RPR

Update to the NAR Executive Committee

RPR Leadership

Teresa Kinney
Chief Executive Officer
Miami REALTORS®/
RPR, LLC Board
Member

Jeff Young
Chief Operating Officer/
General Manager
Realtors Property Resource,
LLC

RPR
2021 Performance and KPIs

2021 Milestones

21,500,000+ +10%
User sessions

340,000+
Record 90-day usage

1,000,000+
Record User accounts

RPR

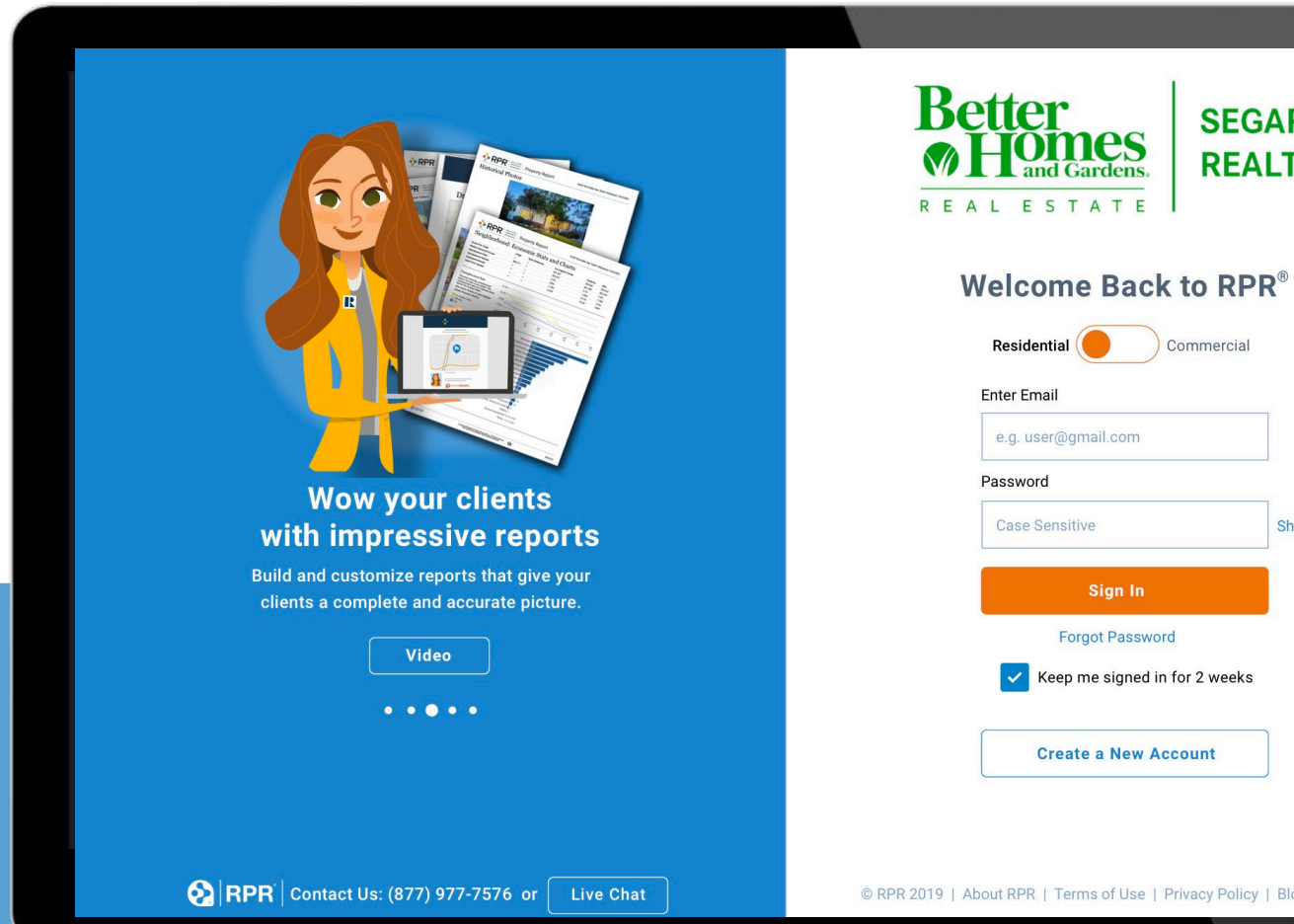
RPR Broker Tool Set

10,002

Companies Registered with Broker Tool Set

683,459

Branded Agents



RPR View™ (The industry's largest data share program)

1.09M

REALTORS® in 369 MLSs Share On-Market Listings

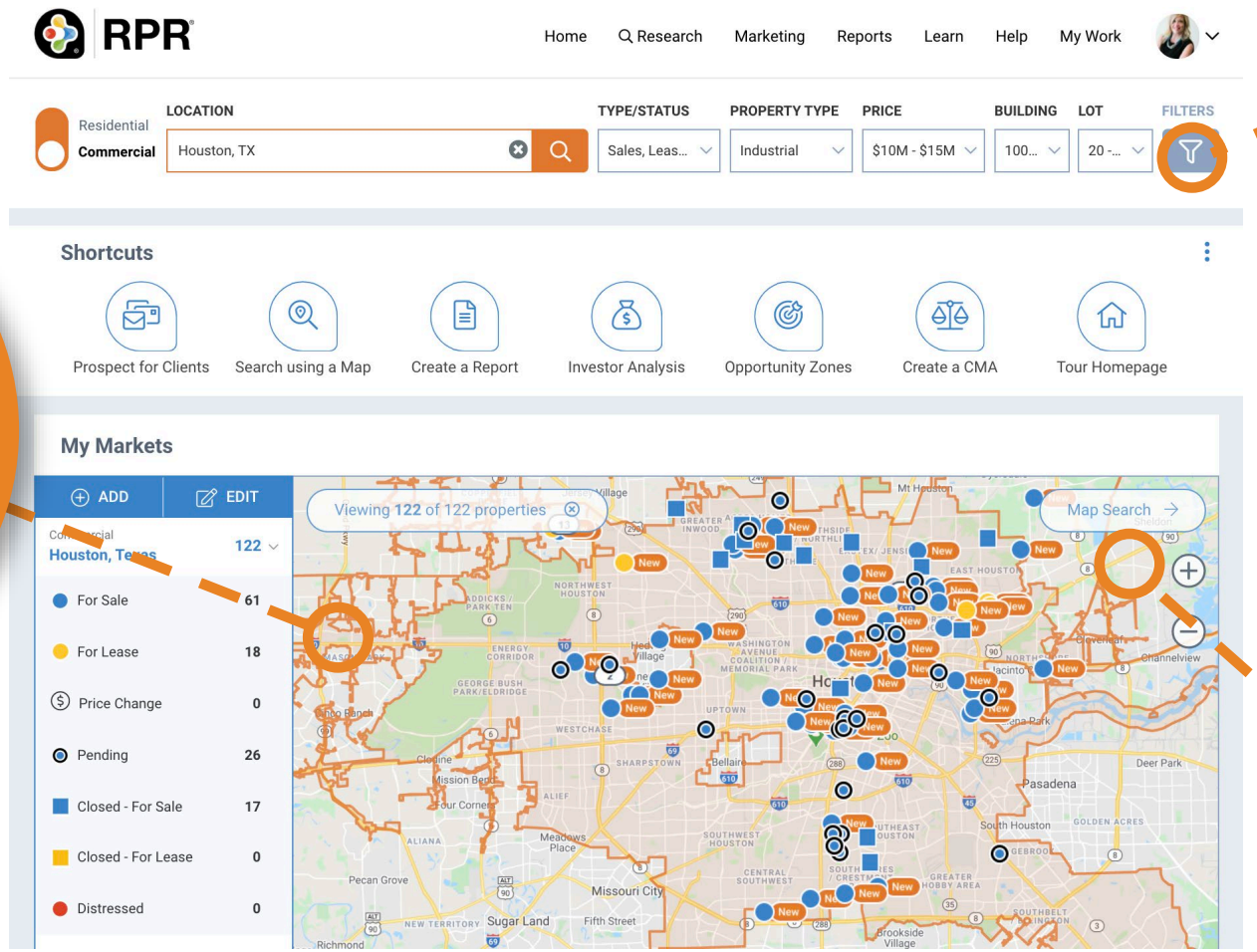
770,289

REALTORS® in 252 MLSs Share-Off Market Listings (Sold or Historical)

Commercial Value

1,000,000 Commercial Listings

56,000,000+ Off-Market Properties

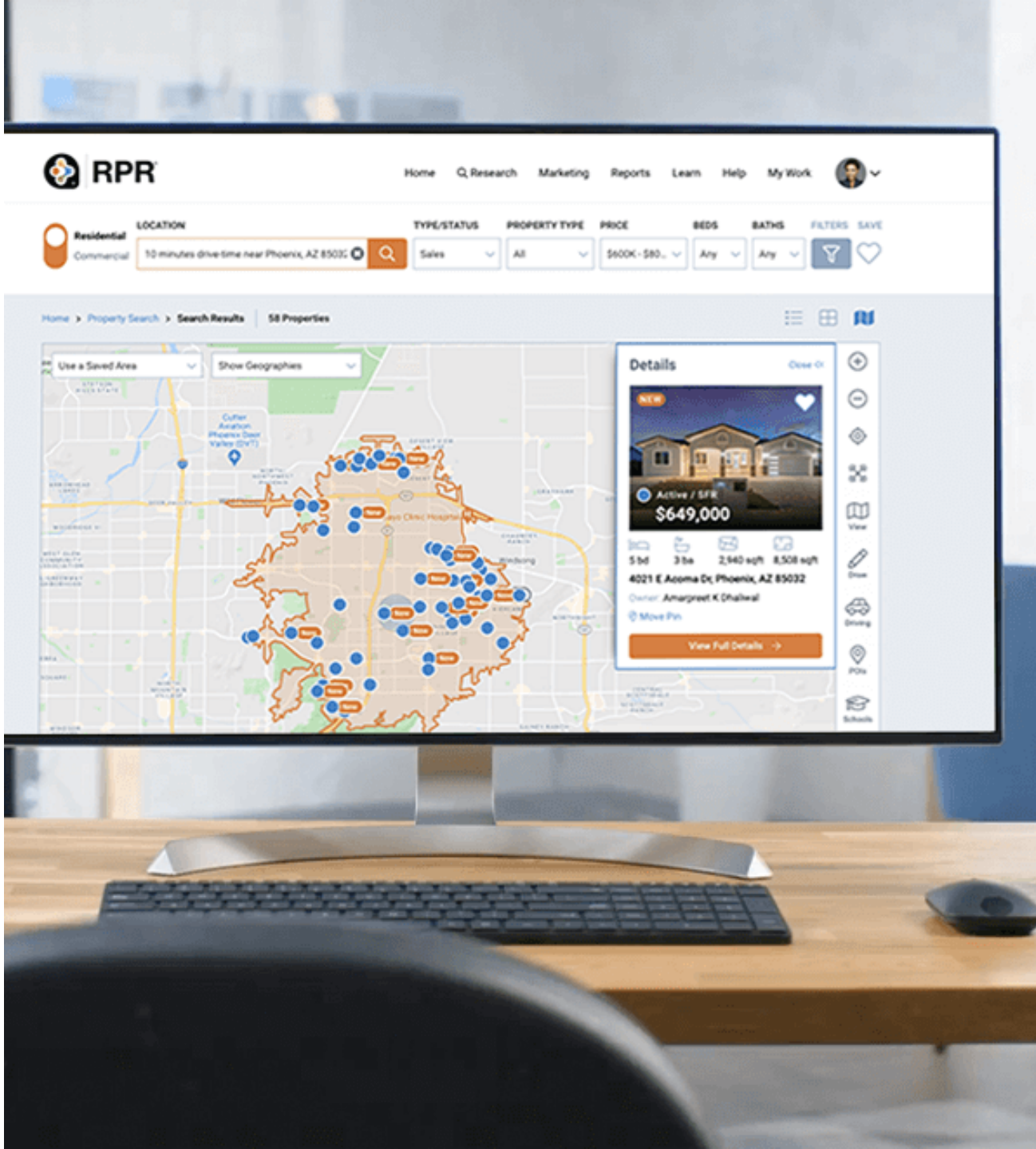


Over 1,000,000,000 Data Points for Site Selection

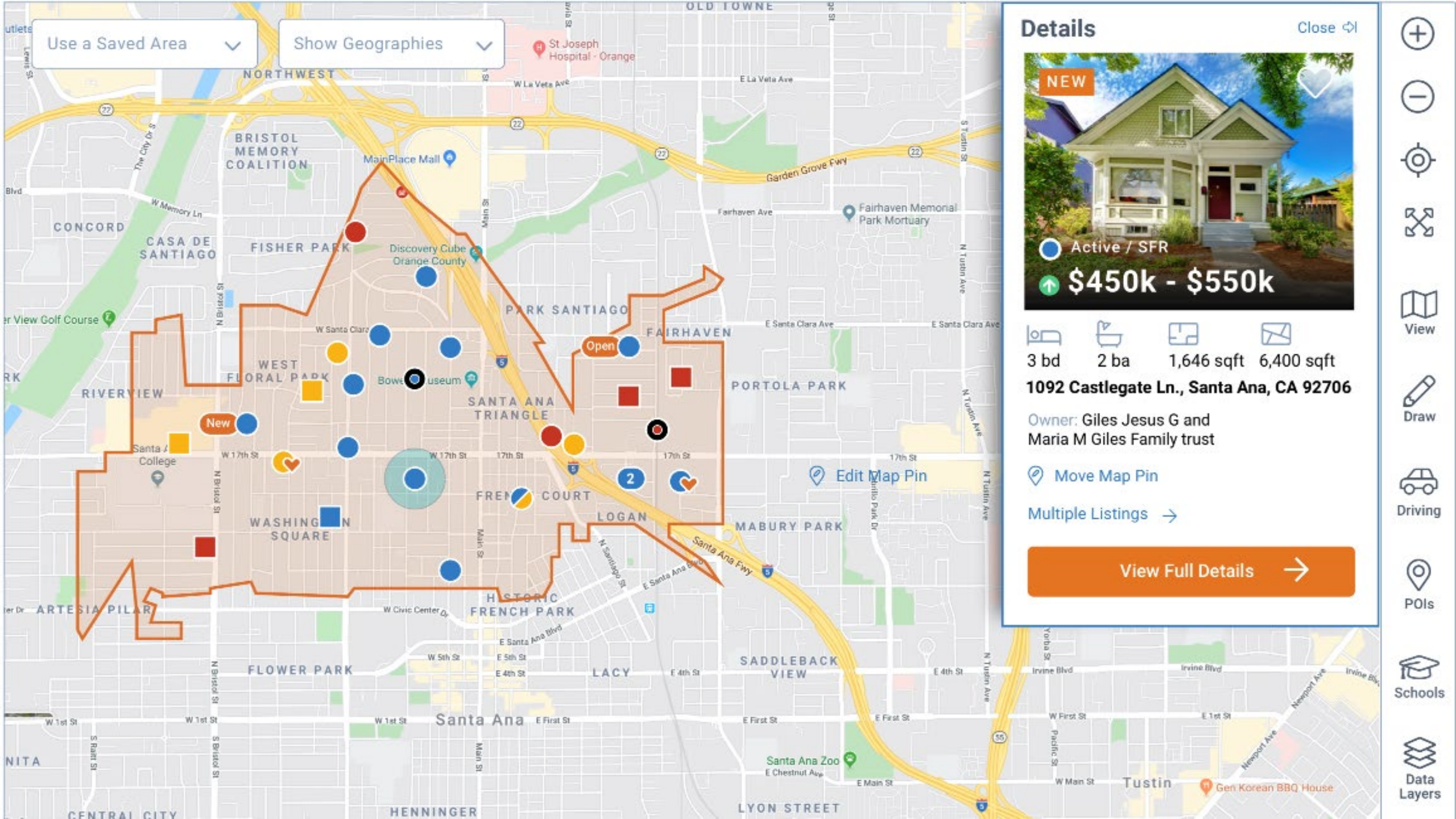
Product Update

RPR2 Refresh

- Wins
  - Smarter experiences
  - Built to last
- Challenges
  - Performance
  - Training on new User Interface



RPR


Use a Saved Area
Show Geographies
Details
Close
NEW
Active / SFR
$450k - $550k
3 bd
2 ba
1,646 sqft
6,400 sqft
1092 Castlegate Ln., Santa Ana, CA 92706
Owner: Giles Jesus G and Maria M Giles Family trust
Move Map Pin
Multiple Listings
View Full Details
Edit Map Pin
View
Draw
Driving
POIs
Schools
Data Layers
NORTHWEST
BRISTOL MEMORY COALITION
CONCORD
CASA DE SANTIAGO
FISHER PARK
PARK SANTIAGO
FAIRHAVEN
WEST FLORAL PARK
RIVERVIEW
SANTA ANA TRIANGLE
PORTOLA PARK
FRENCH COURT
WASHINGTON SQUARE
LOGAN
MABURY PARK
HISTORIC FRENCH PARK
ARTESIA PILAR
FLOWER PARK
LACY
SADDLEBACK VIEW
Santa Ana
HENNINGER
LYON STREET
Tustin
MainPlace Mall
Discovery Cube Orange County
Fairhaven Memorial Park Mortuary
St Joseph Hospital - Orange
Santa Ana Zoo
Gen Korean BBQ House
Garden Grove Fwy
Santa Ana Fwy
Open
New

Focus on Data Quality

- Actions
  - Listing Data Tool
  - Rollups
- Benefits
  - Housing Report
  - All RPR users

RPR

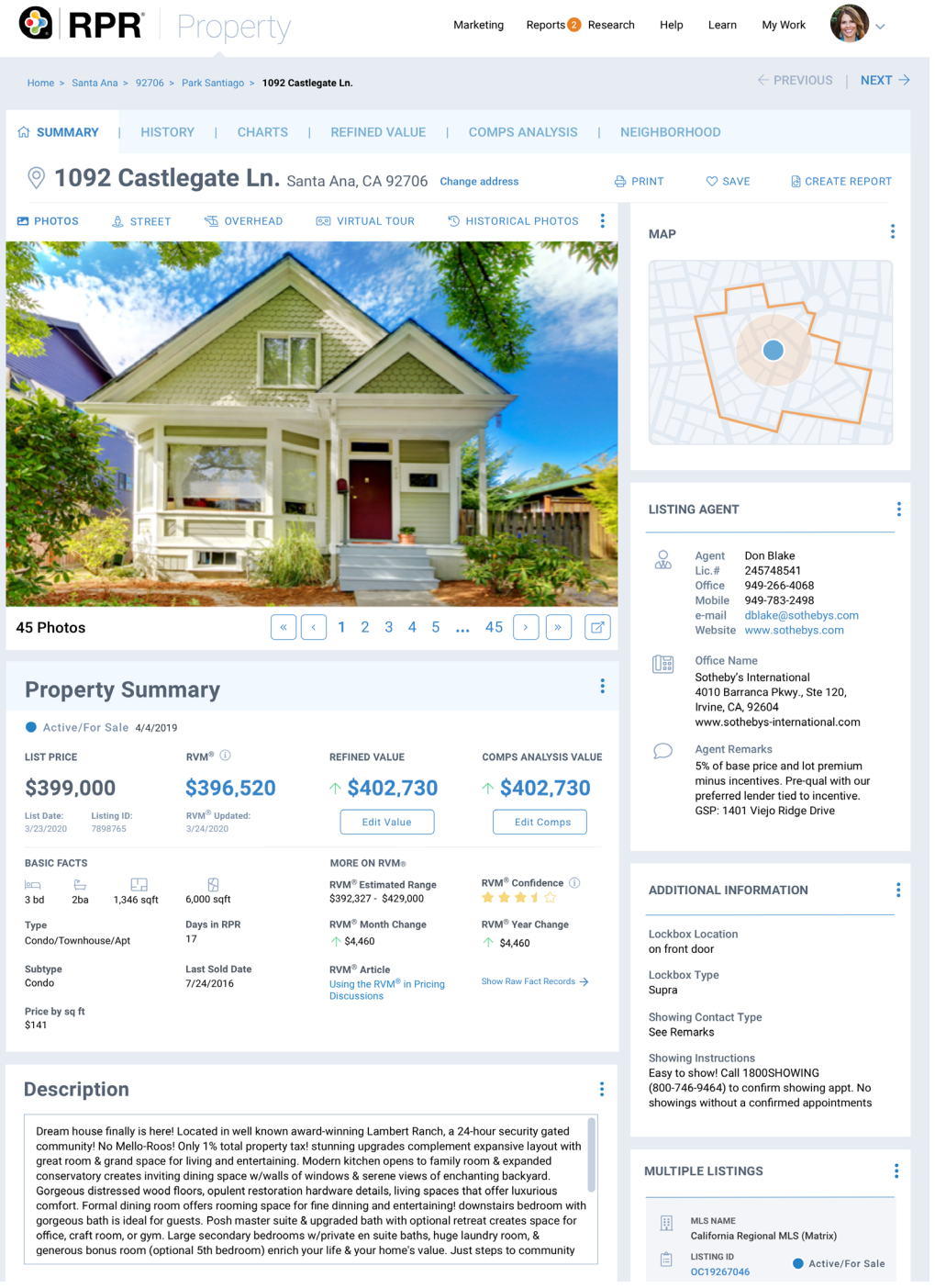
Top Net Promoter Scores

Apple	amazon	NETFLIX
NPS = 63	NPS = 62	NPS = 77

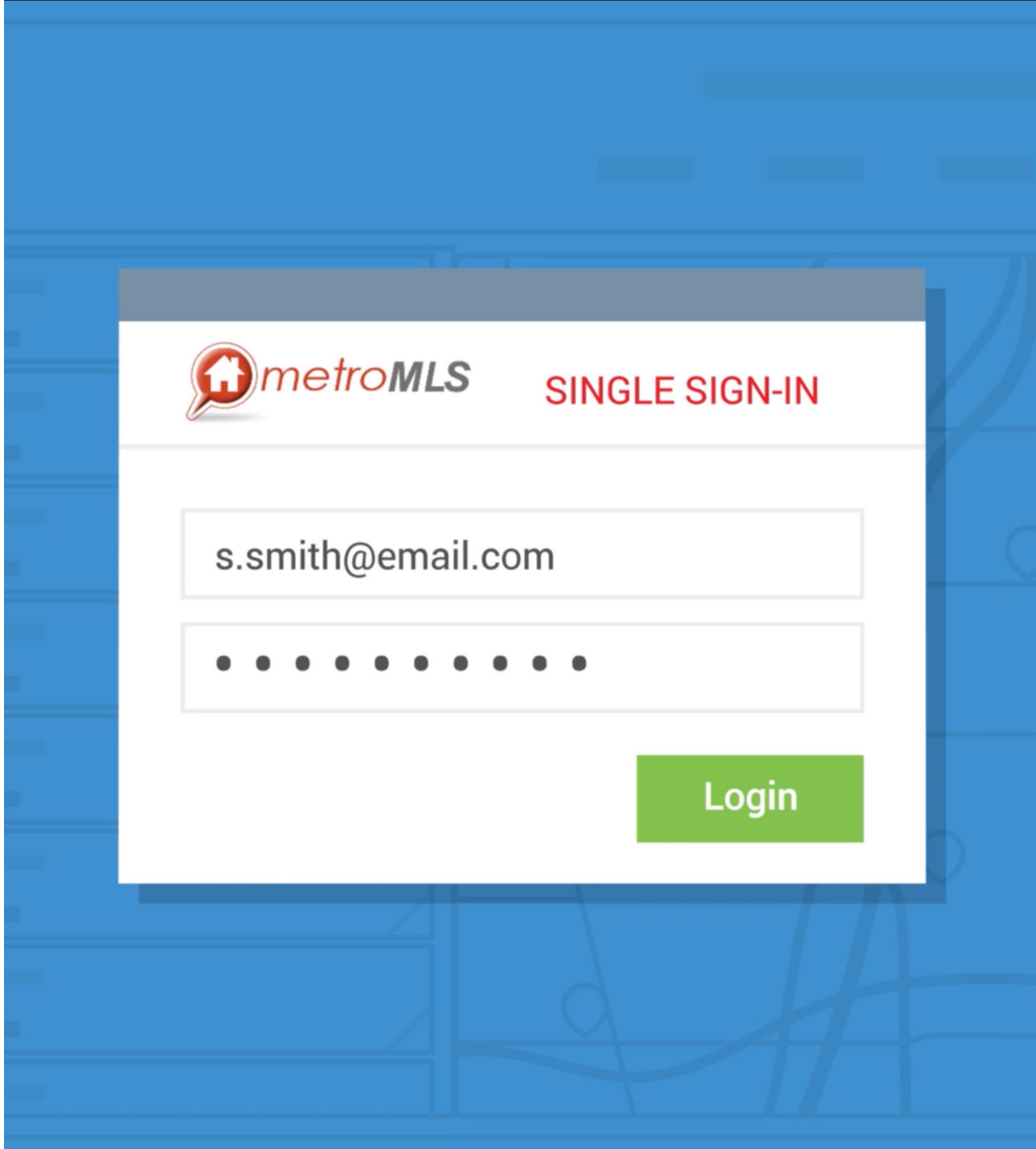
- Simple and reliable products
- Unique and innovative products/offers
- Fast, forward and quality services
- Exceptional customer experience
- Amazing customer service
- High customer loyalty

But wait, there's more . . .

Property Details



Enhanced Single Sign-On (SSO)



RPR

Mobile Planning

RPR Advocacy Tools

Housing Report Phase 1

2020 Pilot Associations:

Wisconsin REALTORS® Association

MICHIGAN REALTORS®

Pennsylvania Association of Realtors®

ARIZONA REALTORS®

NEW JERSEY REALTORS®

Next Associations:

FloridaRealtors® The Voice for Real Estate® in Florida

MIAMI REALTORS®

NC REALTORS®

colorado association of REALTORS®

NEBRASKA REALTORS ASSOCIATION Established 1917 REALTORS®

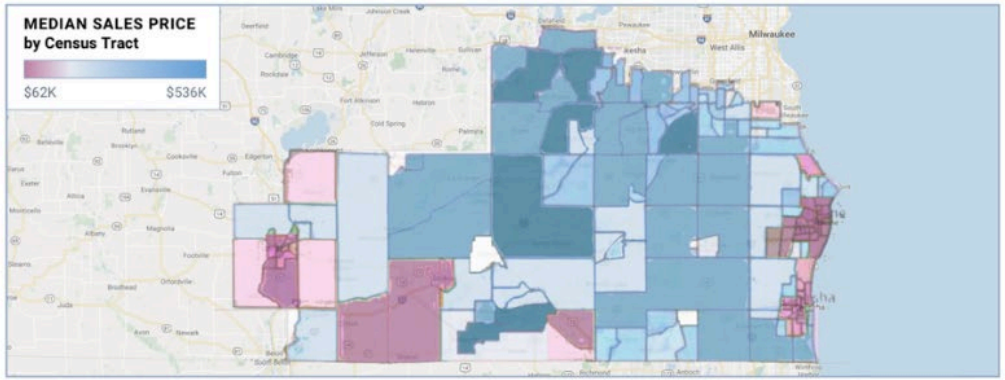
SOUTH DAKOTA REALTORS®

TENNESSEE REALTORS®

Maryland REALTORS®

NATIONAL ASSOCIATION OF REALTORS® | WRA Wisconsin REALTORS® Association

HOUSING REPORT
Wisconsin Congressional District 1 - Dec. 2019
Honorable Bryan Steil (R)



LISTINGS

Up from previous month

District	1,456
State	3,800

12/18	12/17	12/16
1,374	1,293	1,293

YOY change: ↑ 2.7%

SALES

Down from previous month

District	1,032
State	5,835

12/18	12/17	12/16
$230K	1,274	1,193

YOY change: ↓ 2.7%

MEDIAN SALES PRICE

Up from previous month

District	$234,567
State	$175,000

12/18	12/17	12/16
$230K	$229K	$226K

YOY change: ↑ 1.5%

INVENTORY

Buyer's market

District	7.2 months
State	6.7 months

6 months = Balanced market

YOY change: ↑ 3.1%

PRICE RANGE STATISTICS

Listing Trends
- More than 5% increase (YOY)
- More than 5% decrease (YOY)

Listing Price Range	Listings (Dec.)	Sales in Previous 12 Months	Months of Inventory
Below $125,000	123	1,599	2.5
$125,000 - $249,999	276	3,302	2.4
$250,000 - $374,999	186	3,731	3.3
$375,000 - $499,999	105	1,144	5.5
$500,000 - $624,999	234	2, 513	6.7
$625,000 - $749,999	154	2,865	8.0
$750,000 - $874,999	39	765	5.3
$875,000 - $999,999	17	123	6.1
$1M - $1.99M	26	102	9
$2M and up	4	34	2

This report is made by RPR® with MLS data.
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About RPR's data: Metrics in this report were calculated by using data from single family and condominium listings. RPR's metrics may show the same general trends as those published by other sources (i.e. MLS, Association or others), but because of RPR's processes and parcel-centric approach, some variation may occur.

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Wisconsin Realtors® Association
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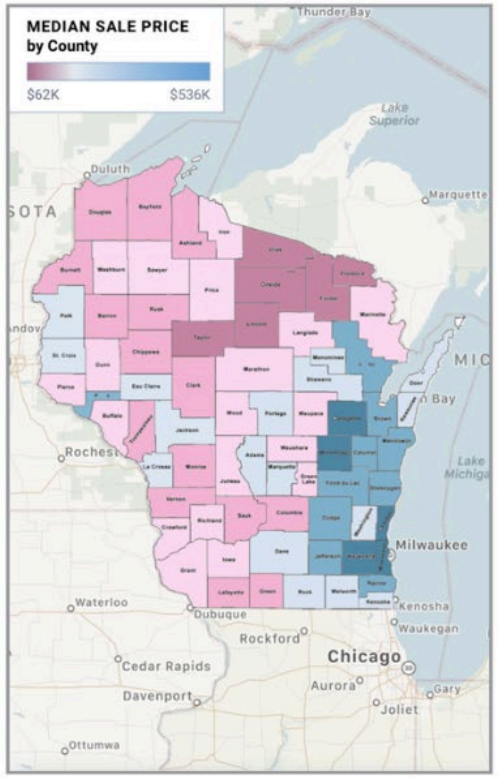

LISTINGS

Up from previous month

State	18,571

12/18	12/17	12/16
13.456	11,966	9,789

YOY change: ↑ 2.7%

SALES

Down from previous month

State	9,234

12/18	12/17	12/16
$230K	1,274	1,193

YOY change: ↓ 2.7%

MEDIAN SALES PRICE

No change from previous month

State	$174,000

12/18	12/17	12/16
$180K	$169K	$173K

YOY change: → +0.9%

INVENTORY

Seller's market

State	4.9 months

6 months = Balanced market

YOY change: ↓ 4.2%

PRICE RANGE STATISTICS

Listing Trends
- More than 5% increase (YOY)
- More than 5% decrease (YOY)

Listing Price Range	Listings (Dec.)	Sales in Previous 12 Months	Months of Inventory
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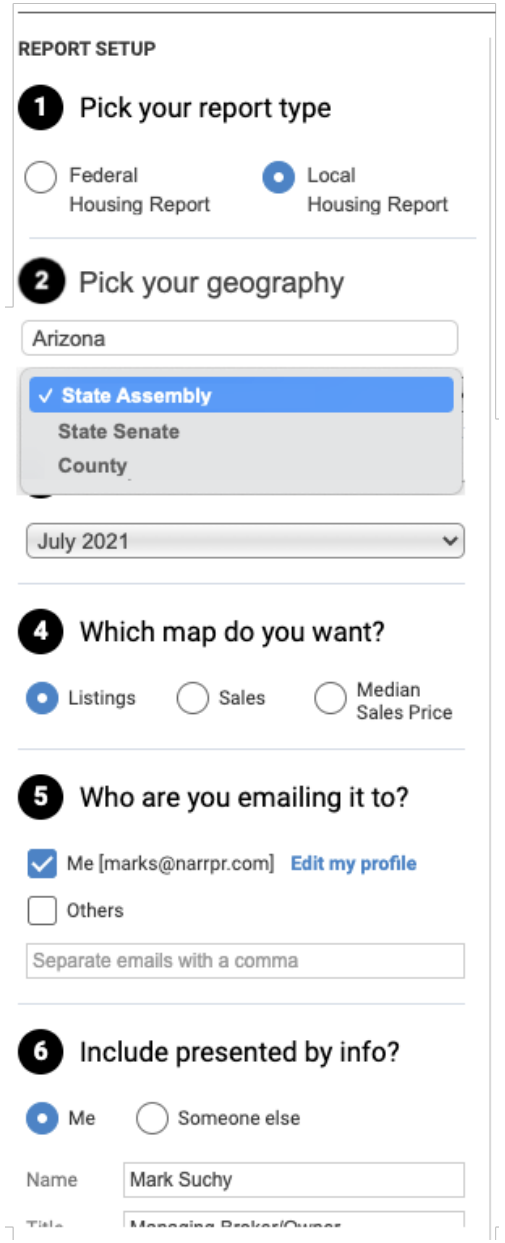
Housing Report Phase 2

- Expanded Geographies in 2022
  - State Legislative/Assembly Districts
  - State Senate Districts
  - Counties
- Target Release: Q1 2022
- Expanding to include Local Associations



RPR - $10.12 per member*
That's about 84¢ a month

**based on NAR's 2022 total gross operating budget*

RPR

Thank you