



Stellar
MLS

ORIENTACIÓN A LOS NUEVOS MIEMBROS

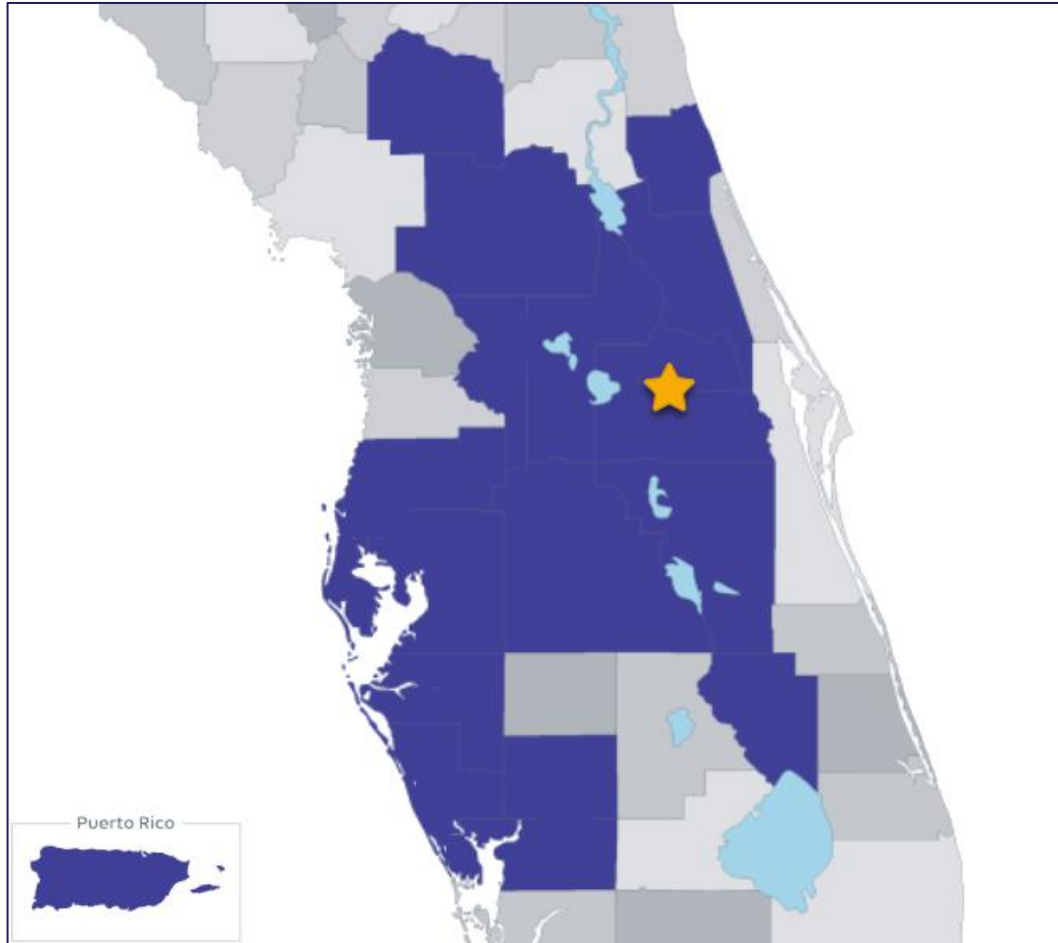
¿Qué es un MLS?

MLS = Servicio de Listado Múltiple

Los servicios de listado múltiple (bases de datos MLS) son creados y mantenidos por profesionales inmobiliarios que cooperan para compartir información sobre propiedades en el mercado.

(Piense en ello como en Internet inmobiliario)

¿Dónde se encuentra Stellar MLS?

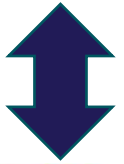


247 Maitland Avenue, Altamonte Springs, FL 32701

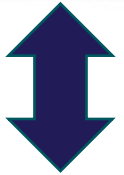
¿Cómo encaja Stellar MLS?



NATIONAL
ASSOCIATION *of*
REALTORS®



FloridaRealtors®

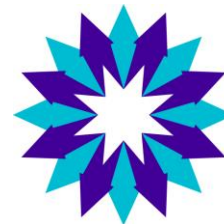


Su Junta Local

Stellar MLS es una organización independiente de su junta/asociación local, Florida Realtors® y NAR.

Sin embargo, Stellar MLS atiende actualmente a

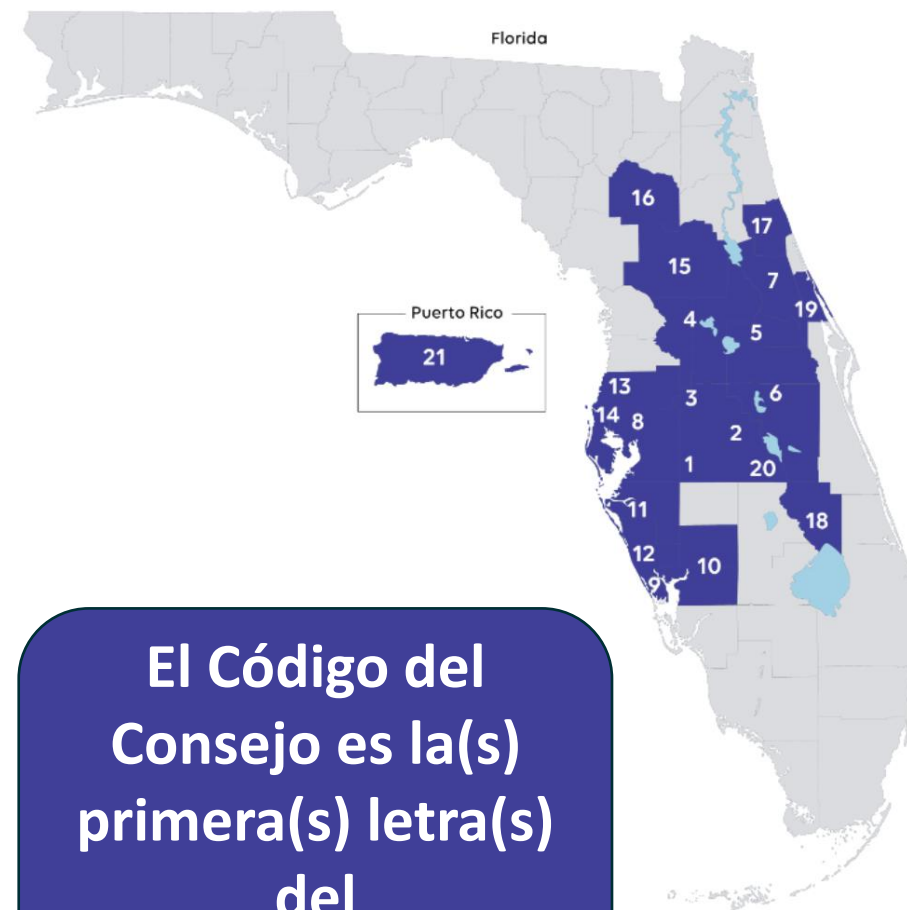
- 19 Asociaciones de REALTOR® Accionistas
- 2 Asociaciones de REALTOR® Clientes



StellarMLS

Stellar MLS: Área de Cobertura

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



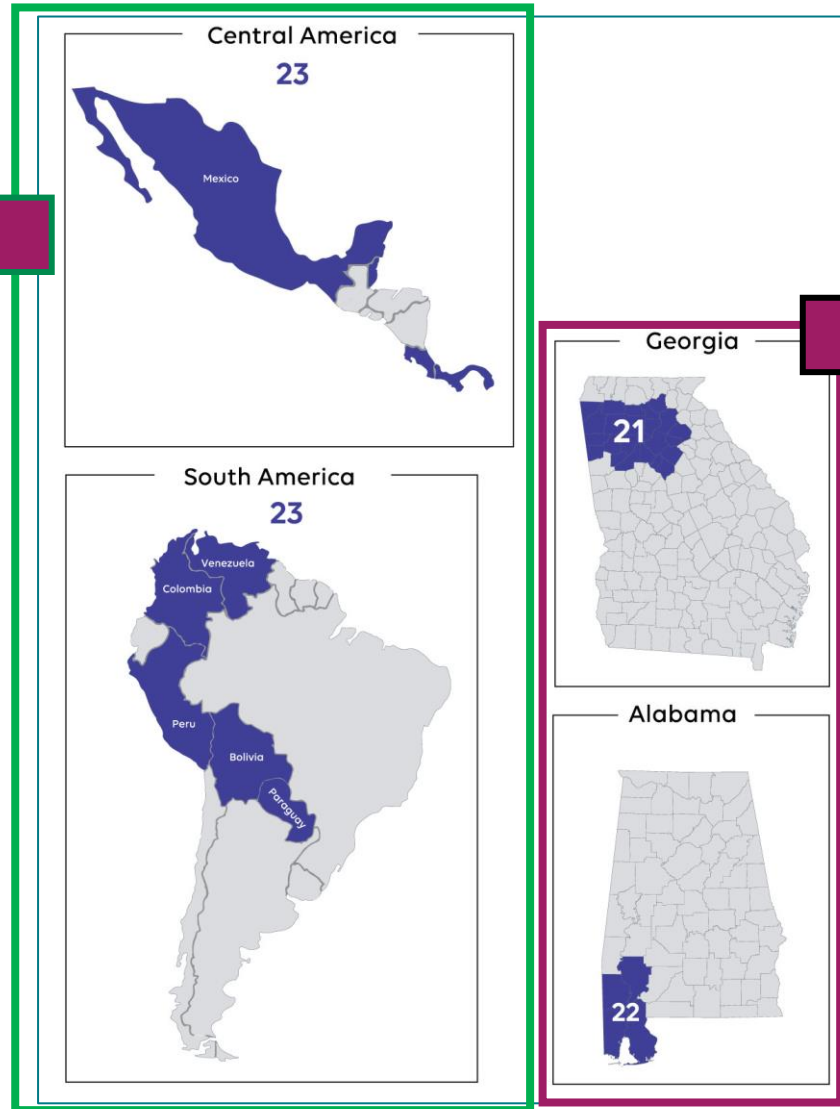
El Código del Consejo es la(s) primera(s) letra(s) del MLS LISTING ID #.

Puede encontrar este mapa en StellarMLS.com → About → Shareholders

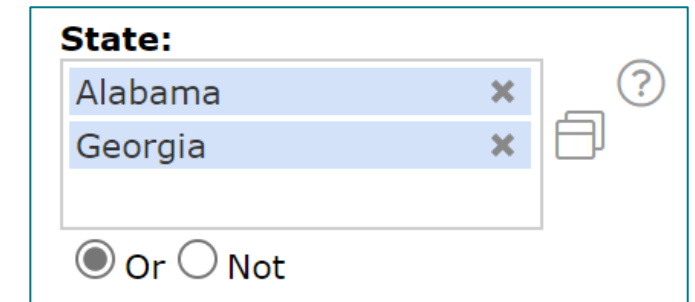
Intercambio e Integración de Datos



¡Busca en los países seleccionados en Centroamérica y Sudamérica!



¡Busque propiedades en Georgia y Alabama!



Puede encontrar este mapa en StellarMLS.com → Acerca de → Accionistas

Las Cifras de Stellar*.

80,348

Total de suscriptores

66,897

Agentes

10,462

Corredurías

2.989

Asistentes



El MLS más grande de Florida

El 3ero más grande del país

77,538

Total de listados activos

190,235

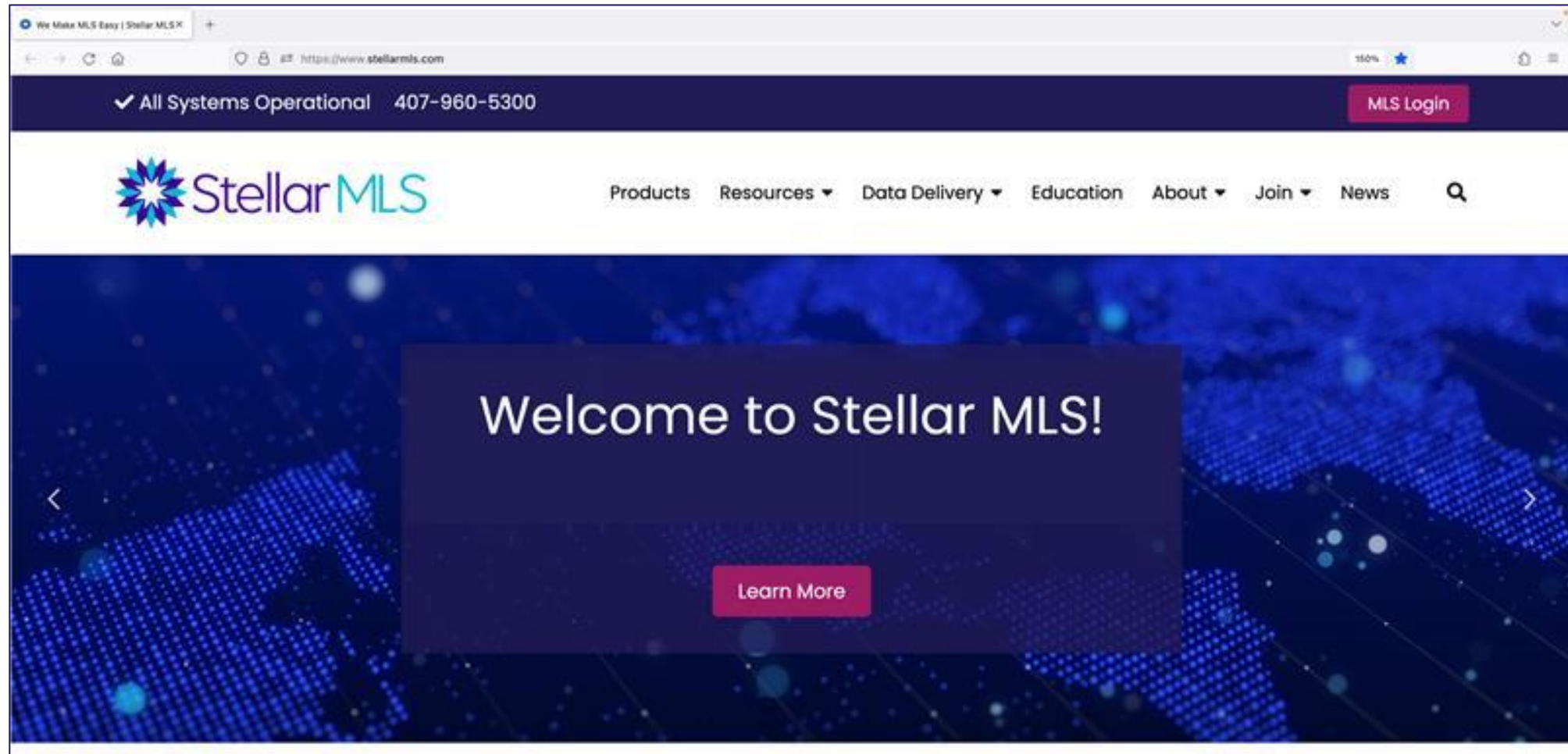
Res. Listados vendidos en 2022

77.000 millones de
dólares

Res. Volumen de ventas en 2022

*2022 Estadísticas

Marcar como Favorito



Fácil acceso a TODAS sus herramientas para el éxito en UN SOLO lugar

Bienvenido a 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.' followed by a large 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.

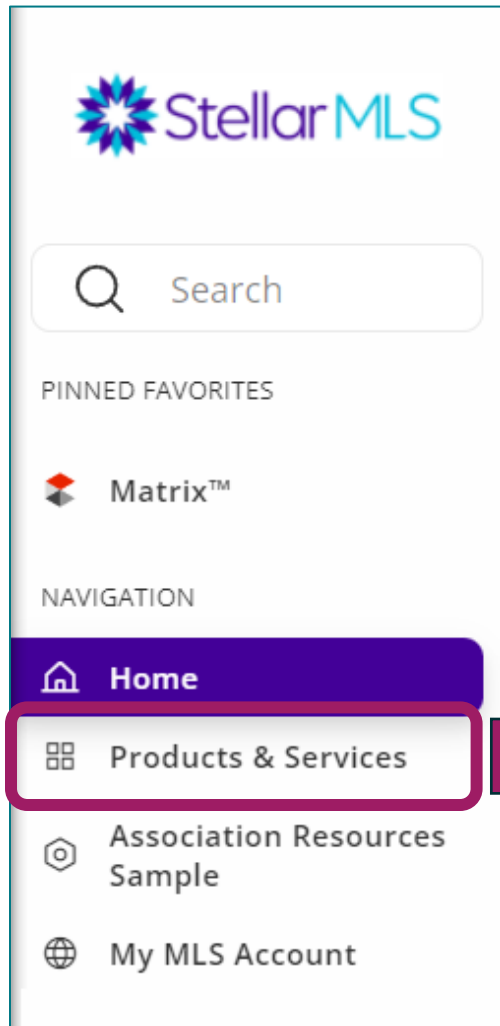
Quick Actions

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

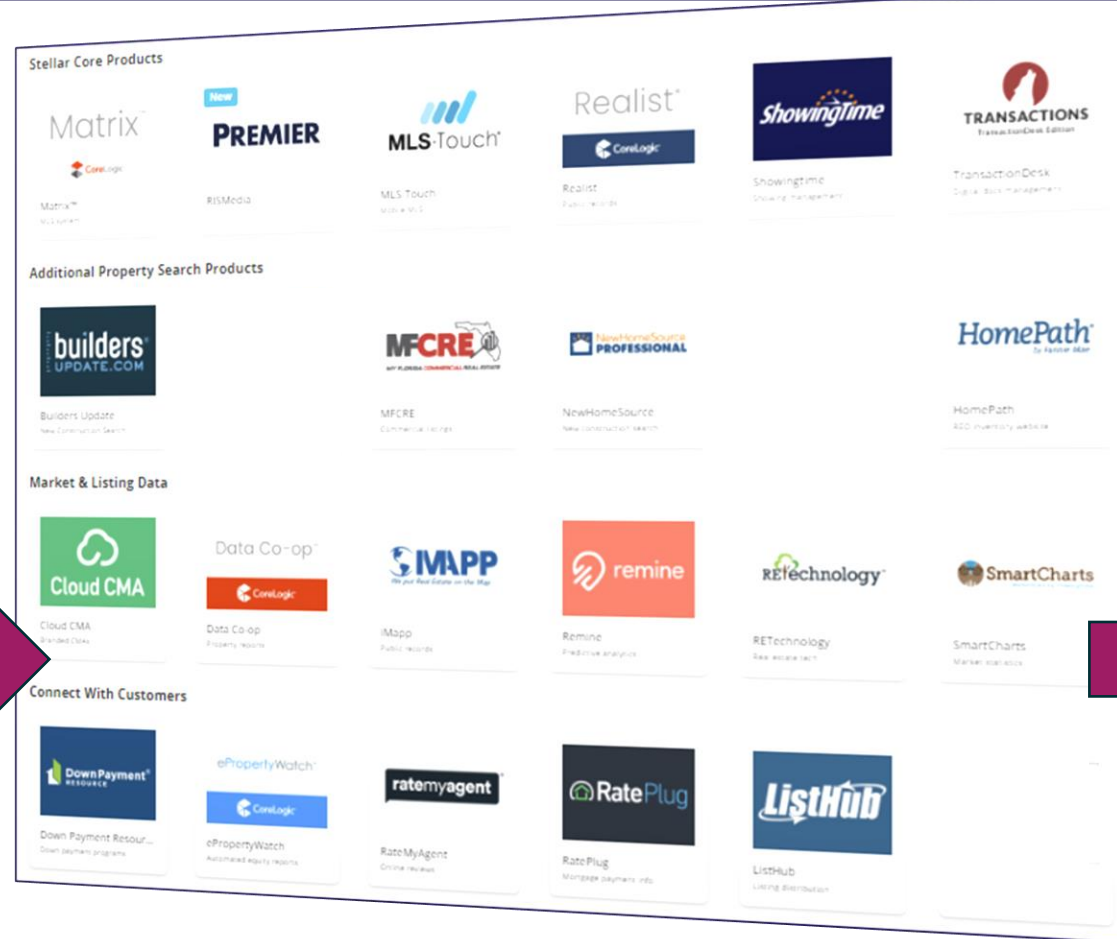
The New Stellar University is Now Available!

Este es el centro de todo lo relacionado con Stellar.

Acceso a Productos y Servicios



Todas sus herramientas Stellar MLS
están organizados en categorías fáciles de usar.



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

Clase – Maximizing Your Subscription



¡Tantas herramientas estelares!

Piense en ellas como si fueran herramientas de su caja

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 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 payments 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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Clase – Maximizing Your Subscription

Matrix - Su motor de búsqueda

Stellar MLS funciona con Matrix™, la plataforma de servicios de listado múltiple más potente del sector.

Matrix™ permite a los corredores y agentes de Stellar hacer más con sus datos. Es fácil de usar y devuelve miles de resultados en una fracción de segundo. Además, está diseñada para dispositivos móviles, por lo que puedes utilizarla estés donde estés.

- **Compatibilidad con dispositivos móviles.** Introduzca y edite listados desde cualquier lugar.
- **Es rápido.** No hay que esperar a que se cargue la página de resultados.
- **Compatibilidad con la mayoría de los navegadores.** Usa el navegador que quieras, no el que tengas que usar.
- **Muchas funciones que mejoran su negocio.** Características tales como Auto Emails, Conserjería, Prospección Inversa, y más, le ayudarán a usted y a su cliente a alcanzar el éxito.
- **Y mucho más**



OneHome – El espacio exclusivo de su cliente

Este portal exclusivo para invitados es donde sus clientes verán las propiedades que les envíes desde Matrix.

The screenshot displays the OneHome 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 this, it shows '2 Results'. A 'Sort By: Newest' dropdown and a 'Search Criteria' link are visible. Two property listings are shown:

- Property 1:** For Sale, \$275,000, Single Family Residence. Address: 44 WESTRIDGE Road, DAVENPORT, FL 33837-9735. Details: 3bd · 1ba · 1,100 sqft, MLS #S5088297. Features a 46% rating and a 'Compare' button.
- Property 2:** For Sale, \$350,000, Single Family Residence. Address: 2 SANDALWOOD Drive, DAVENPORT, FL 33837-9736. Details: 4bd · 2ba · 2,044 sqft, MLS #O6128883. Features a 67% rating and a 'Compare' button.

To the right of the listings is a map showing the location of the properties. A sidebar on the right contains a 'Corners Church' marker, a search bar, and a 'New Search' button. A small circular profile picture of a man is visible in the bottom right corner of the map area.

Su cliente puede hacer lo siguiente:

- Marcar favoritos/descartar
- Dejar notas en las propiedades
- Enviarle una solicitud para ver la propiedad
- Hacer sus propias búsquedas/guardar búsquedas
- Establecer preferencias adicionales para clasificar mejor las propiedades (PropertyFit)

- Todo les lleva de regreso a TI.



Clase – Making the Buyer's Journey STELLAR

Genere clientes potenciales

Captar clientes potenciales

Captar clientes potenciales

Herramientas de marca para nuevos clientes potenciales

Manténgase en contacto con sus clientes anteriores

Comparta sus propios anuncios para atraer compradores

¡Todo esta personalizado para USTED!



¡Generar listas de correo/exportaciones!

Utilice estas herramientas para dirigirse a un público específico:

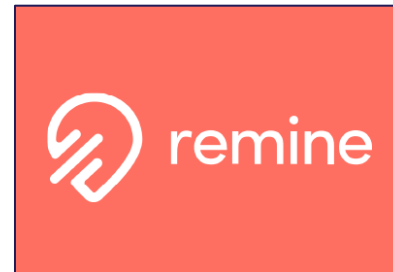
Propietarios ausentes en FL o fuera del estado

Expirados/Retirado/Cancelado pero NO vuelto a poner en lista

Búsqueda por tiempo de propiedad

Búsqueda por subdivisión

...¡Y MÁS!



Crea tus propios folletos

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/RG: -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™



Excelentes Herramientas para los Nuevos Agentes

¿Necesita controlar sus gastos y kilometraje?



¿Necesita un CRM?



¿Necesita firmas electrónicas?



¿Necesita una visita virtual?

(Automático para las 5 primeras imágenes)

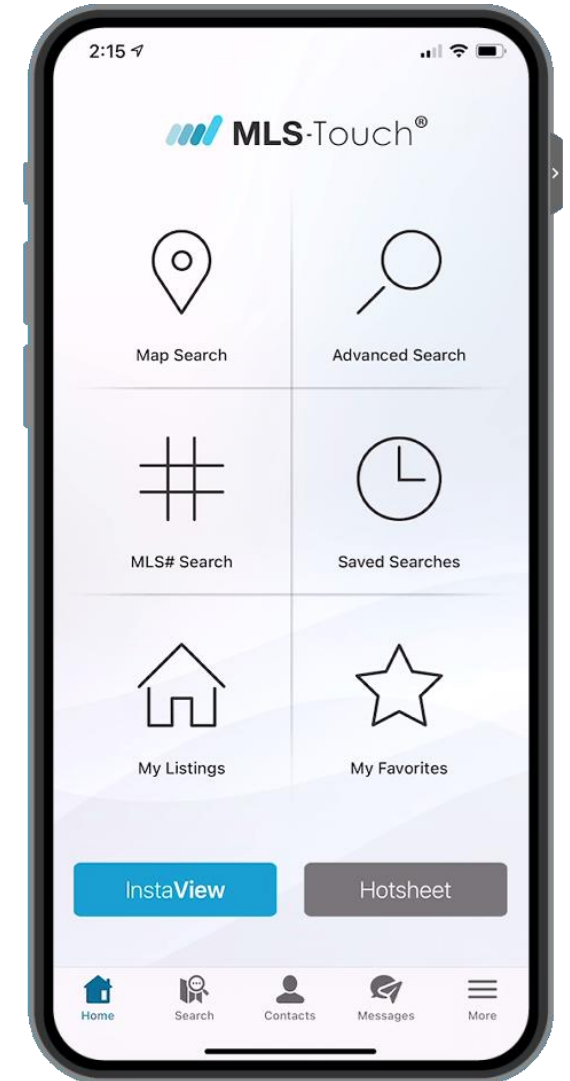


Todas estas herramientas están **INCLUIDAS** en su suscripción a Stellar MLS.

Hay una aplicación para eso



- La extensión móvil de Matrix
- Te ayuda a mantenerte conectado
- Marca y comparte con tus clientes
- Sincronización con Matrix y Prospects CRM.



Asiste a todos los cursos



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

**¡Toda la educación de Stellar MLS esta
INCLUIDA con tu suscripción !**

Requisitos de formación para el MLS

Dentro de sus primeros 60 días, cada nuevo suscriptor MLS está obligado a tomar:

- ☐ **Starting Out Stellar (sólo en línea)**
- ☐ **MLS Básico**
- ☐ **MLS Reglas y Reglamentos*** (Esto NO es un Código Ético)
 - (*Se requiere un curso de actualización cada 2 años)

Si va a añadir y editar listados, no tendrá acceso a la entrada de listados hasta que los acepte:

- ☐ **MLS Añadir y editar listados*.**
 - *¡Se requiere autorización del agente! Individual o global



**Prepárese para esperar
dos días laborables
¡para acceder!**

Recursos Educativos

La Nueva Universidad Stellar MLS

Cursos obligatorios
Stellar MLS

Recursos Biblioteca de documentos

Notas del curso para
todos los cursos Stellar
MLS
Inglés y español

Educación Biblioteca a la carta

Vídeos sobre Matrix

Vimeo

Vídeos completos del
seminario web

www.StellarMLS.com/learn

Cómo encontrar sus fechas de educación

1. Iniciar sesión en StellarMLS.com
2. Ir a My MLS Account
3. Haga clic en Membership Info
4. Desplácese hasta el final
5. Localice su(s) fecha(s) de formación

The screenshot illustrates the steps to find education dates on the StellarMLS website. It shows the user interface with a search bar, pinned favorites, and a navigation menu. The 'My MLS Account' option in the navigation menu is highlighted with a red box. A red arrow points from this option to the 'Membership Info' section in the user profile. Another red arrow points from 'Membership Info' to the 'Onboarding Required Classes Due Date' field. A third red arrow points from the 'Onboarding Required Classes Due Date' field to the 'MLS Compliance Class Due Date' field, which displays the date '1/27/2025'.

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

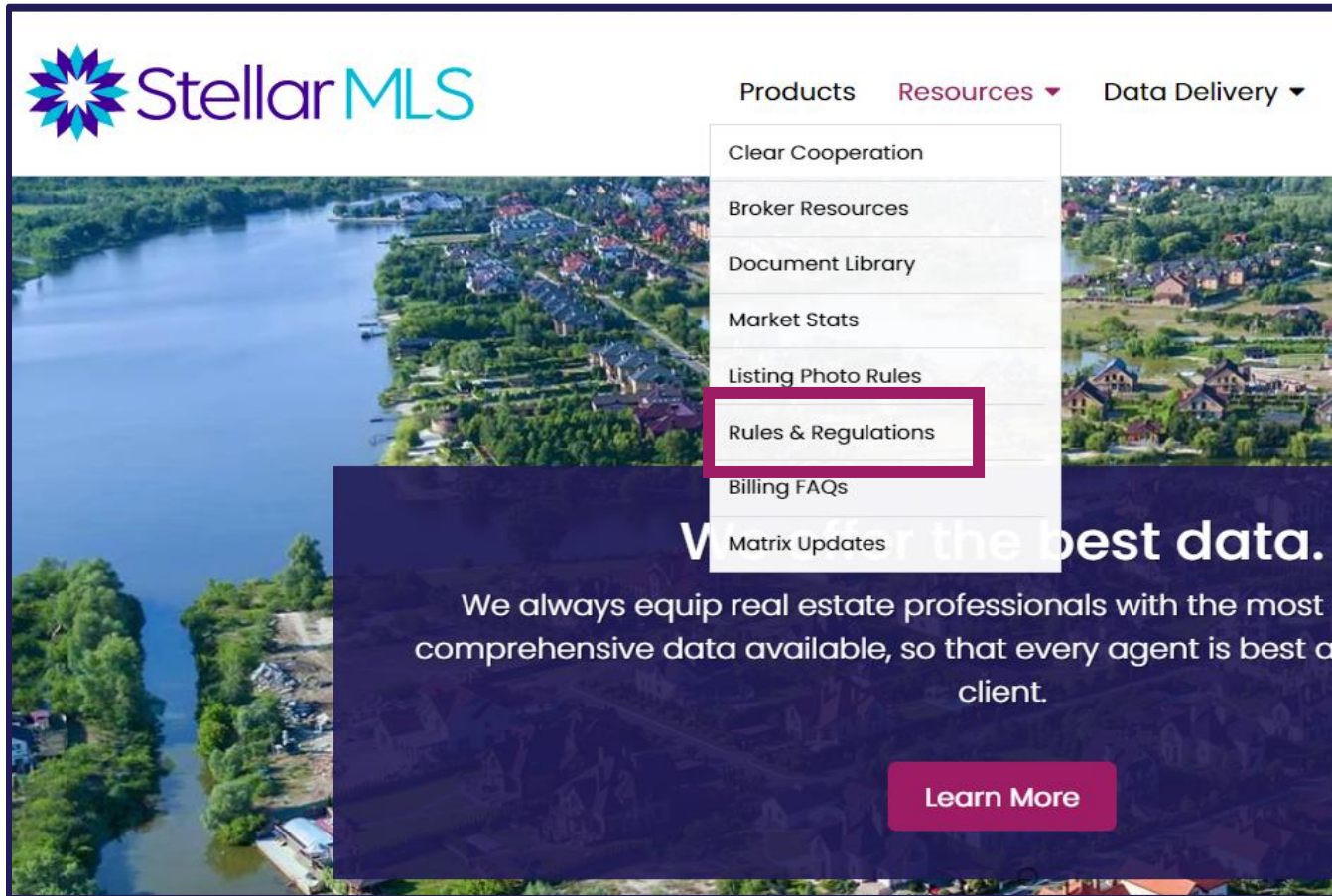
MLS Add/Edit Class Req Met: YES

MLS Compliance Req Met: YES

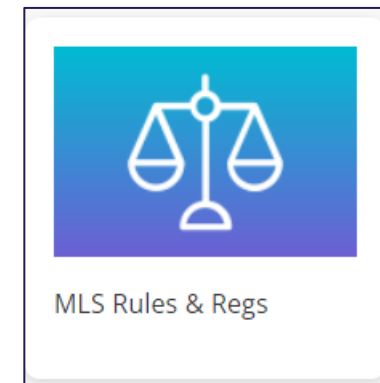
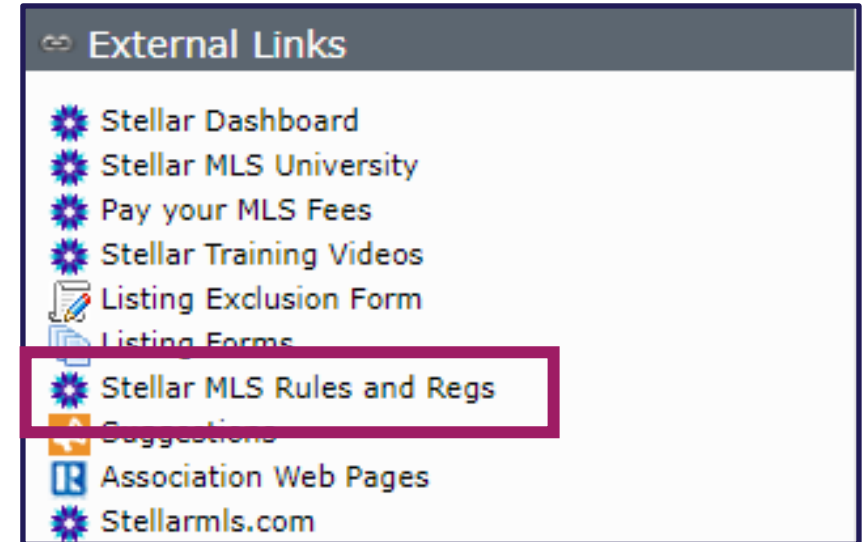
MLS Compliance Class Due Date: 1/27/2025

Dónde se Encuentran las Reglas y Reglamentos

StellarMLS.com > Pestaña Recursos



En Matrix - Pestaña Enlaces o Widget



Stellar Central > Productos y servicios



Con quién ponerse en contacto

Junta Local / Asociación

- Formación continua - (Créditos CE)
- Apoyo con Lockbox/Supra Key
- Entrenamiento sobre el Código Ético
- Promoción/RPAC/YPN
- Eventos de Bienes Raíces Realtor®
- Membresía de la Junta /Asociación

Stellar MLS

- Problemas de acceso del Sistema Matrix
- Apoyo con los productos y servicios de MLS
- Educación MLS
- IDX y servicios de distribución de listados
- Facturación MLS
- Cumplimiento de las reglas y reglamentos de MLS



Centro de asistencia MLS



Llamada gratuita:
800-686-7451

Local:
407-960-5300

Correo electrónico
support@stellarmls.com

Horario:
lunes a jueves 8:00am – 6:30pm
viernes 9:00am - 6:30pm
sábado 8:00am - 6:00pm

CALL BACK QUEUE: No pierda su sitio en la cola y no tendrá que esperar... ¡Nosotros le devolveremos la llamada!



Stellar
MLS

ORIENTACIÓN A LOS NUEVOS MIEMBROS