

**2003
State of the MLS Industry
and
MLS Vendor Sales Report**

by



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Introduction

Clareity Consulting of Scottsdale, Arizona created this report about the MLS industry in July and August 2003. This study reports the year-to-date MLS sales wins and losses for the major MLS software vendors and offers insights into key issues facing the real estate industry this year.

MLS Vendor Wins/Losses

Win/Loss Record						
	New Accounts	Average Members	Renewals	Average Members	Losses	Average Members
FBS	9	470	11	130	0	
FNIS	N/A*		N/A*		13	4,962
Interealty	3	4,045	9	1,679	6	7,878
MarketLinx	6	9,683	0		1	2,010
Offutt	7	1,461	4	405	0	
Quest	0		1	6,200	0	
Rapattoni	4	4,147	1	600	0	
Solid Earth	5	1,310	3	2,017	0	
Tarasoft	2	27,190	0		0	
WyldFyre	0		0		1	2,230

* FNIS chose not to report results.

FBS

Northeast Florida MLS is a large customer for FBS and a huge win for the company – congratulations to FBS for proving it can sell and service a regional MLS.

New Accounts

Northeast Florida MLS (Jacksonville area) – 3,500 members
 Pike Wayne Association of Realtors (Wawley, PA) – 250 members
 Guam Board of Realtors (Island of Guam) – 120 members
 Darke County Board of Realtors (Greenville, OH) – 120 members
 Fayette-Nicholas Board of Realtors (Oak Hill, WV) – 80 members
 Walker Board of Realtors (Jasper, AL) – 80 members
 Dumas Board of Realtors (Dumas, TX) – 40 members
 Puerto Penasco MLS (Puerto Penasco, Mexico) – 30 members
 La Paz MLS (La Paz, Mexico) – 10 members

Renewals

Amarillo Association of Realtors (Amarillo, TX) – 460 members
 Lincoln County Board of Realtors (Lincoln City, OR) – 250 members
 Grand Forks Board of Realtors (Grand Forks, ND) – 145 members
 Clatsop Association of Realtors (Seaside, OR) – 140 members



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Lake Martin Association of Realtors (Alexander City, AL) – 115 members
Greenbrier Valley Board of Realtors (Lewisburg, WV) – 100 members
Badlands Board of Realtors (Dickinson, ND) – 55 members
Northeast South Dakota Board of Realtors (Watertown, SD) – 50 members
Umatilla County Board of Realtors (Pendleton, OR) – 50 members
Richmond County Board of Realtors (Rockingham, NC) – 35 members
Northern Mercer County Multi-List (Greenville, PA) – 30 members

FNIS

Clareity asked FNIS to report its win/loss information, however senior management at FNIS stated, "FNIS does not release sales information".

Losses (compiled from other MLS Vendor sales/victories)

Southern California Multiple Listing Service – 23,000 members (XMLS Web Parallel)
North Texas Real Estate Information Systems (Dallas area) – 17,500 members
Carolina Multiple Listing Service (Charlotte area) – 5,500 members
REIN – 4,800 members
Honolulu Board of Realtors – 4,000 members
Northeast Florida MLS (Jacksonville area) – 3,500 members
Ventura County MLS – 2,300 members
Greater Augusta Association of Realtors – 1,200 members
Central Oregon MLS (Bend area) – 1,050 members
Knoxville Area Association of Realtors – 700 members
Greater South Bend-Mishawaka Association of Realtors – 635 members
Zanesville Board of Realtors (Zanesville, OH) – 200 members
Darke County Board of Realtors (Greenville, OH) – 120 members

Interealty

New Accounts

Real Estate Board of Greater Vancouver – 6,700 members (sale made in 2002)
REIN – 4,800 members
Greater South Bend-Mishawaka Association of Realtors – 635 members

Renewals

Calgary Real Estate Board – 3,900 members
Gulf South Real Estate Information Network – 3,800 members
Edmonton Real Estate Board – 2,200 members
Fraser Valley Real Estate Board – 1,760 members
Central New York Information Service – 900 members
Shreveport-Bossier Board of Real Estate – 800 members
Corpus Christi Board of Realtors – 775 members
Greater Erie Board of Realtors – 575 members
Billings Association of Realtors – 400 members



Losses

Southern California Multiple Listing Service – 23,000 members
MetroList (Sacramento, CA Area) – 12,670 members
Austin Board of Realtors – 5,100 members
Genessee Regional Real Estate Information Services – 3,000 members
Birmingham Area MLS – 2,500 members
Gulf Coast MLS – 1,000 members

MarketLinx

New Accounts

Southern California Multiple Listing Service – 23,000
North Texas Real Estate Information Systems (Dallas area) – 17,500 members
Carolina Multiple Listing Service (Charlotte area) – 5,500 members
Austin Board of Realtors – 5,100 members
Honolulu Board of Realtors – 4,000 members
Genessee Regional Real Estate Information Services – 3,000 members

Losses

Staten Island Board of Realtors – 2,010 members (Staten Island is the first customer loss ever for MarketLinx)

Offutt Systems

New Accounts

Brooklyn New York MLS – 3,500 members
Southwest MLS (Albuquerque, NM) – 2,230 members
Western North Carolina MLS – 2,200 members
Bay Ridge/Bensonhurst MLS – 1,000 members
Lake of the Ozarks/Bagnell Dam Regional MLS – 700 members
Highlands – Cashiers Board of Realtors – 400 members
Zanesville Board of Realtors (Zanesville, OH) – 200 members

(Congratulations are also in order for Offutt's successful sales of Innovia to three 2000+ member MLSs in 2003)

Renewals

Palm Beach Board of Realtors – 650 members
Capital Area Association of Realtors – 600 members
New Bern MLS – 265 members
San Luis Valley MLS – 105 members

Quest Technologies, Inc.

Renewals

Northern New England Real Estate Network – 6,200 members



Rapattoni

New Accounts

MetroList (Sacramento, CA Area) – 12,670 members
Ventura County MLS – 2,300 members
Central Oregon MLS – 1,050 members
Firelands Association of Realtors – 570 members

Renewals

Tulare County Multiple Listing Service – 600 members

Solid Earth

New Accounts

Birmingham Area MLS – 2,500 members
Staten Island Board of Realtors – 1,800 members
Charlottesville Area Association of Realtors – 1,000 members
Gulf Coast MLS – 1,000 members
Albany Area MLS – 250 members

Renewals

Greater South Bay Regional MLS (California) – 4,500 members
NARIS Regional MLS (Alabama) – 1,300 members
Marshall County Association of Realtors (Alabama) – 250 members

Tarasoft

New Accounts

Metropolitan Regional Information Systems – 39,380 members (Parallel, optional system to complement MRIS owned primary system)

Regional MLS of Minnesota – 15,000 members (Parallel, optional system to complement and compete with MarketLinx Tempo system)

WyldFyre

Losses

Southwest MLS (Albuquerque, NM) – 2,230



Clareity Comments

FBS

FBS has had a very successful year thus far with over 20 new and/or renewing accounts. While FBS has historically served smaller MLSs the addition of Northeast Florida to FBS's customer roster further proves the companies' ability to sell and service both larger MLSs as well as smaller ones. This fall FBS will be releasing a new version of their popular MLS software; FlexMLS, which will include a redesigned user interface, tighter tax record integration and many additional new and improved features and functions, while at the same time, FBS continues to improve their desktop software MLS to go!

FNIS

FNIS continues to stabilize and improve its Paragon MLS software platform. After a rough first quarter in 2003, the company seems to be executing much better. Two consultants from Clareity toured the new FNIS MLS facilities in Kansas in April 2003. Clareity saw a much-improved call center featuring state-of-the-art customer care software and a group of people committed to improving service. FNIS' new data center for hosting MLS systems was also impressive and featured the latest server and database storage technology. FNIS has invested substantial money in its new facility and appears committed to the MLS business for the long haul. FNIS has not had much success selling its Paragon system in 2003, but may fair better now that FNIS has completed many of its internal reorganizations and infrastructure investments.

Interealty

Interealty continues to convert its customer base to MLXchange and announced it now has 100,000 subscribers on its web-MLS platform. MLXchange has taken some heat lately on Internet Crusade's MLS Information list-serve for being slow, especially for dial-up users. Interealty has not settled its year-old lawsuit against its former regional MLS customer, MRMLS, and Superlative software yet, and it appears that this case will go to trial later this year. Well, at least the lawyers are making money...

Marketlinx

MarketLinx will be releasing Tempo 4.0 in 2004. The new 4.0 system includes several substantial improvements including a new user definable agent start page and an improved prospecting module. The improvement that Clareity is most impressed with is that MLS staff will be able to modify the database and reports themselves with Tempo 4.0.



Rapattoni

Rapattoni continues to improve its software at a prodigious rate. The new welcome screen, improved mapping functionality, advanced prospecting, enhanced CMA and contact management functionality as well as their general improvement of the user interface and navigation are good indicators that this company is not resting on its laurels. With a good account win/loss ratio and no complaints that Clareity has heard of, Rapattoni seems to be a solid performer.

Stratus

The Toronto and Long Island MLSs each recently implemented disaster recovery systems located in separate facilities. Stratus has been also been busy migrating its large-scale MLS software application to Microsoft's .NET platform. Stratus, which has historically only served the largest MLSs, plans to offer centrally hosted MLS services to a broader range of MLSs on its new .NET platform in the future.



Top 50 Regional MLSs

Rank	Members	Name of MLS	State	MLS Vendor	Primary System
1	39380	Metropolitan Regional Information Systems	MD / VA / DC	In-House (Old GTE)	T-III pending switch to "Platinum"
2	37000	MLS of Northern Illinois	IL	FNIS	Compass
3	23550	South East Florida Regional MLS	FL	Interealty	MLXchange*
4	23000	Southern California MLS	CA	MarketLinx*	Tempo*
5	21240	Toronto Real Estate Board MLS	ON Canada	Stratus	Stratus
6	21000	Georgia MLS	GA	FNIS	Real Estate Explorer
7	21000	Trend	PA	In-House	MLSWeb
8	20000	Arizona Regional MLS	AZ	MarketLinx	Tempo
9	20000	First MLS	GA	MarketLinx	Tempo
10	19955	MLS Property Information Network, Inc.	MA	FNIS	Paragon
11	19260	MLS of Long Island	NY	Stratus	Stratus
12	19260	Northwest MLS Service	WA	Rapattoni	Rapattoni
13	17500	North Texas Real Estate Information System	TX	MarketLinx*	Tempo*
14	17300	Multi Regional MLS	CA	Superlative	iMRMLS
15	16000	Houston Association of Realtors	TX	MarketLinx	Tempo
16	15500	Sandicor	CA	MarketLinx	Tempo
17	15000	Metrolist, Inc.	CO	In-House	Homer
18	15000	Regional MLS of Minnesota	MN	MarketLinx	Tempo
19	14500	RE Infolink	CA	In-House	ListTrak
20	14000	CRIS-Net Regional MLS System / Southland Regional MLS	CA	In-House	CRIS-Net
21	13000	Garden State MLS	NJ	MarketLinx	Tempo
22	12670	Metrolist Services, Inc.	CA	Rapattoni	Rapattoni
23	11700	Realcomp II, LTD	MI	In-House	Realcomp Online
24	9150	Mid Florida Regional MLS	FL	Interealty	MLXchange
25	9045	MidAmerica Regional Information Systems, Inc.	MO	Rapattoni	Rapattoni
26	9000	Combined LA/Westside MLS, Inc.	CA	In-House	TheMLS Pro
27	9000	Realtors MLS	OR	In-House	RMLSWeb
28	8750	Greater Las Vegas Association of Realtors	NV	Interealty	MLXchange
29	8670	Max MLS	CA	FNIS*	Paragon*
30	8500	MAP MLS	IL	MarketLinx	Tempo

* Denotes a new system currently being implemented as of August 1, 2003.



Rank	Members	Name of MLS	State	MLS Vendor	Primary System
31	8200	Middle Tennessee Regional MLS	TN	MarketLinx	Tempo
32	8000	Regional MLS	FL	FNIS	REXplorer
33	7800	Monmouth County Association of Realtors	NJ	FNIS	Maestro (Primary) Paragon (Parallel)
34	7500	Northern Ohio Regional MLS	OH	MarketLinx	Tempo
35	7250	Wasatch Front Regional MLS	UT	In-House	WFRMLS
36	7000	Bay Area Real Estate Information Services	CA	FNIS	XMLS
37	6745	Heartland MLS, Inc.	KS	In-House	Heartland MLSWeb
38	6700	Real Estate Board of Greater Vancouver	BC Canada	Interealty	MLXchange*
39	6500	Metropolitan Indianapolis Board of Realtors	IN	MarketLinx	Tempo
40	6500	Pinellas Realtor Organization & West Pasco Board of Realtors	FL	MarketLinx	Tempo
41	6200	Northern New England Real Estate Network	NH	Quest	Ambiance
42	6000	S.I.A. / MLS	ON Canada	In-House	In-House
43	6000	Triangle MLS	NC	MarketLinx	Tempo
44	5750	MLS, Inc. (aka: Metro MLS)	WI	FBS	FlexMLS
45	5700	West Penn Multi-List, Inc.	PA	Interealty	MLXchange*
46	5600	New Jersey MLS, Inc.	NJ	FNIS	Maestro and REXplorer
47	5500	Carolina Multiple Listing Services, Inc.	NC	MarketLinx*	Tempo*
48	5300	Columbus Board of Realtors	OH	MarketLinx	Tempo
49	5125	MLS of Greater Cincinnati	OH	Rapattoni	Rapattoni
50	5100	Austin Board of Realtors	TX	MarketLinx*	Tempo*

* Denotes a new system currently being implemented as of August 1, 2003.



Major Topics for Regional MLSs

The following are some select key issues facing multiple listing services:

Security

Clareity has been conducting many IT security audits and business continuity audits. In providing these services, Clareity has found that regional MLSs and large brokerages have a lot of work to do to decrease IT security and other business continuity risks to their businesses. The following are some of the typical issues Clareity has found:

IT Security

- Poor perimeter firewall configuration
- Uncontrolled internal network traffic
- Servers and workstations are in an insecure, vulnerable state
- Unsecurable operating systems are in mission critical roles
- Web application vulnerabilities
- Lack of security policies and procedures
- No assigned responsibility
- No intrusion detection program
- No emergency response procedures

Business Continuity

- Data Center single points of failure and under-provisioning – including power, environmental systems, bandwidth and servers
- Critical systems located under water fire suppression systems
- Insufficient backup procedures
- Lack of documentation for software, computers, network
- Insufficient service level agreements with software vendors
- No Business Resumption Plans

Clareity has also been providing education and other resources to these clients in order to improve their security and business continuity posture.

It is important that companies in the real estate industry understand that security is not just about business continuity, meeting member expectations and contractual requirements, but is also required to protect their sensitive business data and consumer information.

MLS Data Licensing

On May 9, Clareity published a white paper titled “MLS Data Licensing: The Business Opportunity and Data Security Issues”. The purpose of this paper was to examine this business, explore the opportunity, raise issues that must be considered and suggest a path for creating the infrastructure needed to support a successful data licensing venture. Clareity described how most MLSs do not have data products, marketing strategies, or the legal and technological mechanisms for data protection, nor do they have the infrastructure of marketing, selling, fulfillment, and billing to support the great potential of data licensing. The white paper defined various products that MLSs could create and described potential markets for those products both inside and outside the real estate industry. Clareity also made the following recommendations:

- In order to fully leverage its information asset, MLSs must establish a local, regional and national strategy.



- Selecting one or more strong partners could be an important element of data licensing implementation and success.
- The value of the MLS data can also be enhanced by providing data hygiene and validation services, as well as enhancements such as post office CASS certification for mailing.

Clareity has received various requests to help regional MLSs further define their data licensing strategy.

Building your own MLS

There is a growing trend for regional MLSs to own and operate their own MLS software, rather than continuing to license a system from a traditional MLS vendor.

The following are some of the issues with licensing a system that have lead regional MLSs have made this choice:

- Licensing is expensive in the long term
- Involves making functionality compromises due to shared code base issues
- Depends on vendors that may be difficult to work with
- Depends on vendors that can go out of business or become acquired
- Leads to learning a platform that may be 'retired' for a variety of reasons

The traditional licensing model has also evolved into a cycle where an MLS transitions from system to system, at great expense, both monetary and in terms of user satisfaction.

Clareity has been called upon to help various MLSs consider the risks and benefits, and lay the groundwork for execution of four options:

1. Build an MLS system from the ground up
2. Purchase a retired system and build on top of it
3. Use an existing proven MLS engine and build on top of it
4. Buy an existing, proven system

Choosing whether to build a system or not, and choosing the right option above is dependent on factors such as the amount of funding available, the amount of time before the system is needed, the number of MLS users, the ability of the organization to add software development management and expertise, the desire and ability of the organization to keep their system functionally competitive with the major MLS systems - and many other factors as well.

These systems are never as easy to build as the regional MLS thinks – they usually take two years and two million dollars, and there are lots of pitfalls that can drive the time and cost to build up. The industry has seen MLS software companies and come and go, and experienced vendors build systems that had many difficult to solve issues. There are risks, but there are also regional MLSs that have succeeded. The good part is, there are experienced people who can help avoid the pitfalls. Clareity has been honored to have been called upon to assist with the product direction, create specifications, and to test the scalability, reliability and security of some these new systems.



About Clareity

Founded in 1996, Clareity continually strives to provide our clients a truly independent and unique perspective. Due to our extensive involvement and interaction across the entire Real Estate industry, we do *truly* have a finger on the pulse of the industry. Clareity has successfully executed a vast array of consulting projects for our clients, related to:

- IT Security Audit and business continuity assessment
- MLS system selection and contract negotiation
- Request for Proposals (RFP) for MLS systems, public records, broker systems, and Transaction Management Platforms (TMP)
- Mergers and acquisitions and strategic alliances
- New product marketing and business plans
- Product integration specifications
- Competitive analysis
- Contract negotiation
- Project management and implementation assistance
- Market research including electronic and telephone surveys and focus groups

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Appendix 1: MLS Vendor Major Announcements

FNIS

6/11/03 – FNIS Announces Technology Franchise Agreement With Realty Executives International (FNIS Web Site)

FNIS (Nasdaq: FNIS), the nation's most comprehensive source for real estate-related technology, data, solutions and services, and Realty Executives International, the nation's first 100-percent commission company and one of the fastest-growing U.S. real estate franchises, today announced the signing of a two-year technology franchise agreement to provide FNIS' electronic customer relationship management (e-CRM) automated marketing tools to Realty Executives' broker owners and their real estate agents, effective July 1, 2003.

5/14/03 – New Contracts With RE/MAX Franchises Herald New FNIS TransactionPoint Installations (FNIS Web Site)

FNIS, the nation's most comprehensive source for real estate-related data, technology solutions and services, and several RE/MAX broker offices have signed contracts to install the FNIS TransactionPoint™ transaction management platform. The new contracts are the first of many TransactionPoint™ platform installations signed by RE/MAX Broker-owners or Associates indicating major inroads in national acceptance of FNIS' industry-leading automated transaction platform by the influential RE/MAX franchises.

5/13/03 – FNIS Launches the Industry's Most Comprehensive Broker Outsourcing Services and Solutions Suite – 'BOSS' (FNIS Web Site)

FNIS (Nasdaq: FNIS), the nation's most comprehensive source for real estate-related technology, data, solutions and services, today announced its new and highly anticipated FNIS Broker Outsourcing Services and Solutions (BOSS), a full suite of outsourcing services focused on improving the financial bottom-line of real estate brokers nationwide.

5/12/03 – FNIS Announces Acquisition of DPN, Incorporated (FNIS Web Site)

Fidelity National Information Solutions, Inc. (Nasdaq: FNIS), the nation's most comprehensive source for real estate-related data and valuations, solutions and services, today announced the acquisition of DPN, Incorporated ("DPN"), a leading provider of broker back office and accounting systems to the real estate industry.

3/12/03 – FNIS Announces Paragon 2.2 MLS Product and Results From National MLS User Group Meeting (FNIS Web Site)

Fidelity National Information Solutions, Inc. (Nasdaq: FNIS), the nation's most comprehensive source for real estate-related data, solutions, and services, announced the release of Paragon MLS Version 2.2, a flexible online MLS software product targeting agents, brokers, and MLS administrators.

3/10/03 – FNIS Unveils New Version of Top-Selling AgentOffice Software (FNIS Web Site)

FNIS (Nasdaq: FNIS), the nation's most comprehensive source for real estate-related technology, data, valuations, solutions and services, today announced plans to begin shipping AgentOffice v5.0™, the newest upgrade to its top-selling agent management desktop software, later this month.

Interealty

5/6/03 – Interealty Reaches Major Milestone: In Just One Year, More Than 100,000 Real Estate Professionals Move To MLXchange (Interealty Web Site)

Vienna, Virginia, May 6, 2003 – Just over a year after its debut, more than 100,000 real estate professionals throughout the United States and Canada are now licensed to use Interealty's MLXchange as their preferred Multiple Listing Service (MLS) system to run their businesses, Interealty announced today. Interealty is a Geac (TSX: GAC) company. Geac is a global provider of enterprise software and systems for business performance management.

3/18/03 – 8700+ Las Vegas Realtors Cut Over to MLXchange (Interealty Web Site)

March 18, 2003 - The Greater Las Vegas Association of Realtors has turned off the Stellar MLS system they had been using for more than 10 years and completed their transition to a standalone MLXchange MLS platform.

MarketLinx

3/21/03 – Pacific West Association of Realtors Introduces State-Of-The-Art Customer Relationship Management Services To Its Members Through ClientLinx (MarketLinx Web Site)

The Pacific West Association of Realtors® announced today the creation of a strategic relationship with ClientLinx, Inc.™, to offer its membership the latest in customer relationship management (CRM) services through ClientLinx™. Through its integrated communication, contact and lead management functions, ClientLinx™ will provide the members of Pacific West Association of Realtors® with all the tools needed to transform their business into a dynamic real estate practice, while bringing greater efficiency and simplicity to the process.

3/6/03 – MarketLinx launches ClientLinx, a Complete Customer Relationship Management (CRM) Service for Real Estate Professionals (MarketLinx Web Site)

MarketLinx Solutions™ launches ClientLinx™, a complete Customer Relationship Management (CRM) service for real estate professionals. Through its integrated communication, contact and lead management functions, ClientLinx™ provides real estate professionals with all the tools needed to transform their business into a dynamic real estate practice, while bringing greater efficiency and simplicity to the process.



Offutt

7/16/03 – WNC Regional MLS chooses Offutt! (Realtor Magazine)

(July 16) -- Five North Carolina Boards of REALTORS have joined forces to create the WNC Regional MLS. Plans call for the newly established MLS, which will include listings from the rural counties of Buncombe, Madison, Haywood, Henderson, and Transylvania, to become fully operational by January 2004.

7/9/03 – Offutt Systems, Inc Offers Added Security for Digital Images (Offutt Web Site)

Security measures aimed at stopping the unauthorized use of copyrighted materials. Offutt Systems today announced the addition of digital watermarking technology as the latest weapon to assist real estate agents in winning the battle over copyright infringement and proprietary data rights.

7/7/03 – Offutt Systems, Inc and DELL Computers Join Forces (Offutt Web Site)

Strategic partnership helps to bring handheld solutions within reach of the real estate professional. Offutt Systems Incorporated (OSI), a leading provider of MLS Systems and Solutions to the real estate industry, today announced the strategic partnership with DELL™ computers to help put the power of handheld computer technology and MLS systems into the hands of real estate agents.

5/3/03 – Offutt Systems, Inc to offer websites for REALTORS (Offutt Web Site)

Newest service offering brings a whole new meaning to complete solutions for the real estate professional. Offutt Systems, Incorporated (OSI), a leading provider of MLS Systems and Solutions to the real estate industry, today announced the official launch of their web design and development division. This division has been created to bring the power of Internet marketing and property sales into the hands of real estate professionals from coast to coast.

Rapattoni

6/17/03 – The latest version of Rapattoni MLS released (Rapattoni Web Site)

SIMI VALLEY, Calif., June 17, 2003 – Rapattoni Corporation announced today that it has released the latest version of Rapattoni MLS. The upgrade includes a new look and feel and many new features such as advanced mapping functions, custom exports, a CMA package wizard, a full contact manager, and a completely redesigned home page with useful information such as a 24-hour market watch, saved hot sheets, prospect information, and a display of the agent's current appointments and tasks.

5/37/03 – Ventura County MLS replaces their Internet MLS with Rapattoni MLS (Rapattoni Web Site)

SIMI VALLEY, Calif., May 27, 2003 – Rapattoni Corporation announced today that it has won another California MLS contract. Ventura County MLS, which serves over 2,300 agents in the Ventura County area, has signed a multi-year agreement with Rapattoni Corporation to provide **Rapattoni MLS** to its membership. This new Internet MLS site went live on May 13th.



4/17/03 – Sacramento regional implements Rapattoni MLS (Rapattoni Web Site)

***SIMI VALLEY, Calif., April 17, 2003** – MetroList Services, Inc., which serves over 13,000 members in the Sacramento, California area, has fully implemented **Rapattoni MLS**, the Internet-based MLS system from Rapattoni Corporation. The cutover from their legacy MLS system occurred on March 11, 2003. MetroList is the largest MLS in the country to cut over to a new MLS system without running parallel.*

3/27/03 – Rapattoni announces easy upload of EGG Solution's 360RealTour (Rapattoni Web Site)

***SIMI VALLEY, Calif., March 27, 2003** - In an ongoing effort to provide the best online tools to its MLS customers, Rapattoni Corporation announced today that it has recently added the capability for uploading multiple virtual media to a listing, including EGG Solution's 360RealTour.*

1/9/03 – Rapattoni MLS serves over 2,000 concurrent users in Seattle (Rapattoni Web Site)

***SIMI VALLEY, Calif., January 9, 2003** - Northwest MLS in Seattle has entered its busiest season of the year and everyone is pleased with the performance of their Rapattoni MLS system they call "Locator." In the first week of the new year, MLS usage peaked at 2,165 concurrent users. Northwest MLS hosts their MLS Internet system running Rapattoni MLS software.*

Solid Earth

Signed the 1,800 member Staten Island Association of Realtors in Staten Island, New York (Solid Earth Website)

***Won** a competition to provide MLS services to the 1800 member **Staten Island Association of REALTORS®** in Staten Island, New York. Training is scheduled to begin November 13th with cutover set for November 20th.*

Signed the 1,000 member Charlottesville Association of Realtors in Charlottesville, Virginia (Solid Earth Website)

***Won** a competition to provide MLS services to the 1000 member **Charlottesville Association of REALTORS®** in Charlottesville, Virginia. Training is scheduled to begin October 20th with cutover set for October 30th*

Signed the 300 member Albany Board of Realtors in Albany, Georgia (Solid Earth Website)

***Won** a competition to provide MLS services to the 300 member **Albany Board REALTORS®** in Albany, Georgia.*



2/03 – The 4,500 member Greater South Bay Regional MLS extends its LIST-IT MLS Contract (Solid Earth Website)

Los Angeles, CA and Huntsville, AL February 2002: *The Greater South Bay Regional MLS is an MLS organization serving three REALTOR Associations in Los Angeles: the South Bay Association, the Palos Verdes Peninsula Association and the Inglewood Board of REALTORS. The regional selected and converted to the LIST-IT system in 2001 with a two year agreement. Due to the high level of satisfaction among the subscribers with the LIST-IT system, the Board of Directors elected to extend their relationship with Solid Earth Geographics.*

Signed the Gulf Coast MLS in Mobile, Alabama (Solid Earth Website)

Won a competition to provide MLS services to the **Gulf Coast MLS** operated by the Mobile Area Association of REALTORS® in Mobile, Alabama.

2/27/03 – Realcomp II Ltd. selects Huntsville, Alabama based Solid Earth Geographics to Integrate its MLS-Centric MapMachine GIS technology into its internally managed MLS system-Realcomp Online (Solid Earth Website)

Detroit, MI and Huntsville, AL February 27, 2003: *Realcomp II Ltd. an MLS technology supplier to its greater Detroit metropolitan area REALTOR® members, has today selected Alabama based Solid Earth Geographics to integrate its MapMachine Geographic Information System (GIS) with the Realcomp MLS system. "We saw Solid Earth several years ago when they were building their first MLS system in Huntsville (Alabama)" said Karen Kage, Realcomp's CEO. "Solid Earth was actually competing to replace our legacy MLS system at that time. They were quite aggressive with both their technology and pricing, but were simply too new to the marketplace for an Association of our size to commit to them. We were very pleased to discover that they would consider integrating their LIST-IT™ MapMachine.com with our MLS system. The MapMachine GIS system has several features our members have been asking for that would be impossible for us to develop on our own without significant investments in capital, resources and time."*

Stratus Data Systems

2/23/03 – Stratus Data Systems, Inc. Announces "Replica", New Disaster Recovery System (Stratus Web Site)

VALHALLA, NY—February 24, 2003—Stratus Data Systems, Inc. is pleased to announce an addition to its suite of MLS products. Replica™, the firm's new remote-site disaster recovery system—currently being implemented by the Multiple Listing Service of the Long Island Board of Realtors, Inc.—will also be installed for the Toronto Real Estate Board (TREB) this spring.



Tarasoft

6/30/03 – RMLS Offers Greater Choice and Security to NorthstarMLS Subscribers (RMLS Web Site)

Regional Multiple Listing Service of Minnesota, Inc. (RMLS) recently signed a contract with leading software developer Tarasoft to offer its Web-based MLS system MATRIX™ to NorthstarMLS™ subscribers. MATRIX will run parallel with the current MarketLinx TEMPO™ system. Subscribers will have access to both systems and may choose to use either system at any time. RMLS expects to have MATRIX ready for release in January 2004.

1/14/03 – Metropolitan Regional Information Systems Selects “Next Generation” Software From Tarasoft

January 14, 2003 - Rockville, Maryland – Metropolitan Regional Information Systems (MRIS), the nation's largest multiple listing service, has agreed to a multi-year license for cutting edge applications from leading software developer Tarasoft Corporation, of Canada. Tarasoft's "TITAN" desktop software and "MATRIX" browser have been selected as the front-end for "Platinum," the enhanced, localized and centralized database developed by MRIS.