

# SANDICOR INK

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### Contingency Status

**Do you specialize in bank owned bargains? Are you dealing with REOs and Short Sales? If your real estate business includes distressed properties in San Diego, you are handling one of hottest tickets in town!**

To all our members that list and sell REOs and Short Sale properties, we've got a new status for you to capitalize on - Contingent! This status is applied to listings that include any of the following conditions:

- Offer accepted contingent on court approval
- Offer accepted pending lender approval of Short Sale
- Offer(s) submitted awaiting REO approval
- Offer(s) submitted awaiting Short Sale approval
- Offer accepted with \_\_\_ hour first right of refusal

The Contingent status is a way of letting your fellow agents and their clients know that your listing has an offer on it with a non-signed acceptance or some other contingency. Contingent listings are considered on market and are still being sent to third party vendors and in the IDX feed. In order to mark a listing as "Contingent", edit your listing and select the appropriate condition in the Mandatory Remarks section (see list above). Please note, the status change to Contingent is NOT immediate. Every night the system will automatically update the listing status to "Contingent".

## Revise And Revamp Your Marketing Plans!

The time has come! Today is the day to review your marketing plans, decide what isn't working and take that critical step to change things. If you're ready to do this, we're ready to help! And best of all, the tools you need are literally at your fingertips! As part of your Sandicor membership, you are provided with a number of products and services designed to do everything from boosting your visibility on the internet to enhancing the real estate data you provide to your current and future clients!

Reinvent yourself and create a plan that gives you the competitive edge while at the same time, increases your sales! Below, you'll find a few highlights of what's available. Please visit the Sandicor website ([www.sandicor.com](http://www.sandicor.com)) to review all of the tools available for your use.



Consumer research indicates photos are important to potential homebuyers in their on-line search for properties. Front (street view) and back yard photos are as important as inside photos. Sandicor has included Property Panorama in Tempo 5 as part of your membership! Use Property Panorama to create and add an unlimited number of MLS compliant virtual tours (360° and panoramic views) to Tempo 5, branded tours to your own website, create podcasts, create video tours for cell phones, download tours to YouTube.com, Google Video and AOL Video and so much more! Property Panorama makes it easy to bring your listings to the consumer. Begin building your virtual world today!

Visit <http://www.propertypanorama.com/marketlinx/> to view a software demo.

### Listing Syndication Tools

Brokers, as a reminder, you can advertise your office listings on many websites at no cost to you. Sandicor has partnered with several leading listing syndication services where you can select the websites that your listings are advertised and displayed on. Remember, 1 in 4 buyers finds the home they will ultimately purchase using the Internet! Begin your brokerage's online marketing strategy today!



ALL of your active residential Sandicor listings are provided to

Cyberhomes, unless you have opted out of the Sandicor/Cyberhomes™ program or your individual listings are marked as "No" for Internet Display.



Remember, Cyberhomes™ publishes your listings to GoogleBase, AOL Real Estate and Yahoo! Is your brokerage participating in ListHub, one of the free, online

marketing services offered as part of your Sandicor membership?

To date, there are 158 Sandicor brokerages that have signed up for ListHub. Did you know that the inclusion of their listings with this service has generated over 800 leads in the past 30 days? That's more than 5 leads per broker, per month at NO COST and NO EXTRA EFFORT! ListHub is a convenient, online listing management tool that allows a managing broker to distribute office listings to select real estate search sites such as Trulia and Yahoo.

### ValueMap™

Add value to your internet marketing efforts with an AVM (automated valuation module) for your website! Realist's ValueMap™ is now available to be added to your website.

Even though ValueMap™ is designed specifically for an MLS and its members, it is a great tool for consumers visiting your website. It is an easy to use, map-based valuation service that can be integrated into your existing website providing subject and comparable property valuations for more than 140 million homes across the U.S. Consumers can find accurate and current information to support their real estate decisions when visiting your website! As an added feature, any properties currently listed will only display the current list price.

ValueMap™ also offers interactive tools and calculators, a dynamic mapping interface as well as property and ownership data coverage in every state, consisting of 99% of the U.S. population! **Get started today by visiting the Realist (Public Records) segment in TEMPO, select Realist Value Map and then My ValueMap. Simply complete the registration form and licensing agreement and submit these by clicking on Sign Up. Realist will then send you an email that includes a link to add to your website. It's that easy!** For additional information and assistance, you can find a Quick Start Guide and Reference Guide in the My ValueMap section.

## Utilize 20 Photos For Each Of Your Listings in TEMPO!

To help you maximize exposure on the Internet, Sandicor announces that effective immediately, you can include up to 20 photos for each of your listings in TEMPO! Remember, you can also use these photos to create unlimited virtual tours using Property Panorama, another product provided as part of your Sandicor membership!



Get started today! Overhaul your marketing plans and increase listing exposure by adding up to 20 fresh images to each listing in TEMPO and creating valuable virtual tours with Property Panorama!

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## Expanding Your Real Estate Business Beyond San Diego County



Sandicor members have access to the following Multiple Listing Services:

- **MRMLS**, the Multi-Regional Multiple Listing Service for the areas of Greater Southern California!

**Accessed in TEMPO via a link in the MySideBar, SmartLinks section.**

- **SoCalMLS**, the Southern California Multiple Listing Service

**Accessed in TEMPO via a link in the MySideBar, SmartLinks section.**

- **CLAW**, the Combined LA/Westside MLS

**This link will be activated on June 30 and can be accessed in TEMPO via a link in the MySideBar, SmartLinks section.**

These links mean that Sandicor is now sharing a link to several of the MLS systems that surround San Diego County! These links are another benefit of your Sandicor membership. We are pleased to provide our members with valuable resource tools that will assist in maximizing and achieving their business goals!

## iCheck Software Monitors MLS for Errors

The Rules and Regulations Department has begun a reintroduction of iCheck, an automated software program that monitors the MLS database for possible rules violations and inaccurate listing information. Automated searches are performed nightly for those listings without a photo within 72 hours of submission, erroneous data such as phone numbers and URL addresses in the remarks or supplemental remarks section of a listing and missing room size dimensions. If an error is found during one of these automated searches, the listing agent is contacted via email and given 48 hours to make the indicated corrections.

The use of iCheck will create a level playing field for all members and more importantly, alleviates a member's need to utilize the *Report A Violation* button when they encounter a violation that the software is already monitoring!

The Rules Department strives to maintain a database composed of accurate, reliable and usable information. We appreciate our membership's assistance in maintaining these objectives.

## Revised Rules and Regulations for 2009

Please be aware that revisions were made to sections 7.5, 7.6, 10.1.1, 11.7.1, 12.18, 12.9.1, and 12.19.25 of the Sandicor Rules and Regulations. It is important for all members to review these changes as some may affect our daily real estate business practices.

**Visit the Sandicor website ([www.sandicor.com](http://www.sandicor.com)) to download a complete copy.**

*Sandicor members*

*have access*

*to CLAW, MRMLS*

*and*

*SoCalMLS!*

## Live Webinars For TEMPO Training – Free!

As part of our objective to provide all members with access to TEMPO training, Sandicor has begun hosting webinars! Webinars are online training seminars that are transmitted over the Web. Webinars are interactive and when broadcast live, allow for participants to give, receive and discuss information.

Our TEMPO webinar classes are broadcast live, led by an experienced Sandicor trainer and best of all, they're free! We offer 19 different webinar topics with new additions all the time. Here are some of the most popular webinar topics:

- Search Short Sales/Foreclosures in Tempo and Tax
- Creating Custom Reports
- Mobile MLS Access
- Property Panorama (free virtual tours)



For a complete list and/or to register for a webinar, visit our website at [www.sandicor.com](http://www.sandicor.com). Click on Training, then Webinars and finally the calendar. When you register for a webinar, you will be sent an email that confirms your attendance and provides a link to the selected webinar.

On the scheduled date of this webinar, you will simply click on the link which directs your computer to connect with and view the instructor's screen and to hear relevant audio. In the event your computer does not have speakers, there will be a phone number located on your screen that when dialed, provides the webinar audio.

It's that easy! No special equipment or knowledge is needed. And it's all from the comfort of your home or office. This means less time is spent driving to a class, leaving you with more time to connect with clients!

If you are unable to attend a live webinar, recorded sessions are always available! Recorded sessions are accessed by going to [www.sandicor.com](http://www.sandicor.com), click on Training, then Webinars, scroll to the bottom of the page and click on any of the Recorded Webinar buttons.

*If you have ideas for topics not listed on our website, please send us email ([training@sandicor.com](mailto:training@sandicor.com)) or call Sandicor Training at (858)373-4014.*

*TEMPO Training Booklets are available at your Service Center!*



## Increase Your Internet Exposure

Listingbook™ is an online service that connects real estate agents and their clients using an integrated platform of client management, sales productivity and direct marketing tools.

It is your solution to building stronger, more productive relationships with your clients. Currently used by scores of real estate agents nationwide, Listingbook™ is an ubervirtual assistant working 24/7 to provide you with tools like easy-to-use marketing campaigns that will increase your effectiveness and reduce your costs! This service is designed to complement the MLS system and allows secure access to MLS data only when an agent provides a client account for a buyer or seller. The agent is then able to supply reliable, personalized, current market information, as well as interacting with buyers and sellers while guiding and monitoring their activity. Listingbook places the agent at the center of the process, allowing seamless collaboration with clients that facilitates efficient and enjoyable transactions.

Get started today! You'll find a Listingbook™ link in the SmartLinks section of *My Sidebar*.

*Live & recorded  
webinars are now  
available for  
TEMPO training!*



## RECENT AND FUTURE TEMPO CHANGES!

We hope you've noticed some of the new features that have been added to TEMPO! Many of these have been accomplished with the input of our membership!

Here are some of the features that have been implemented within the last year, as well as those which will be applied in the future:

- Addition of Contingent Status
- Mandatory Remarks as a required field
- Sales Restrictions as a required field
- Addition of Modular Homes to list of selections for Residential Styles
- Mobile Home became separate Residential style
- Lock Box Field separated into two fields
- Estimated Square Footage (ESF) as a required field
- Numerous software and hardware changes have been made during the year to increase system performance
- VOW implementation
- Ability to Select Multiple Searches as Viewed
- Ability to extend Expiration Date of Multiple Searches
- Prospect Notification option to send by Status Change
- Ability to add fields to a custom Search within Hotsheet
- Ability to save a Search with "never" send
- 1 Page Agent Residential Report
- Residential Flyer
- Macintosh Users can now access TEMPO 5 via Marketlinx's "Citrix solution"
- Addition of ValueMap to Realist
- PinPoint 2.2 enhancement
- MRMLS Link
- SoCalMLS Link
- Notes visible on Gateway
- Tempo 3 Buyer and Seller Net Sheets transferred to Tempo 5
- Ability to perform a three shape search in the mapping feature
- Search Operative of Not Containing
- Inventory Watch for Personal/My Office with future addition of My Firm
- Addition of Residential Sub Category
- Realist Release of Pre-Foreclosure/Auction and Bank Owned
- Ability to attach relevant documents (e.g., property addendums) to a listing for agent to agent dialog
- Listingbook link added to My Sidebar options

*TEMPO 5 is a work in progress. Enhancements and upgrades are consistently being made in order to meet the wants and needs of our members!*

### HELP WANTED

The Sandicor Rules and Regulations Department is looking for volunteers trained in the arbitration process. We need experienced arbitrators to serve as hearing panelists.

If interested, please contact Lauren Carlton at (858) 373-4046 or [laurenc@sandicor.com](mailto:laurenc@sandicor.com).