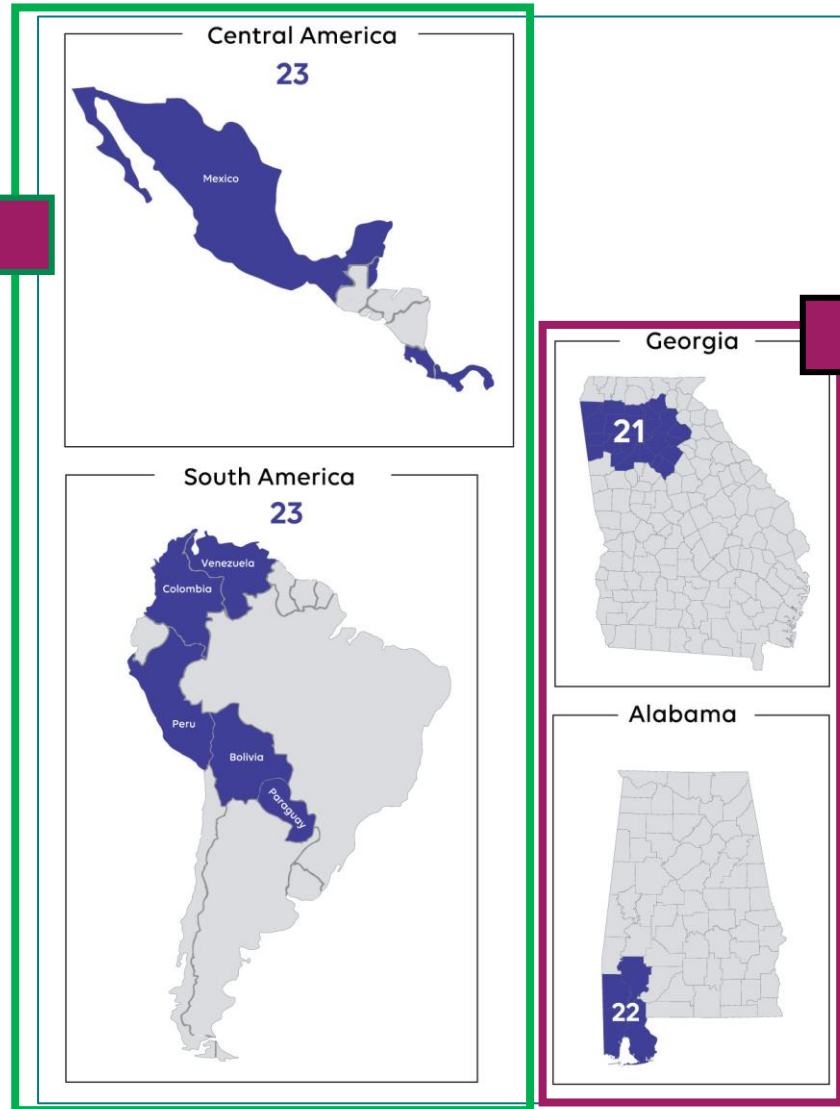


You can find this map at StellarMLS.com → About → Shareholders

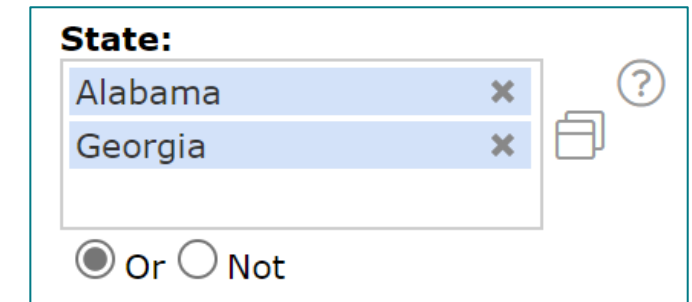
Data Shares & Integrations



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

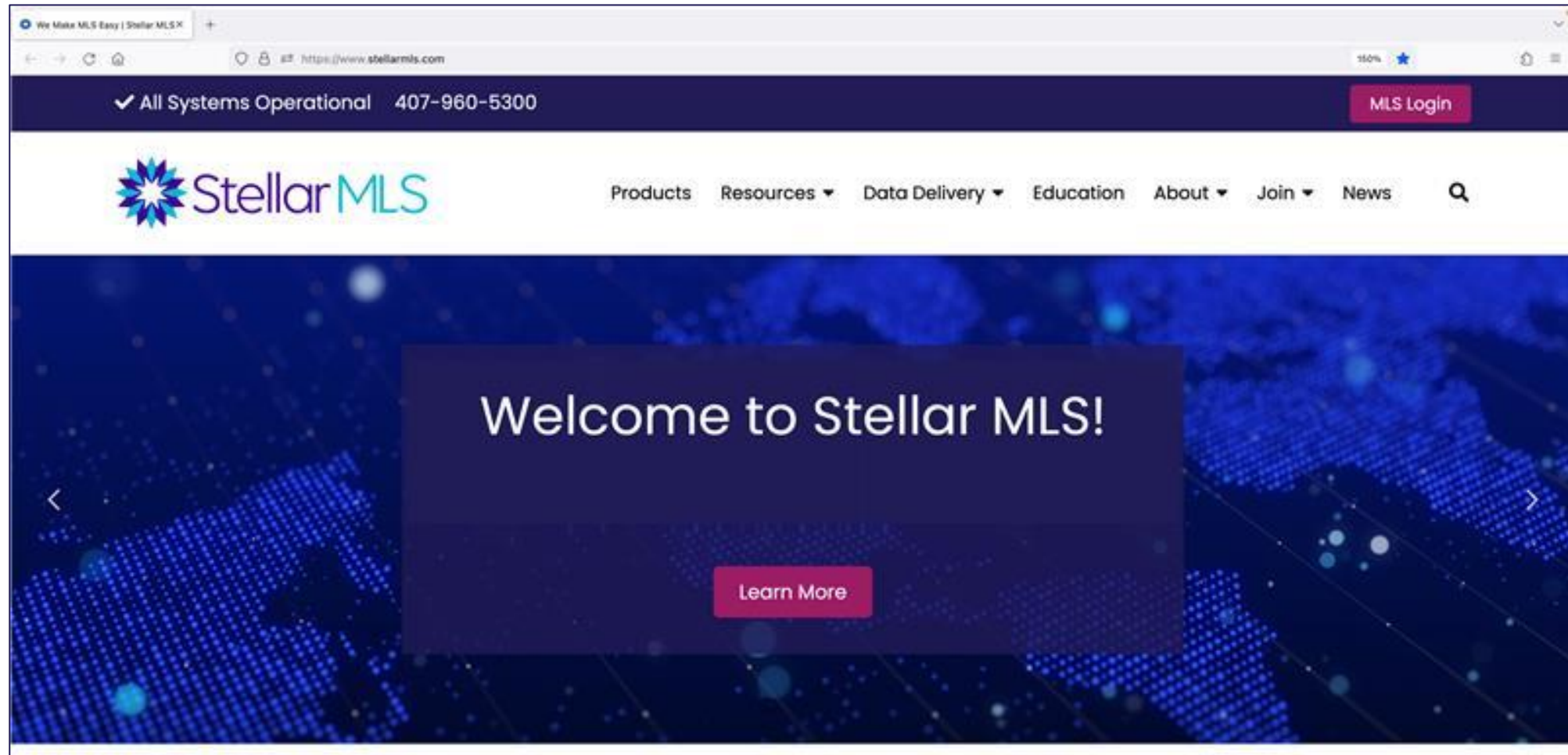
Res. Sold Listings in 2022

\$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

The screenshot displays the Stellar Central dashboard. At the top left is the StellarMLS logo. Below it is a search bar and a 'PINNED FAVORITES' section containing 'Matrix™'. A 'NAVIGATION' sidebar on the left lists 'Home' (highlighted), 'Products & Services', 'Association Resources Sample', and 'My MLS Account'. The main content area features a personalized greeting: 'Hello, John! Welcome to Stellar Central.' Below this is a large promotional banner for 'The New and Innovative Stellar University' with the text 'Efficient. Engaging. Empowering.' and a Stellar logo. To the right, a 'Quick Actions' panel lists: 'Products & Services', 'Review & Pay Stellar MLS Bill', 'Stellar MLS University', 'Submit Owner(s) Exclusion', and 'MLS Customer Support'. A notification bell icon with a '7' is in the top right corner.

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.

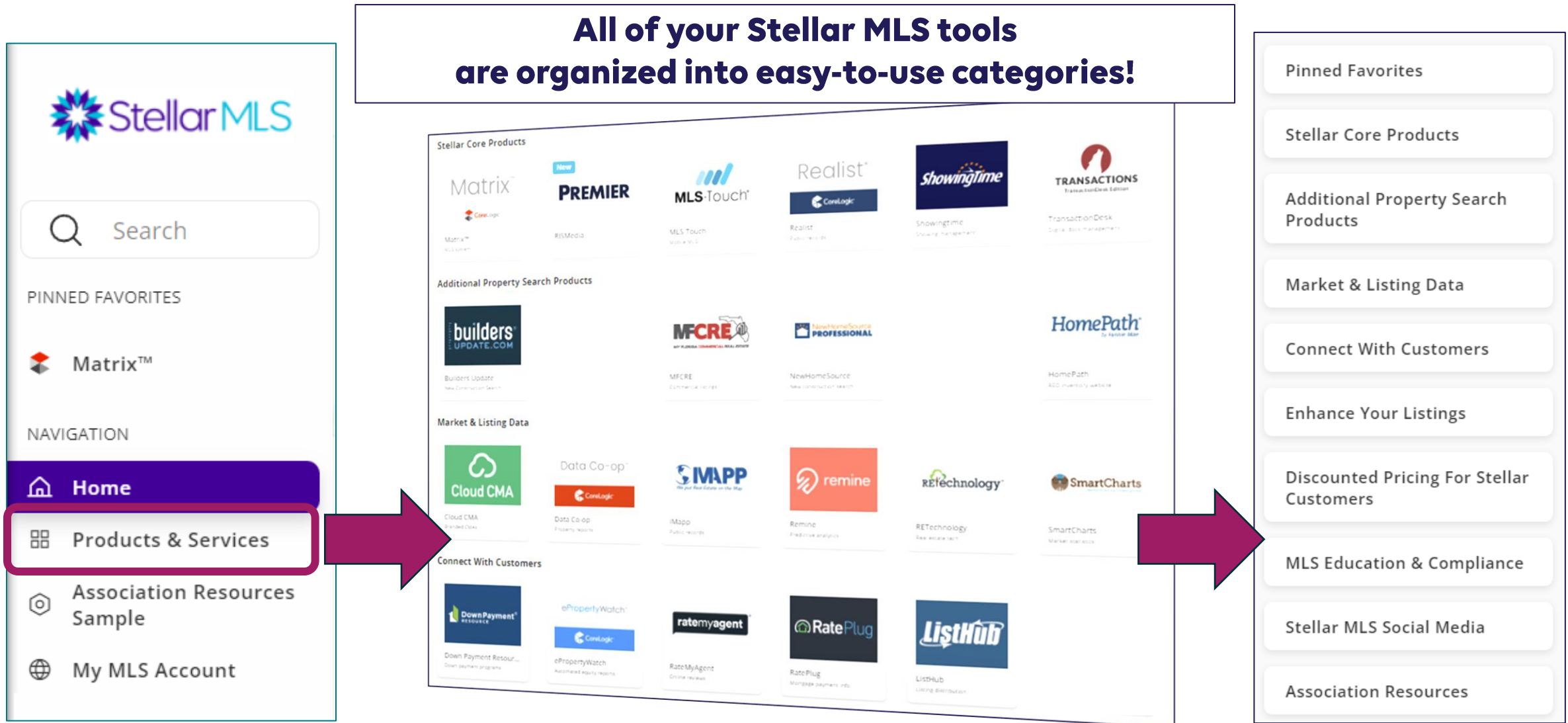
Quick Actions

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

The New Stellar University is Now Available!

This is your hub of all things Stellar.

Accessing Products and Services



Class – Maximizing Your Stellar MLS Subscription



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	 Hudlr Business expense tracker	 Listing Input Forms Stellar MLS forms	 MLS Stats Stellar MLS reports	 SkySlope Offers	 SkySlope Forms
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Additional Property Search Products

 Builders Update New Construction Search	 MFCRE Commercial listings	 NewHomeSource New construction search	 HomePath RBD inventory website
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Market & Listing Data

 Cloud CMA Branded CMAs	 Data Co-op Property reports	 iMAPP Public records	 Remine Predictive analytics	 REtechnology Real estate tech	 SmartCharts Market statistics
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Connect With Customers

 Down Payment Resource Down payment programs	 ePropertyWatch Automated equity reports	 RateMyAgent Online reviews	 RatePlug Mortgage payment info	 ListHub Listing distribution
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Enhance Your Listings

 ListTrac Listing analytics	 Property Panorama Virtual tours	 Proxio Global real estate
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Discounted Pricing For Stellar Customers

 MyRental Tenant screening	 MyFloodStatus Certified flood reports	 DataMaster Appraisal software
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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.

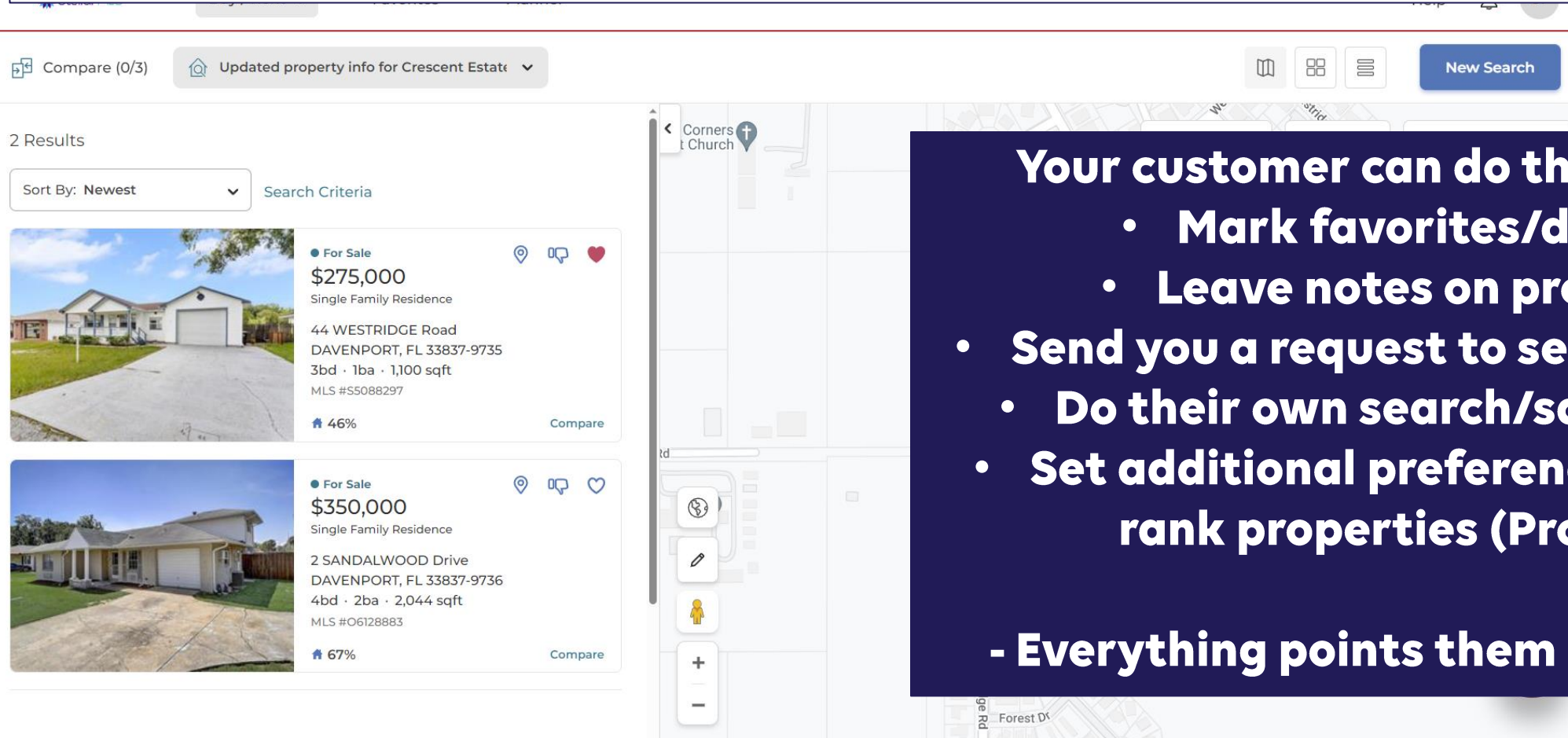
- **Mobile device compatibility.** Input and edit listings on-the-go.
- **It's fast.** No waiting around for the Search Results page to load.
- **Major browser compatibility.** Use the browser you want, not the one you have to use.
- **Many business-enhancing features.** Features, such as Auto Emails, 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.



- 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!



Class – Strategic Mailing Lists

Create Your Own Flyers!

314 E PINE STREET, DAVENPORT, FL 33837



Scan QR code for a full Property Report.



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

www.facebook.com/john.lipscomb.735



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



John Lipscomb
john.lipscomb@stellarmls.com
313.443.3366
<http://www.stellarmls.com>



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
CDOM: 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 of this home. Located in the very fast rising area of hwy 27 and I-4, with brand new business coming in routinely. Easy access to shopping centers, Wal-Mart, Target, Best Buy, and a slew of other major stores. A brand new movie theater, a fire station before you even fully leave the neighborhood. Heart of Florida hospital is less than .5 miles away. A police substation 2 miles away. Countless restaurants and gas stations as well as I-4 being 2 miles away which can lead you to either Orlando with all the theme parks including 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/TP/IRG: -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

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)

Property Attached: No
Vegetation: Mature Landscaping

Pool: Community
Spa YN: No

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

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

Matrix™



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)

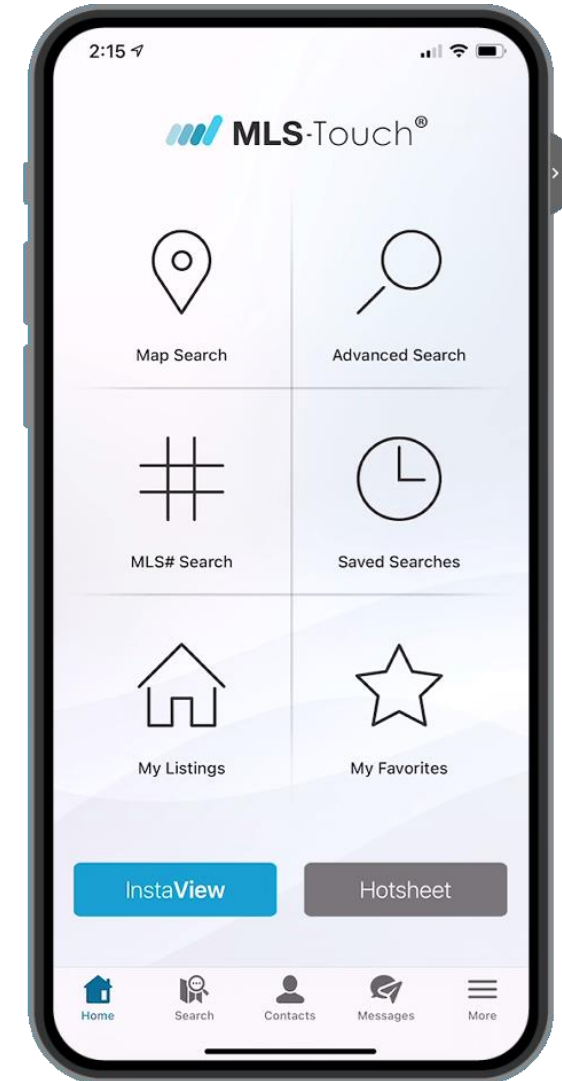


All of these tools are INCLUDED in your Stellar MLS subscription!

There's An App For That!



- 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 illustrates the steps to find education dates on the StellarMLS website. It shows the user is logged in with MLS ID: 035806192. The navigation menu on the left has 'My MLS Account' highlighted. A red box highlights the 'Membership Info' link in the top right. A red box highlights the 'Onboarding Required Classes Due Date:' field, which is currently empty. A red box highlights the 'MLS Compliance Class Due Date:' field, which shows '1/27/2025'. Arrows indicate the flow from the 'My MLS Account' link to 'Membership Info', and then to the 'Onboarding Required Classes Due Date:' and 'MLS Compliance Class Due Date:' fields.

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

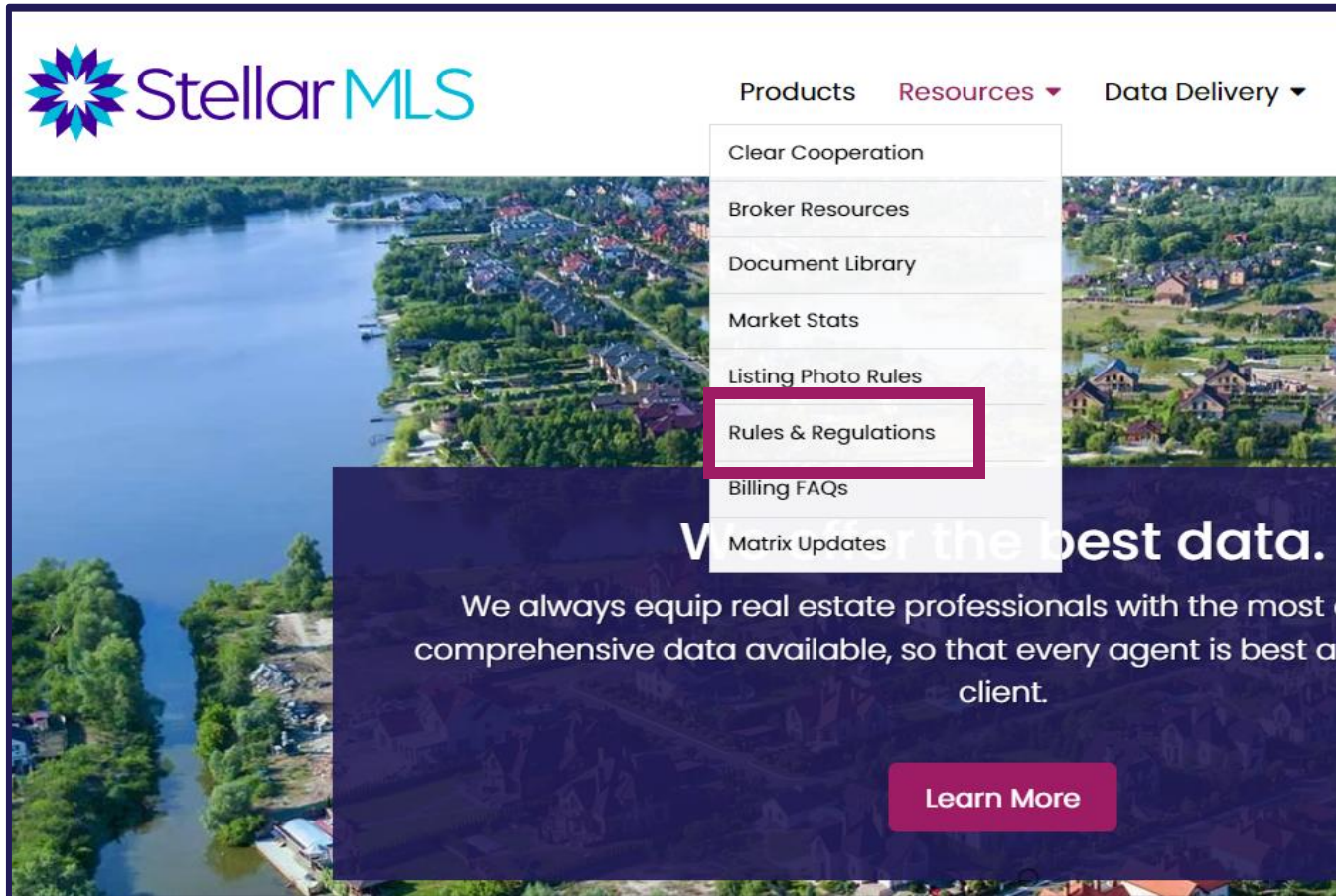
MLS Add/Edit Class Req Met: YES

MLS Compliance Req Met: YES

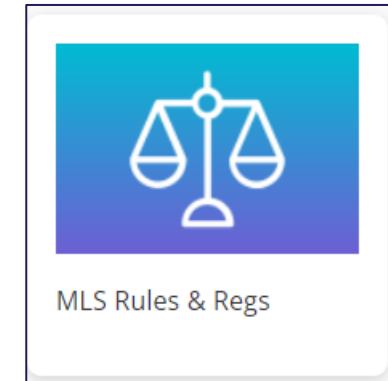
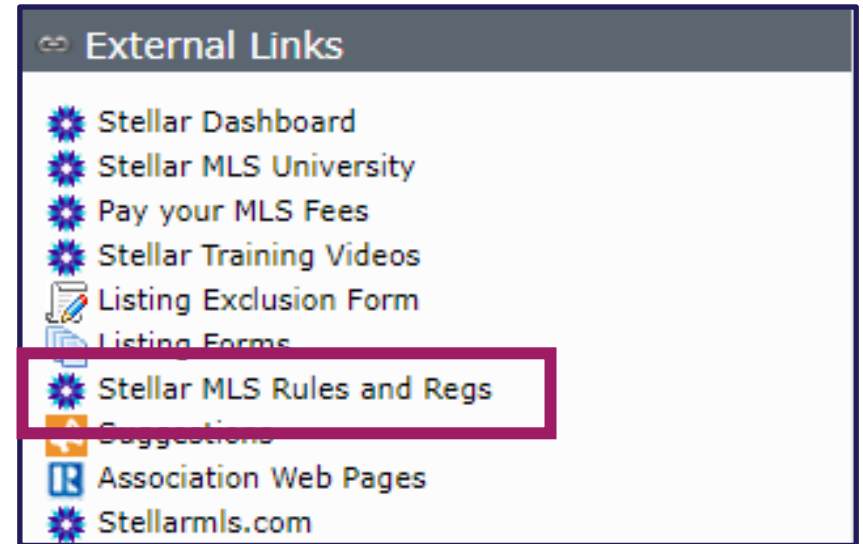
MLS Compliance Class Due Date: 1/27/2025

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



**Follow Us
On Social
Media!**

@StellarMLS



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!