

Instant IDX™ Website Powered by Web APIs

Troy McCasland, CEO
Troy@AgentSquared.com
619-804-3028
La Jolla, California

## **Standards Make America Great!**





VS

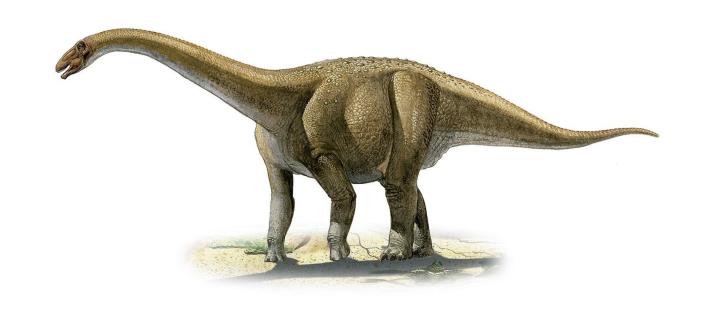
1 Language

27 Languages

# We are at WAR and MUST Adapt or DIE







MLSs - Slow, Lumbering, Non-Profits

# **But It's Fight Worth Fighting!**

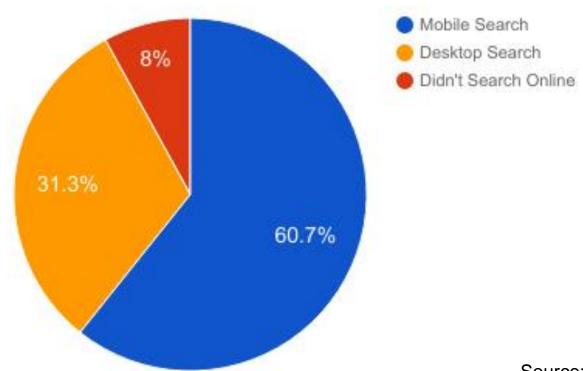
- The Largest Industry
- Single Largest Purchase
- Most Important Financial Decision
- One of our basic needs

#### **Solution - Standards**

- Data Dictionary we speak
   720 languages
- Web API Automates Process

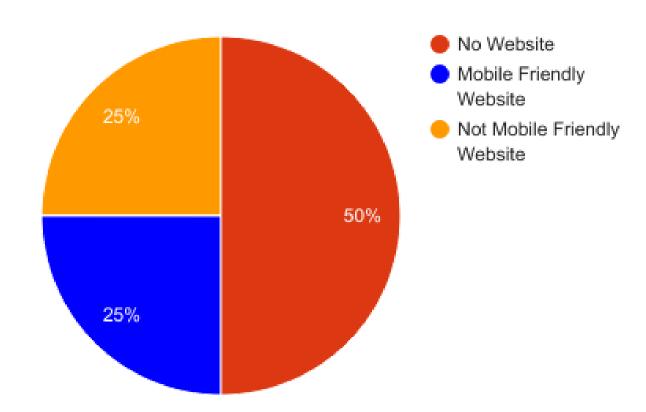


## 92% Search Online for Homes



Source: NAR Buyers Survey 2014-2015

## 75% Don't Have a Mobile IDX Website

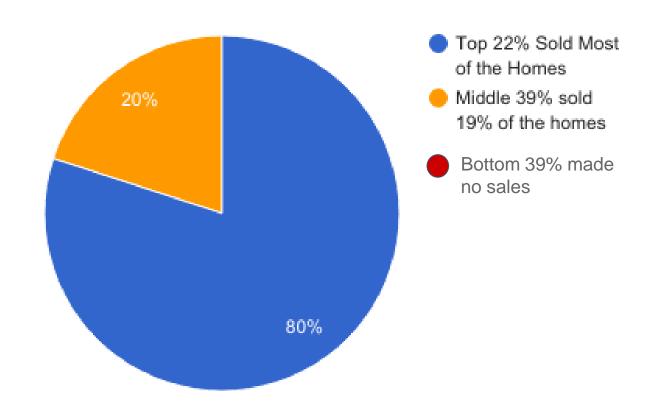


Source: AgentSquared Survey of Flexmls agents with listings, May 2016

# **Top 10 Reasons Agents Need IDX Websites**

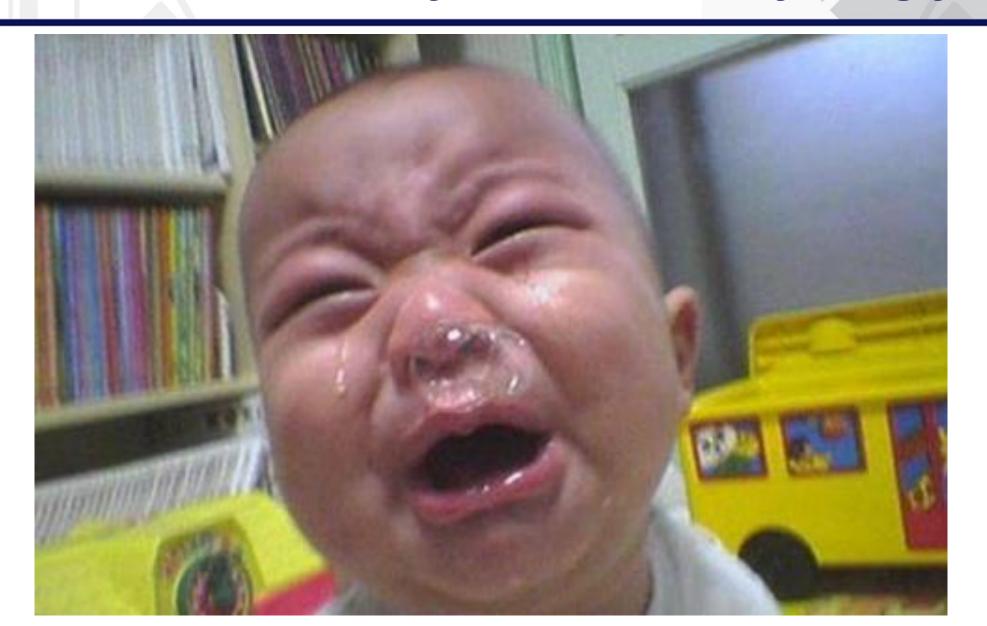
- 1.21st Century Business Card
- 2. Build Brand, Look Professional
- 3.Referrals
- 4.Lead Capture
- 5. Communicate with Customers and Prospects
- 6. Showcase success
- 7. Social Proof Testimonials, Recently Sold, My Listings
- 8. Focus Offline Marketing: Signs, Print Ads, Business Cards,
- 9. Focus Online Marketing: Google, Facebook, PPC, SEO, Email
- 10. Foundation, Basic Building Block of Your Marketing

# **Needs of Your Members Vary Greatly**



Source: 2014 Survey by the WAV Group., 2016 Data analysis done by large MLS.

# I-Frames - I'm Sorry But Your Baby's Ugly



## Web API Benefits for MLSs, Agents, Consumers

VS.

#### RETS - Legacy

Fax Forms, Provision Keys
Inspect for compliance
Charge members, vendors
Free I-Frames
WP, build by hand, expensive
Data Everywhere no control
Data Updates Infrequent

#### **RESO Web API - Today**

Click Wrap Agreements
Automated Compliance
No need to charge
FREE IDX Mobile SEO Friendly
SaaS, Instant, Faster, Better Cheaper
Data Stays in Your DB, in Your Contro
Accurate, Real-time Data

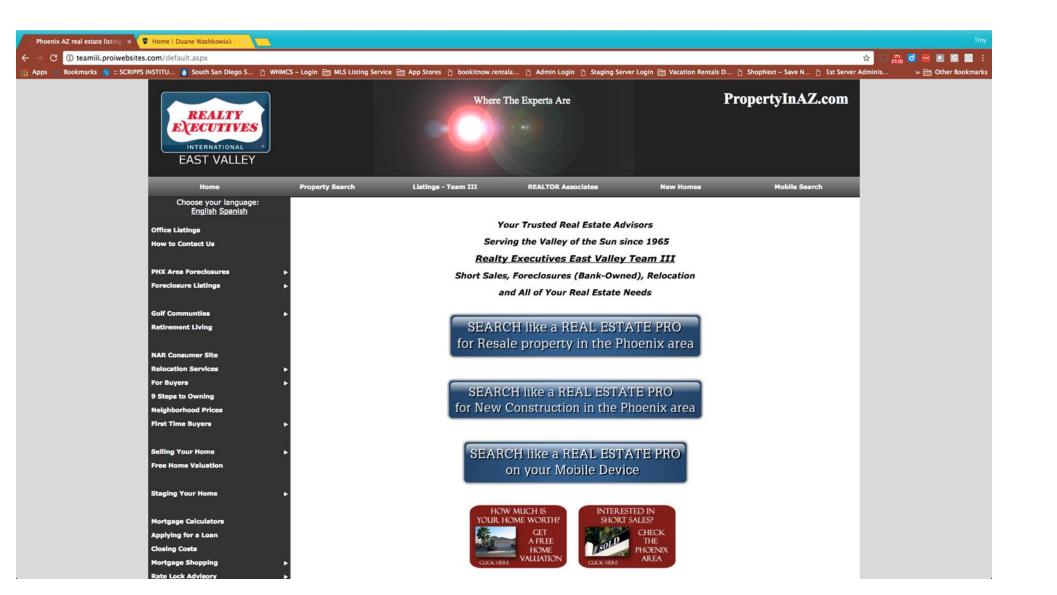
# **API Pros Outweigh the Cons**

RETS vs. API

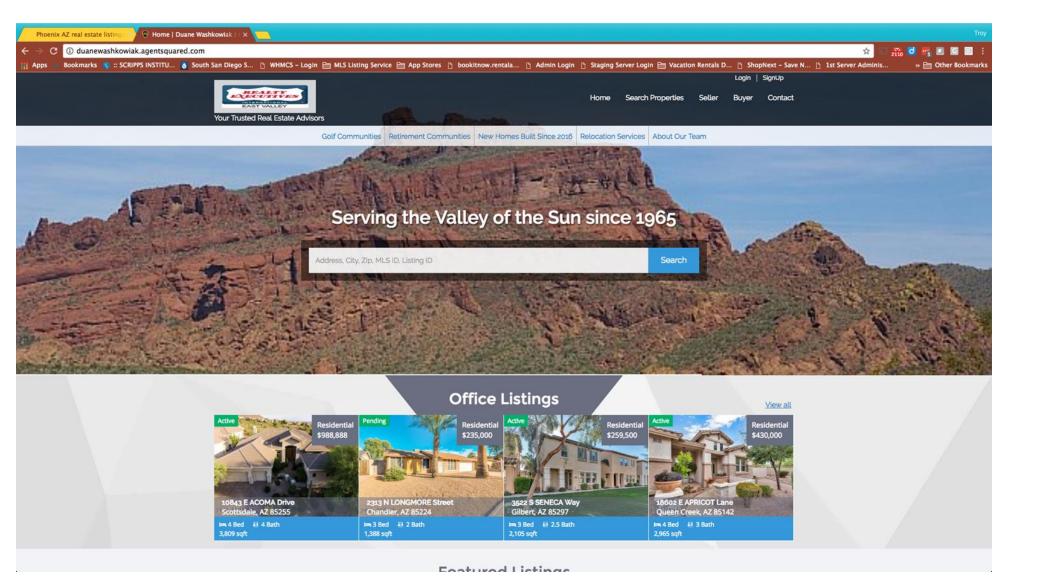




## **Before**



# **After**

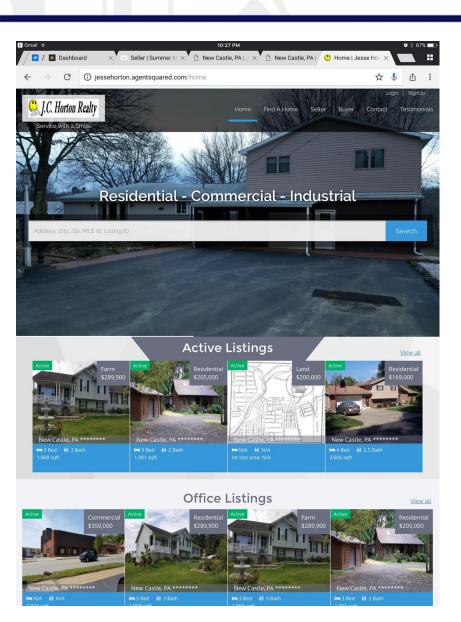


#### **Before on Tablet**





## **After on Tablet**





One Click Local, Mobile, Social Marketing for Real Estate

#### **Thank You!**

Troy McCasland, CEO Troy@AgentSquared.com 619-804-3028 La Jolla, California