

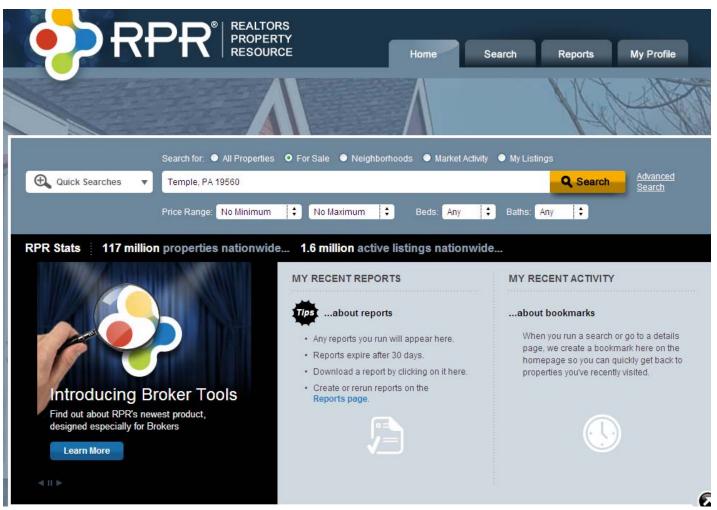
To access the Realtors Property Resource (RPR), go to www.narrpr.com and you will see the screen above.

If you have signed onto the RPR website previously, use your email address and password and click Sign In. You will now be sent to the RPR home screen.

If you have never used the RPR website before, click on "Create New Account" underneath the password field on the screen above. Once clicked, a popup window like the one to the right will appear. You need your last name and your NRDS number in order to create an account. This popup screen will show you the various places you can locate your NRDS number. Follow the next 5 steps on that popup window to create your account.

Welcome! Looks like it's your first time here so we need you to fill out your profile. We've filled in some of the details we already have on file for you, so please check them and then fill in the blanks. You can always update your profile by going to the My Profile page. Step 1 2 3 4 5 6 See if you're eligible by entering your name and NRDS# ... Last Name: Already got an account? NRDS#: Sign in here ... There are 4 ways to find your NRDS#: We recommend that you You can also try vour REALTOR® use the NAR website to membership quickly Look it up 🗗 card. ...or vour REALTOR® magazine mailing label. Still need help? Contact NAR's Information Central Information Central

Once you sign into your RPR account, you are taken to the RPR home screen which you can see below.



From here you can begin your search of an address, a neighborhood, or a town. Just type it in the search bar and click search (In this example I searched Temple, PA 19560).

You can search for All Properties (Includes for sale, sold, pending, and distressed) or just For sale. We will start our example with For sale. (There are instructions on Neighborhoods, Market Activity, and My Listings later in this handout).

If you want to do more of a detailed search, Click on Advanced Search to the right of the Search Bar and more search options will appear underneath the Price Range, Beds and Bath options below the search bar.

Search for: • All Properties •	For Sale 🔎 Neighborhoods 🏾 🌢 Mar	ket Activity 🏾 🗨 My Listings	
Temple, PA 19560			Search
Estimate Range: No Minimum	♦ No Maximum ♦ Beds	s: Any 🗘 Baths: Any	•
Search for an Owner: in the geography entered above	me or Company		
Search by APN Number: in the geography entered above	N #; Separate additional APNs with a ser	nicolon	
Show: 🔽 Non-Distri	essed 🔽 Distressed		
Sold Within Last: Any Time	•		
Living Area: Any	Cot Size: Any	÷	
	Single Family Residence 🗹 Multin Mobile/Manufactured 🔽 Condo/To	iamily/Multiplex 🔽 Farm/Rar ownhouse 🔽 Coop 🗹 L	nch ot/Land ☑ Other
Year Built From: From	То		Q Search Back to Basic Search

+ About

Save Search

Search Results for: Temple, PA 19560

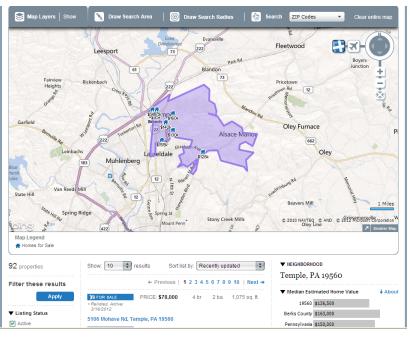
92 properties	Show: 10 + results Sort list by: Recently updated	★ MAPS
Filter these results	← Previous 1 2 3 4 5 6 7 8 9 10 1	lext →
Apply	Is FOR SALE PRICE: \$78,000 4 br 2 ba 1,075 s * Relisted, Active: 3/16/2012 3	Alana Alana
▼ Listing Status	5106 Mohave Rd, Temple, PA 19560	Solicie main stock
 ✓ Active ✓ Pending ✓ Show 	Owner: Owner Of Record APN #: 5309-07-68-91 Single Family Residence Lot Size: 6,098 sq. ft. AVM: \$99,000 Year Built: – Listing ID: 6024345	
✓ Non-Distressed	9 photos	stizsk
 Foreclosure / Bank-owned Pre-foreclosure / Auction Short-sales 	Image: For sale PRICE: \$95,000 4 br 1 ba 1,075 s * Active: 2/25/2012 *	q. ft. 12 Z. Water S Bigger Map
	5204 Wilshire Rd, Temple, PA 19560	Map Legend
 ✓ Preferences ✓ Highlight my listings Show only my listings Show only homes with photos 	Owner: Owner Of Record APN #: 5309-07-77-48 Single Family Residence Lot Size: 5,663 sq. ft. RVM®: \$95,190 Year Built: - Listing ID: 6012305 17 photos	di Harras fan Cala
▼ Price Range	FOR SALE PRICE: \$115,000 4 br 2 ba 1,120 s	
No Minimum	709 Las Vegas Dr, Temple, PA 19560	▼ Median Estimated Home Value ↓ Abou
▼ Price per sq. ft.	Owner: Kmb Homes Llc APN #: 5309-08-78-66 Single Family Residence Lot Size: 5,227 sq. ft. RVM®: \$96,740 Year Built: -	00 19560 \$136,500 Berks County \$163,000
Any 👻	Bewuttury Protuctaded Interform Listing ID: 6021730 16 photos	Pennsylvania \$150,000
	TE FOR SALE PRICE: \$142,500 3 br 1 ba 1,372 s	q. ft. ▼ 12-Month Change in Median

After you hit Search on the last screen, your search results will come up on your screen like the example

above. Here we see there were 92 properties for sale in the Temple area. You can see the map in the top right hand corner which shows you the area that was searched.

You can narrow down your search by choosing options on the left hand side of the screen and the click Apply. The new search results will replace this screen.

If you click the "Map View" button at the top of the screen you will be taken to a screen with map like the one to the right. You will see an icon of a house where ever there is a home for sale, and then below the map you will see a list of the homes for sale like the screen above had showed previously.



Neighborhood Search

SUMMARY	HOUSING 🏂 PEOPLE 🏦	ECONOMY	UALITY OF LIFE		🖹 Get a Report 🛛 À Log a Bu
ghborhood Details for:	Neighborhood	Info: Temp	ole, PA 19	560	
 Back to search resul 	is				← Previous Next →
Iedian Estimated Home 136,500 Ipdated: 10/1/2011	Value: Change over last month: +2.13%	Change over last —7.14%	t 12 months:		▼ MAPS
About this data	Median Estimated Ho	me Value			
19560 Temple	Change Over 1 Year 2 Years		Temple		
Berks County Pennsylvania	🗹 19560 🗹 Temple 🕑 Berl	s County 🔽 Pennsyl	Ivania		
	\$200K				Alsace Martor
	\$150K				
	\$100K	\sim \sim			Branch
	\$50K				Waneo ^S
	\$0				Choose a topic to view as heatmap:
	Jan Jul Jan `09 `09 `10	Jul Jan `10 `11	Jul Jan `11 `12	Jul `12	NOR
	05 05 10	10 11	11 12	12	▼ NEIGHBORHOODS NEARBY
About this data	Median Sales Price vs.	Sales Volume			Temple, PA 19560
Median Sales Price Sales Volume	Change Over 1 Year 12 Years 1 All				Reading, PA 19605 Avg. Estimate: \$142,700
					Homes: 7,939 Pop: 18,257
	Median Sales Price \$200K				Fleetwood, PA 19522
	\$150K	$\wedge \wedge \wedge$	×		Avg. Estimate: \$204,610 Homes: 5,973 Pop: 13,703
	\$100K				01 04 405 47
	\$50K		·····7		Oley, PA 19547 Avg. Estimate: \$237.000

If you want to do a neighborhood search and get stats about a particular area, on the home screen you can type in a town or area (in this example we stayed with Temple, PA) then click on the Neighborhood button and then click search.

Once loaded, your screen will look like the one on the left with the Summary Tab loaded. The Summary is an overview of the Housing, People, Economy and Quality of Life Tabs.

Here you can see the median estimated home value, change over the last month, and over the last 12 months.

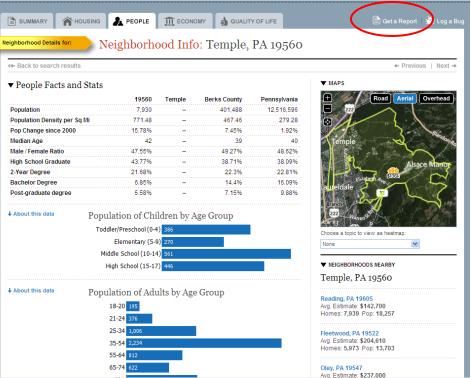
If you want to see more in depth reports, you can click on the other tabs at the top of the screen:

Housing: House value stats, inventory on the market stats, size of homes, age of homes, # of bedrooms from sold homes in the area.

People: Population and census data for the area you search

Economy: Unemployment and income stats

Quality of Life: Weather info, Commuting to work stats



If you want a report of these stats, you can click on Get a Report (Circled in the screen shot above). This will take you to the report creator screen which we will discuss a little later in this handout.

Market Activity Search

		Search for: All Properties For Sale 	Neighbo	rhoods	• Market Activity	My Listings	3
Quick Searches	•	Temple, PA 19560		Show	: Changes in the Las	st 3 Months 🔻	Q Search
		Include: 🔲 Show All 🛛 🛣 🗹 New Listings 🧃	î 🗹 Pen		👚 🔽 New Distress	ed 🕜 🔲 Rec	cently Sold

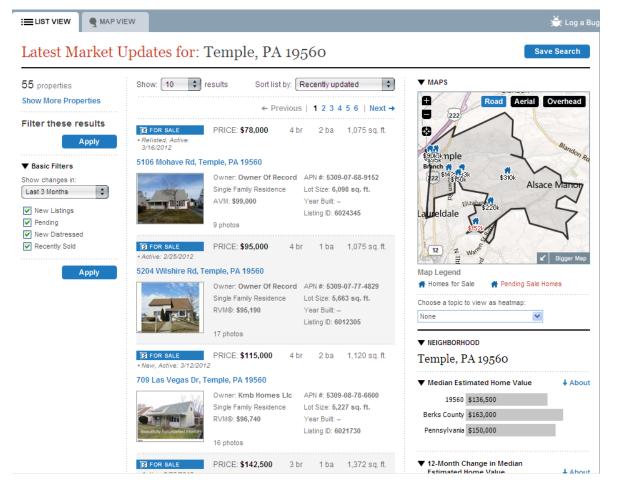
If you want to do a market activity search, on the home screen you can type in a town, area, address or even an MLS# (in this example we stayed with Temple, PA). Then you can choose a time frame such as last 3 months, last month, last week, or last 3 days. Finally, choose the type of

home you want included from All, New listings, Pending, New Distressed, or Recently Sold. Click Search when you are ready to see your results

Once loaded, your screen will look like the one below. The search results are in the middle of the screen, map to the right, and Neighborhood stats down the right hand side.

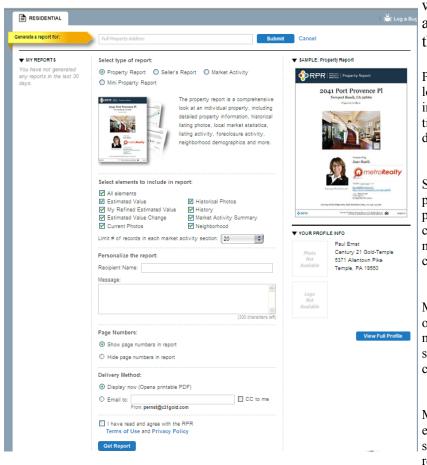
You can update your search features on the left hand side of the screen as well. You also have a map view tab at the top of the screen which works like the one we previously talked about toward the beginning of this handout.

Unfortunately you can't generate a report like this from this screen like you could from the Neighborhood search, but you can still do a report with this data as you will learn on the next page.



The last search you can do from the home screen is My Listings. Simply click on this option and click Search to see your current listings appear in typical search results fashion.

Creating Reports



To generate a report, type in an address in the search bar at the top and click on 'Submit'. If you are creating a Market Activity Report you can type in a neighborhood, city, state, and zip to give a broad report (perfect for creating materials for your farming area!). Once you hit Submit, you will see the address appear where the search bar was. In the example above you can see Property Report is checked. Each report has elements you can include in your report (such as in Property Report some include estimated value, estimated value change, market activity summary).

In the next section you can personalize the report by typing in a Name and message followed by page numbers (you can show them or hide them - if you hide them, you can pull pages out of the report and not have to reprint another one with that section missing).

In the next section, Delivery Method, you choose how you want to view the report - if you click on Display now, it will open up as a PDF in a new window which you can print and/or save. If you want it emailed, you can click on that button and type in an email address to send it to. If you want a copy sent to you, check the CC box.

Finally, check off the box agreeing to the terms of use and click 'Get Report'. Once you click this box, RPR will create your report which will load in a new window - you will see a pop up window like the one to the right estimating how long your wait is (typically 2 minutes). If you don't want to wait, you can close this box and pick up your report later.

The most important feature of this site is that you can create reports that can either be emailed or printed, or possibly even used on your real estate website or social media sites to help you farm an area. You can create the following reports from the RPR website:

Property Reports: The property report is a comprehensive look at an individual property, including detailed property information, historical listing photos, local market statistics, listing activity, foreclosure activity, neighborhood demographics and more.

Seller's Report: The seller's report is a tool for listing presentations, similar to a CMA. It reviews the subject property, shows the condition of the local market, presents comparable properties for side-by-side comparison, recommends a pricing strategy and shows estimated seller proceeds.

Market Activity: The market activity report is a snapshot of all the changes in a local real estate market. It includes a market activity summary and a listing of active, pending, sold, expired and distressed properties. Recent price changes and upcoming open houses are also included.

Mini Property Report: The Mini Property Report provides essential information about a home, much like what is shown on the Summary tab of a Property Details page. The report includes the property's estimated value; home facts like bedrooms, baths and square footage; and photos.

Your report is currently generating. It should take 2 minutes.

Don't want to wait here? You can leave this page while your report is generating and come back later to pick it up.

Close

My Profile

There is a tab toward the top of the page called 'My Profile'. When you click on this tab you are

▼ Photos/Logos				Account Info		
Personal photo has not yet been uploaded.		Logo has not yet been	uploaded.	Enter or update your NRDS number here		
Upload Photo +		Upload Logo +		Last Name:	NRDS ID Number:	
				Ernst	736501210	
▼ Contact Info				Sign-In Email Address:		
First Name: Paul	Last Name:			pernst@c21gold.com		
	Ernst					
Office Name:		Broker Name:		Password		
Century 21 Gold-Temple				Change your password	here	
Office Address 1:		Broker Address 1:		Current Password:	Passwords must be ou	
5371 Allentown Pike					6 characters. We recommend the	
Office Address 2:		Broker Address 2:		New Password:	password to contain a least one capital letter	
					one lower case letter and one number.	
City:		City:		Confirm New Password		
Temple						
State: ZIP:		State:	ZIP:		Update Cance	
PA 💌 19560		*				
				Security Question a	and Answer	
▼ Phone		▼ Fax		Change your security q	uestion and answer	
Home		Work		here		
Add more 🗕		Add more +		Current Password:	1	
- - - - - - - - - -						
▼ Email				New Security Question:		
Main 🔹						
Add more 🗕				New Security Answer:		
▼ Website						
Office 1					Update Cance	
Add more 🕈						
MLS Info						
These are the MLS's you are a member	r of. We need	these references to show y	ou the proper listings.			
Please select one as your preferred ML						
P Choose State: Choose MLS:			Enter Agent ID:			
PA TREND MLS		•	52092 🧭 🗙			
Add another MLS →						
Home Areas						
Home Areas Enter a search area to add:						
Add another MLS -> Very Home Areas Enter a search area to add: Neighborhood, City and State or ZBP		Add				

- taken to a page to setup your profile which will be used in order to generate reports.

You can upload a personal photo and Logo by clicking on 'Upload Photo' or 'Upload Logo' toward the top of the screen.

Make sure the rest of your information is typed into this screen so that the proper information is displayed on all of your reports you create. You do want people to know how to contact you that you give a report out to and this will be how they find you.

When you are done editing this form, click 'Save' at the top or bottom of the screen and your information will be saved for any reports you create in the future.

You can always come back here to change information, update your password, or email address if you ever wish to do so.

Uses for RPR Reports

With the ever changing market and technology rapidly growing, RPR is a wonderful tool to help you inform your buyers and sellers as well as pick up new clients.

While you can't search for listings in other areas other than the local MLS, you can still pull up Neighborhood Info for other areas if you have a client that is contemplating a move to another area. You can show them the housing trends, population information, economy, etc etc. This might help them decide if a move is right for them - and always keep in mind you work for Century 21 and we can refer your clients to a local professional that is trained to work with referral based clients (and you will still get paid on the referral as well)

Market Reports you generate can be uploaded and linked to on your real estate website. If you are trying to specialize in an area (such as Exeter Township), you can create a page or pages on your website dedicated to the area. Talking about things to do, current events, and even Market Trends. You can put a link on your area page on your website that your website visitors can click on and see the market report at anytime. This help shows your client base that you are working in their area and keeping an eye out on Trends. If it is on your website, once you post a new report - post a status update on Facebook or Twitter letting your followers know you have a new report and link them to that page so they can view it for themselves.

Create a mailing list (electronically and post office versions) that you can send out a monthly market report to. While you are working in your target area if you find a home owner doesn't want to sell right now, but want to keep an eye out on the market you can ask them if you can email or mail them a monthly market report. Send this to potential sellers once a month to keep your name and face in front of them. Let them see that their area has gone up 2% in value the past month. This could motivate them to pull the trigger and list with you.

Property and Seller reports create nice CMA's that you can show on a listing appointment. While a lot of agents are currently Toolkit, these reports can also be complimented with Toolkit to give a more detailed report.

GOOD LUCK!