# RESO Board of Directors 2013

<table>
<thead>
<tr>
<th>Name</th>
<th>Company/Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARK LESSWING NAR</td>
<td>RICH LULL LPS MLS Solutions</td>
</tr>
<tr>
<td>CHAD CURRY NAR</td>
<td>ROBERT OVERMAN Noshun Software</td>
</tr>
<tr>
<td>CHIP MCAVOY Corelogic</td>
<td>ART CARTER CRMLS</td>
</tr>
<tr>
<td>MARK WISE MOVE</td>
<td>JEFF YOUNG Realtors Property Resource</td>
</tr>
<tr>
<td>STEVE BYRD Carolina MLS</td>
<td>RUSS BERGERON MRED MLS</td>
</tr>
<tr>
<td>DUANE FOUTS Home Smart</td>
<td>ROBERT TOOTHAKER CBRE</td>
</tr>
<tr>
<td>REBECCA JENSEN Utahrealestate.com</td>
<td>Jeremy Crawford MLS Listings, Inc.</td>
</tr>
<tr>
<td></td>
<td>Open Seat</td>
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<tr>
<td></td>
<td>Open Seat</td>
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**RESO Membership Classes**

**Class A**
The National Association of REALTORS® (NAR) is the exclusive Class A member. That membership entitles NAR to have:
- Two seats on the Board of Directors
- RESO Conference registration fees waived
- The right to approve the applicant pool for the Executive Director position

**Class B**
If you are a Vendor Company, Here is what RESO membership offers to you:
- The ability to gain a competitive edge
- A voice in the standard-setting process
- The chance to steer the standard
- An opportunity to partner with your customers to find solutions

Any vendor, consultant, company or technology partner providing services to the real estate industry shall be eligible for Class B membership. Dues for Class B membership are based on the company’s gross annual revenues:

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>DUES AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000,000 and above</td>
<td>$25,000</td>
</tr>
<tr>
<td>$10,000,000-$24,999,999</td>
<td>$15,000</td>
</tr>
<tr>
<td>$5,000,000-$9,999,999</td>
<td>$7,500</td>
</tr>
<tr>
<td>$1,000,000-$4,999,999</td>
<td>$2,500</td>
</tr>
<tr>
<td>$0-$999,999</td>
<td>$500</td>
</tr>
</tbody>
</table>

**Class C**
If you are an MLS or Association Executive, Here is what RESO membership offers to you:
- An opportunity to increase the value proposition to your customers (members and business partners)
- Support for software vendors to create innovative applications for your members
- Representation as an MLS in the decision-making process on the standards that will drive the future
- The chance to be part of the standards making process to insure accurate property listing data and syndication
- The ability to increase your expertise and participation at the highest levels

**Class D**
If you are a real estate Agent, Broker or Brokerage, Here is what RESO membership offers to you:
- The ability to join the standards community and be an insider
- The ability to demonstrate leadership by advocating data accuracy in property listings and syndication
- The chance to increase your expertise and participation at your MLS regarding data standards for property listings

Any real estate brokerage firm, real estate broker or real estate agent shall be eligible for Class D membership. Dues for Class D membership are based on the total number of licensees.

<table>
<thead>
<tr>
<th>LICENSEES</th>
<th>DUES AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>50,000+</td>
<td>$20,000</td>
</tr>
<tr>
<td>25,000-49,999</td>
<td>$15,000</td>
</tr>
<tr>
<td>10,000-24,999</td>
<td>$7,500</td>
</tr>
<tr>
<td>5,000-9,999</td>
<td>$2,500</td>
</tr>
<tr>
<td>1-4,999</td>
<td>$500</td>
</tr>
</tbody>
</table>

*RESO renewals are handled on an anniversary calendar.*
1999 to 2012
RETS workgroup began informal meetings to discuss data standards for MLS industry.
<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>LARRY COLSON</td>
<td>Moore Data Management</td>
</tr>
<tr>
<td>TOM CURTIS</td>
<td>Metro MLS</td>
</tr>
<tr>
<td>KEVIN KNOEPP</td>
<td>GTE Enterprises</td>
</tr>
<tr>
<td>TOM MCLEAN</td>
<td>Resolutions Software Consulting</td>
</tr>
<tr>
<td>DAN MUSSO</td>
<td>WyldFyre Technologies</td>
</tr>
<tr>
<td>TONY SALVATI</td>
<td>Grant Thornton</td>
</tr>
<tr>
<td>ERROL SAMUELSON</td>
<td>RealSelect, Inc.</td>
</tr>
<tr>
<td>ALAN SHAPIRO</td>
<td>Interealty</td>
</tr>
<tr>
<td>BRUCE TOBACK</td>
<td>OPT, Inc.</td>
</tr>
<tr>
<td>DALE STINTON</td>
<td>NAR</td>
</tr>
</tbody>
</table>
RETS is a Data Transport Standard
RETS in Action

Client

query

RETS

response

server

Data Names

META DATA

Data Types

search

data
It All Begins With the Realtor’s Listing…
Why REALTORS® Need RETS

- IDX/VOW
- BOS
- CRM
- TMS
- Listing Data
- Lead Gen
- Search Portals
- Online Forms
Solving What Problems?
Writing Data Standards
Data Standards Will Launch an App Explosion
Innovators Will Innovate
Realtors & Consumers Will Embrace
New Real Estate Apps
Join RESO and Attend a RETS Conference
Your Speakers Today

Rob Overman  
noshun software

Travis Wright  
Executive Director, RESO
* Technology direction up to 2012
* Technology direction 2013
* R&D Work Group
* Transport Work Group
History of Technology vs Business

- RETS community was created as a Technology initiative.
  - RETS solved a Technical problem
  - Original Board of Directors was comprised of Business Sub Committee and Technology Sub Committee
  - Education and Outreach Work Group
History of Technology vs Business

* New RESO shift to solving Business Problems
* Board configuration changes
* Old Sub Committees no longer valid
* 2012 Proposal for Technology Committee
  * Committee Chair – RESO Director
  * Comprised of Work Group Chairs and/or Vice-Chairs
  * Define WG Policies and Procedures
  * Review R&D Work Group Recommendations
  * Recommend Technology Initiatives to Board
2013 Technology Committee

* Current Focus/Responsibilities
  * Anticipate Technology Shifts
    * API
    * Big Data, Syndication
  * Foster and Encourage INNOVATION
  * Cross-Work Group Communication, Collaboration and Reuse
2013 Technology Committee

- Expand Scope of Thinking
- Fluid Page Layouts
- Web Sockets / Push
- Mobile-only Applications
* RESO is MORE than just RETS
* RESO Mission: Provide an environment for the development and implementation of data standards and processes that facilitate innovation, insure portability, eliminate redundancies and obtain maximum efficiencies for all parties participating in the real estate
R&D Work Group

* Created in Feb, 2010
* Mission: The purpose of the RESO Research & Development Workgroup is to solicit and review submitted business cases from the real estate community and identify how RESO can contribute to the benefit of that business process. The submitted cases will be reviewed with representatives from the impacted stakeholder groups to document specific goals and objectives. The resultant business case opportunity will then be submitted to the RESO BOD for approval and assignment.
R&D Work Group

* Core Composition: MLS Technology Leaders, Software Developers and Consultants

* Work Product
  * Business Case Evaluations
  * Stakeholder Support
  * Proposal Review and Benefit Analysis
    * Application Interoperability Work Group Proposal
  * Recommendations to Board and Work Groups
    * Whitepaper “Mobile Data Access Recommendations”
  * Dictionary Support and Review
**R&D Work Group**

- **Getting Involved**
  - All are welcome
  - Google Group – “RESO Research & Development”
  - [http://tinyurl.com/263klop](http://tinyurl.com/263klop)
  - Bi-Weekly Conference Calls
    - Next Call on Nov 15
Transport Work Group

- Chartered 2012
- Chair – Scott Petronis, OnBoard Infomatics
- Transport is the movement of data from one computer to another.
The Problem

- RETS 1.x Transport is old and inefficient
- Steep Learning Curve
- Sort of Proprietary

The Solution

- Take Advantage of Current Technology
- New RESTful API
- Shallow Learning Curve
- Common in Web Development
Transport Work Group

- Excellent Working Session in Sept
- Replicate vs Real-Time
- Build a Standardized API Document
- Merge API Efforts from Multiple MLS Vendors
- Focus on Simplicity and Usability
- Use OData, XML, JSON and other software industry standards
Transport Work Group

* Next Steps
  * API submissions and review
  * Draft Specification (Q1 – Q2)
  * Security and Authentication
Rob Sits Down

* Thank you!
Have a Great Conference!

Travis Wright
travis-wright@comcast.net
281-217-2789