



**2017 Fall Conference**

GETTING DOWN TO BUSINESS  
UTILIZING DATA STANDARDS

# Easy Being Green: A New Generation of Auto-Pop



# SPEAKER

# BIO PAGE

## Laura Stukel | Consultant

Laura is a change management expert in the real estate, energy efficiency, and technology industries over the past 25 years. She is a third-generation REALTOR with L.W. Reedy Real Estate. Laura serves in national and local roles for the National Association of REALTORS®, including as lead developer for the CMLS Green Data Best Practices Guide.



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# Auto-Pop: The Green Data Opportunity



Tax Data

Green  
Data



MLS  
Operators



Agents

Brokerages



Aggregators





# RESO Standards Guide the Way

- Silver level designated fields include “Green” standardization
- Over 400 MLSs have already certified on Silver or higher!
- Data Dictionary maps to Building Energy Data Exchange Specification
  - Standard used by energy companies nationwide

# RESO Standards Guide the Way



Data Dictionary Wiki / ... / GreenBuildingVerificationType Lookups

## Zero Energy Ready Home

Created by RESO DD Workgroup on Jun 13, 2016

**Lookup Value<sup>2</sup>:** Zero Energy Ready Home

**From Lookup Field<sup>2</sup>:** [GreenBuildingVerificationType Lookups](#)

### Definition (May contain conditions that must apply)

DOE Zero Energy Ready Home is a set of optional construction practices and technologies (above minimum code and ENERGY STAR Certified Home requirements) that builders can follow to ensure high-performance homes so energy efficient all or most annual energy consumption can be offset with renewable energy. Guidelines are outlined in the "DOE Zero Energy Ready Home National Program Requirements."

**Synonym(s)<sup>2</sup>:**

**BEDES<sup>2</sup>:** Assessment Program = "ENERGY STAR Certified Homes"

**References<sup>2</sup>:** [RESI](#), [RLSE](#), [RINC](#), [MOBI](#), [FARM](#), [COMS](#), [COML](#)

**Lookup Status<sup>?</sup>:** Active

**Lookup Field ID<sup>2</sup>:** 347000

**LookupID<sup>2</sup>:** 347012

**Lookup Status Change Date<sup>2</sup>:** Jun 21 2016

**Revised Date<sup>2</sup>:** Sep 17 2015

**Added in Version<sup>2</sup>:** 1.5.0



# Auto-Pop Types: Verified Home Energy Info

## Home Energy Information Guide

Taking Verified Data Through The MLS To The Consumer

Created in Partnership

with the



Browser tabs: - l.reedystukel x Wed10T\_Easy Being Gree x Web Mail Messages x HEIGFINAL

Address bar: ddwiki.reso.org/display/DDW16/PropertyGreenVerification+Collection

Navigation: Spaces Browse

Search:  Search

### RESO Data Dictionary Wiki v1.6 / RESO Data Dictionary Wiki v1.6

## PropertyGreenVerification Collection

Created by Robert Gottesman on May 27, 2017

Data Dictionary Wiki Version: **1.6**

Properties can have a number of different performance ratings applied to them. This PropertyGreenVerification Collection include the following:

- [GreenBuildingVerificationKey Field](#)
- [GreenBuildingVerificationKeyNumeric Field](#)
- [GreenBuildingVerificationType \(PropertyGreenVerification\) Field](#)
- [GreenVerificationBody Field](#)
- [GreenVerificationMetric Field](#)
- [GreenVerificationRating Field](#)
- [GreenVerificationSource Field](#)
- [GreenVerificationStatus Field](#)
- [GreenVerificationURL Field](#)
- [GreenVerificationVersion Field](#)

# Auto-Pop Types: Photovoltaics

## Capturing the Sun:

*A Roadmap for Navigating Data-Access Challenges  
and Auto-Populating Solar Home Sales Listings*

Laura Stukel, Ben Hoen, Sandra Adomatis, Craig Foley, Laura Parsons

**Lawrence Berkeley National Laboratory**

LBNL-1006628



Powered by  
**SunShot**  
U.S. Department of Energy

reedyst x Wed10T\_Easy Being x Web Mail Messages x HEIGFINAL.pdf x

ddwiki.reso.org/display/DDW16/PropertyPowerProduction+Collection

Spaces Browse

Search

RESO Data Dictionary Wiki v1.6 / RESO Data Dictionary Wiki v1.6

### PropertyPowerProduction Collection

Created by Robert Gottesman on May 25, 2017

Data Dictionary Wiki Version: **1.6**

A property might have a number of means of producing power. Whether different systems or separate resource allows for the relation of multiple power production systems to a single property.

- [ListingId \(PropertyPowerProduction\) Field](#)
- [ListingKey \(PropertyPowerProduction\) Field](#)
- [ListingKeyNumeric \(PropertyPowerProduction\) Field](#)
- [ModificationTimestamp \(PropertyPowerProduction\) Field](#)
- [PowerProductionAnnual Field](#)
- [PowerProductionAnnualStatus Field](#)
- [PowerProductionKey Field](#)
- [PowerProductionKeyNumeric Field](#)



## Next Steps

- Watch for CMLS Green Data Best Practices
- Implement green Data Dictionary fields into your MLS listing input forms
- Work with energy entities to integrate data
- Provide feedback to RESO



# SPEAKER

# BIO PAGE

**Bob Burns | CEO**

**Steven Klass | CTO**



Bob and Steven are co-founders and CEO/CTO of Pivotal Energy Solutions respectively, a technology company and provider of the AXIS software platform. AXIS is a cloud-hosted data and workflow management tool used for the validation, aggregation, and sharing of energy efficiency and green building data.

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## Phone

**(480) 440-0345**

## Website

[PivotalEnergySolutions.com](http://PivotalEnergySolutions.com)



# TYPES OF DATA

*Aggregation and Distribution of Verified  
Energy Efficiency, Water Efficiency, Indoor Air Quality, and Solar Data*

## New Construction



## Existing Homes



## Solar





# BASELINE DEMO DATA

| Data Field                                | Example(s)  |
|---|---|
| <i>Green Certification Program</i>        | NGBS Single-Family New Construction 2015<br>LEED<br>Home Performance with ENERGY STAR             |
| <i>Green Certification [Type] Body</i>    | NGBS: Home Innovation Research Labs<br>LEED: USGBC<br>HPwES: U.S. Environmental Protection Agency |
| <i>Green Certification [Type] Year</i>    | 2016  |
| <i>Green Certification [Type] Rating</i>  | NGBS: Bronze, Silver, Gold, Emerald<br>LEED: Certified, Silver, Gold, Platinum                    |
| <i>Green Certification [Type] Version</i> | NGBS: 2015<br>ENERGY STAR: V3.1   |
| <i>Green Certification [Type] Source</i>  | Program Sponsor<br>Program Verifier<br>Public Record  |

# ADDITIONAL DATA

## Energy Data

Green Verification [Type] Status  
Green Verification [Type] URL  
Green Energy Generation  
Power Production (multiple)  
    Gas  
    Cooling  
    Heating  
Fuel Expense (modeled)  
Green Energy Efficient  
Green Indoor Air Quality

## Verified Property Data

Building Area Total  
Above Grade Finished Area  
Below Grade Finished Area  
Foundation Area  
Foundation Details  
    Basement  
    Roof  
    Stories  
Bedrooms Total  
Direction Faces  
New Construction (Y/N)  
Builder Name  
Builder Model



# DATA ACCESS & USES

- Data Access Methods (from MLS/end-point perspective)
  - Directly from AXIS via API
  - From AXIS through data aggregators (CRS Data, CoreLogic, etc.)
  - From AXIS through intermediate third-party (Bridge Interactive, etc.)
- Uses of Data
  - Auto-population of MLS listings, portals, and IDX
  - Feed for appraisal comps
  - Feed for lenders/mortgage brokers
  - Feed for Virtual/Augmented Reality
  - Source for web site with documentation unique to each property (“RESO Green Verification [Type] URL” field)

# SPEAKER

# BIO PAGE

## **Matt Casey | CEO & President**

- Since 1989, CRS Data has put the power of clear and current property record information in the hands of real estate's leading professionals.
- We currently provide our service to over 75 MLS' as well as other real estate related industries such as appraisal and lending.
- We are focused on quality data, intuitive software and exceptional customer service.



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# Benefits of integrating Green Data and Property Record Information

- Property record services have information on all properties, not just properties with active or recent listings
- Property record services have experience with data manipulation and matching; including tools for address standardization/certification and geographical (X,Y) based matching
- Because the property record service is integrated with the MLS software, Green Data can be incorporated into listing auto population, without the MLS having to connect to additional data sources

# Options for Integrating Green Data and Property Record Information

- Bulk Data:
  - Allows for greater data manipulation and matching
  - Reduces the number of data calls during auto population and display
  - Requires higher level of data integration and may present licensing issues
  
- API:
  - Provides direct access to data source
  - Reduces the level of data manipulation and matching
  - May be preferred from a licensing standpoint in some situations



# Integration of PV Data

- Data overview: Photovoltaic (PV / Solar) data for Vermont from the Vermont Energy Atlas

| <u>Steps</u>   | <u>Results</u>                    |
|--|-----------------------------------|
| Import data and perform basic address cleaning and standardization | All records (5,958)               |
| Match PV data to USPS database                                     | 4,648 of 5,958<br>78% match rate  |
| Match PV records with matched address to CRS parcel database       | 4,071 of 4,648<br>87% match rate  |
| Run GIS/Geocode based matching on unmatched records                | Matched an additional 182 records |

- Overall: Matched 4,253 of 5,958 records for a 71% match rate

# Integration of Green Building Certification Data

- Data overview: National Green Build Standard Data (NGBS 2008 & 2012) from Pivotal Energy Solutions

| <u>Steps</u>   | <u>Results</u>                       |
|--|--------------------------------------|
| Import data and perform basic address cleaning and standardization | All records (207)                    |
| Match NGBS data to USPS database                                   | 198 of 207<br>95% match rate         |
| Match NGBS records with matched address to CRS parcel database     | 153 of 198<br>77% match rate         |
| Run GIS/Geocode based matching on unmatched records                | Did not match any additional records |

- Overall: Matched 153 of 207 records for a 74% match rate



# PV and Green Building Certification Data - Property Report Display

## LEGAL DESCRIPTION

|             |                    |
|-------------|--------------------|
| Subdivision | Plat Book/Page     |
| Block/Lot   | District/Ward 1    |
| Description | House Bldgs & Land |

## POWER PRODUCTION

| Type          | Mount Location | Mount Type | Size (kw) | Annual (kwh) | Verification Source |
|---------------|----------------|------------|-----------|--------------|---------------------|
| Photovoltaics | Ground         | Tracker    | 8.00      | 13558        | Public Records      |

## GREEN VERIFICATION

|      |                               |        |                 |
|------|-------------------------------|--------|-----------------|
| Type | NGBS New Construction         | Rating | Bronze          |
| Year | 2014                          | Source | Program Sponsor |
| Body | Home Innovation Research Labs |        |                 |

# SPEAKER

# BIO PAGE

## Meg Garabrant | NEREN

Meg is the Director of Marketing & Communications for the NEREN® MLS serving all of NH and VT with listings and members also in MA and ME. Meg oversees third party integrations, product, and member training & education. She is responsible for ensuring RESO field compliance and she has been greening the MLS since 2008. Meg is Chair of the CMLS Green Section Council.



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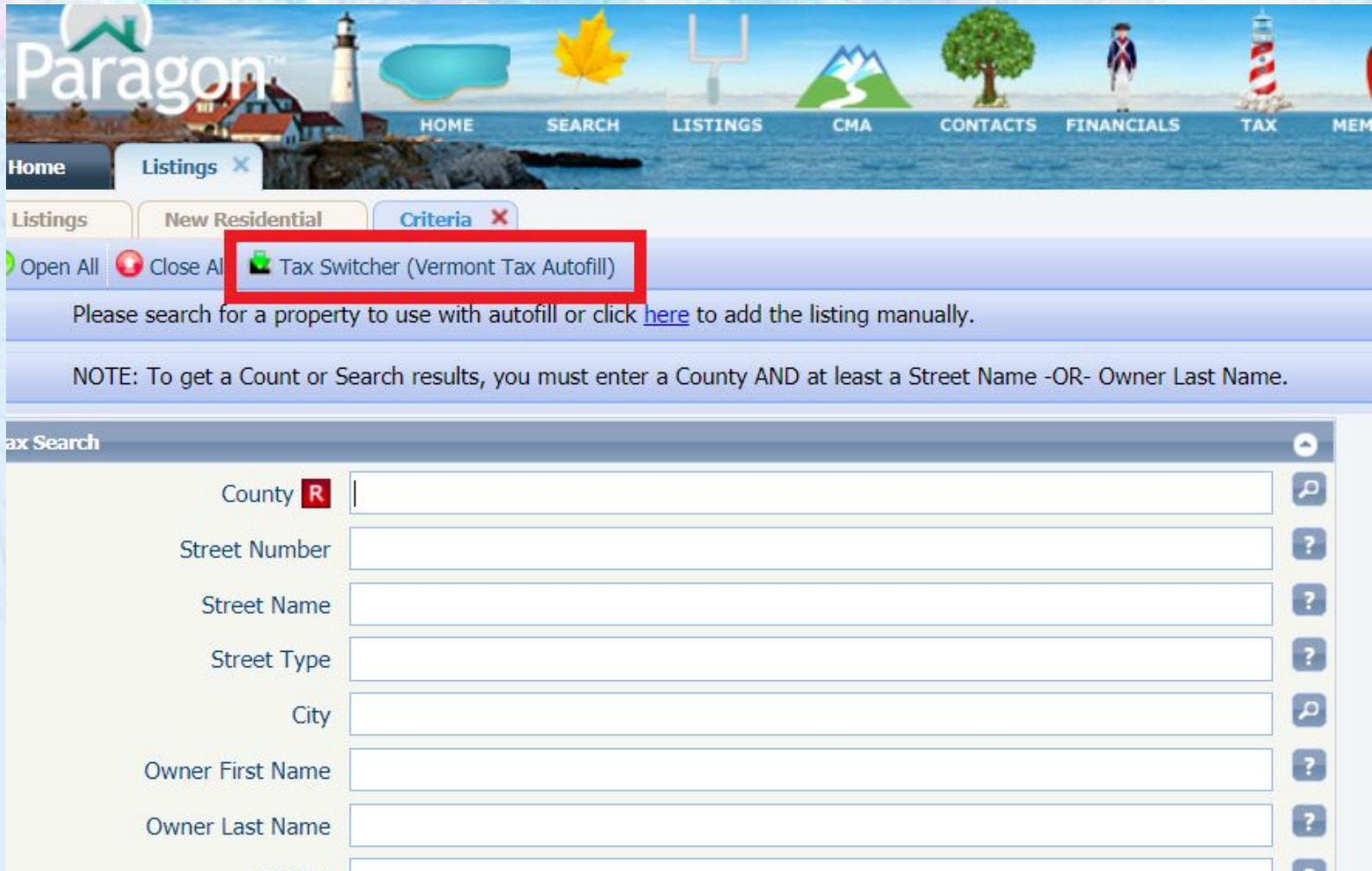
**Phone:** 603-228-9733

**Website:** [www.neren.com](http://www.neren.com)





# PV Auto-Pop - NEREN MLS




The image shows the Paragon MLS interface. At the top, there is a navigation bar with icons for Home, Search, Listings, CMA, Contacts, Financials, Tax, and Members. Below this, there is a sub-navigation bar with tabs for Listings, New Residential, and Criteria. The Tax Switcher (Vermont Tax Autofill) option is highlighted in a red box. Below the Tax Switcher, there is a message: "Please search for a property to use with autofill or click [here](#) to add the listing manually." and a note: "NOTE: To get a Count or Search results, you must enter a County AND at least a Street Name -OR- Owner Last Name." The main search area is titled "Tax Search" and contains several input fields: County (with a red 'R' icon), Street Number, Street Name, Street Type, City, Owner First Name, and Owner Last Name. Each field has a corresponding icon to its right: a magnifying glass for County, a question mark for Street Number, Street Name, Street Type, and City, and a magnifying glass for Owner First Name and Owner Last Name.

Paragon<sup>TM</sup>

HOME SEARCH LISTINGS CMA CONTACTS FINANCIALS TAX MEM

Home Listings X


Listings New Residential Criteria X

Open All Close All  Tax Switcher (Vermont Tax Autofill)

Please search for a property to use with autofill or click [here](#) to add the listing manually.

NOTE: To get a Count or Search results, you must enter a County AND at least a Street Name -OR- Owner Last Name.

**Tax Search**

County 

Street Number

Street Name

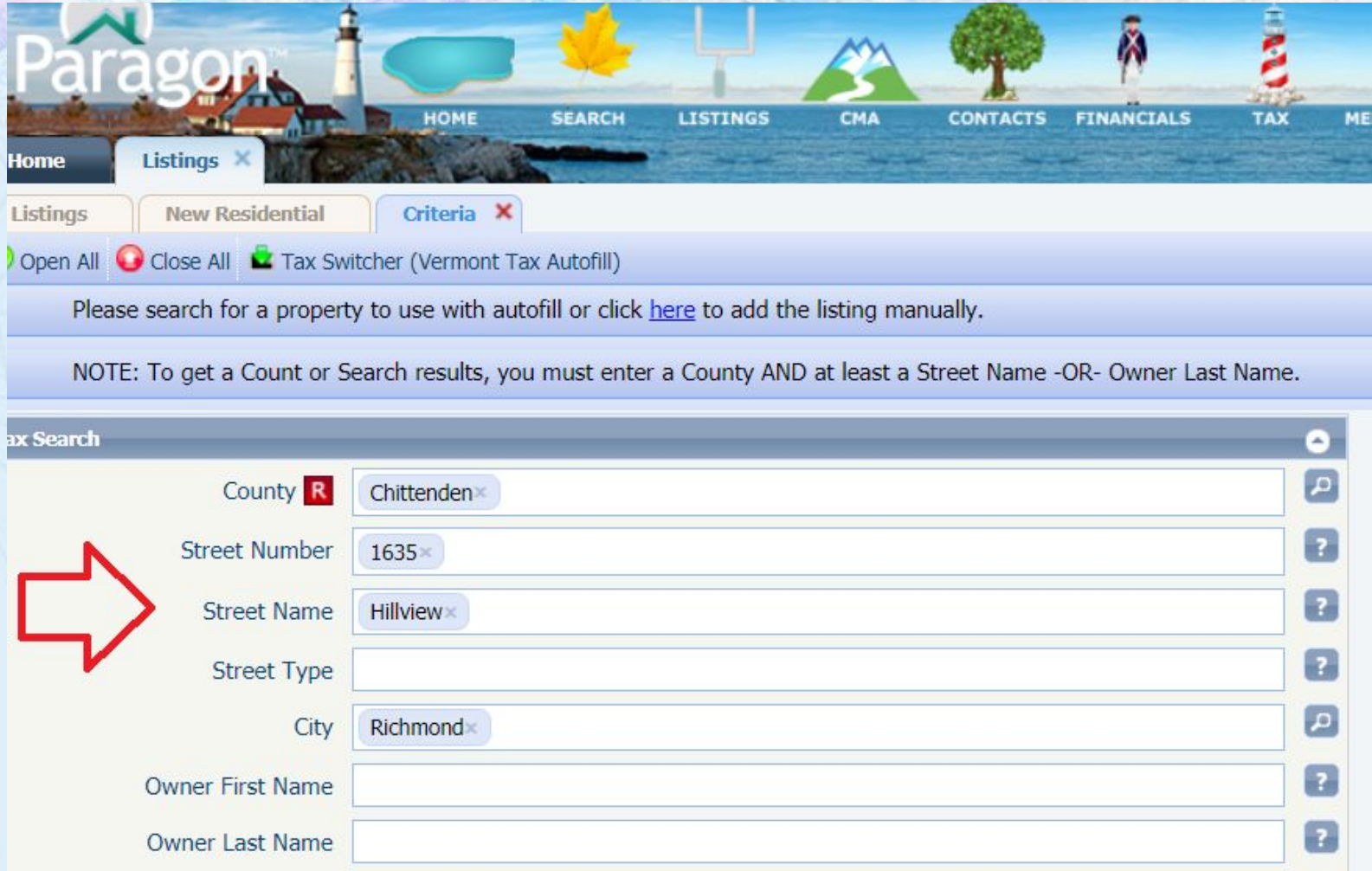
Street Type

City

Owner First Name

Owner Last Name

# PV Auto-Pop - NEREN MLS



The image shows the Paragon MLS interface. At the top is a navigation bar with icons for Home, Search, Listings, CMA, Contacts, Financials, Tax, and Meetings. Below this is a sub-navigation bar with 'Home', 'Listings', 'New Residential', and 'Criteria'. A message bar indicates that the user should search for a property to use with autofill or click a link to add the listing manually. A note specifies that a County and at least a Street Name or Owner Last Name are required for search results. The 'Tax Search' form is shown with fields for County (Chittenden), Street Number (1635), Street Name (Hillview), Street Type, City (Richmond), Owner First Name, and Owner Last Name. A red arrow points to the Street Name field.

Paragon™

HOME SEARCH LISTINGS CMA CONTACTS FINANCIALS TAX MEETINGS

Home Listings X

Listings New Residential Criteria X

Open All Close All Tax Switcher (Vermont Tax Autofill)

Please search for a property to use with autofill or click [here](#) to add the listing manually.

NOTE: To get a Count or Search results, you must enter a County AND at least a Street Name -OR- Owner Last Name.

ax Search

County R Chittenden X

Street Number 1635 X

Street Name Hillview X

Street Type


City Richmond X












Owner First Name

Owner Last Name



# PV Auto-Pop - NEREN MLS



 HOME
  SEARCH
  LISTINGS
  CMA
  CONTACTS
  FINANCIALS
  TAX
  MEMBERSHIP
  RESOURCES
  PREFERENCES
  ADMIN

Home

Listings

Listings

New Residential

Criteria | Spreadsheet (1)

Checked

All

E-mail

Print

Export


Autofill









Customize

Actions


|   | Tax Id     | SPAN# | Address          | City     | State | Zip Code | County     |
|---|------------|-------|------------------|----------|-------|----------|------------|
| 1 | 163 HV1635 |       | 1635 Hillview Rd | Richmond | VT    | 05477    | Chittenden |

# PV Auto-Pop - NEREN MLS




 HOME
  SEARCH
  LISTINGS
  CMA
  CONTACTS
  FINANCIALS
  TAX
  MEMBERSHIPS









Home

Listings 

Listings

New Residential

Criteria | **MLS - Vermont Tax Report (1)** 

 Checked
  All
  E-mail
  Print
  Export
  Autofill
  Customize
  Actions

## Vermont Tax Report

| Tax & Legal Info         |                  |                         |                |
|--------------------------|------------------|-------------------------|----------------|
| Tax Id                   | (163) HV1635     | Annual Tax              | 0              |
| Tax Year                 | 0                | Total Assessment        | 409600         |
| Assessment Year          | 2015             | Legal Description       | DWEL           |
| Zoning                   |                  |                         |                |
| Address Info             |                  |                         |                |
| Address                  | 1635 Hillview Rd | Condo Unit #            |                |
| City                     | Richmond         | State                   | VT             |
| Zip Code                 | 05477            | Zip Plus 4              | 9156           |
| County                   | Chittenden       | Subdivision             |                |
| Property Characteristics |                  |                         |                |
| Full Baths               |                  | Half Baths              |                |
| Baths                    |                  | Bedrooms                |                |
| Fireplaces               |                  | Stories                 |                |
| Building SqFt            | 0                | Year Built              | 0              |
| Lot Size                 |                  | Lot SqFt                | 457380         |
| Acreage                  | 10.50            | Number of Buildings     | 0              |
| Number of Units          |                  |                         |                |
| Power Production         |                  |                         |                |
| Mount Location           | Ground           | Mount Type              | Tracker        |
| Power Production Size    | 4.20             | Power Production Annual | 5816           |
| Power Production Year    | 2010             | Power Production        | Public Records |
| Install                  |                  | Verification Source     |                |
| Power Production Type    | Photovoltaics    |                         |                |



# PV Auto-Pop - NEREN MLS

SEARCH LISTINGS CMA CONTACTS FINANCIALS TAX MEMBERSHIP RESOURCES PREFERENCES ADMIN

fill Reset Fields Required Only Open

Property Class Residential

Comp Only No ▾

Comp Type

Listing Status


Ver.

**Load Tax Data** Save Cancel

| Include                             | #     | Description | Values           |
|-------------------------------------|-------|-------------|------------------|
| <input checked="" type="checkbox"/> | (245) | Acres       | 10.500000        |
| <input type="checkbox"/>            | (152) | TaxGrosAmt  | 0.00             |
| <input checked="" type="checkbox"/> | (150) | AssmntYr    | 2015             |
| <input type="checkbox"/>            | (315) | BedsTot     | 0                |
| <input type="checkbox"/>            | (279) | SqftApxTI   | 0                |
| <input type="checkbox"/>            | (94)  | UnitLot#    |                  |
| <input type="checkbox"/>            | (393) | BathsFull   | 0                |
| <input type="checkbox"/>            | (394) | Baths1/2    | 0                |
| <input checked="" type="checkbox"/> | (93)  | Address     | 1635 Hillview Rd |
| <input type="checkbox"/>            | (246) | LotSoft     | 0                |
| <input checked="" type="checkbox"/> | (453) | Mount Loc   | Ground           |
| <input checked="" type="checkbox"/> | (487) | MountType   | Tracker          |
| <input checked="" type="checkbox"/> | (470) | PowerProdA  | 5816.000000      |
| <input checked="" type="checkbox"/> | (472) | PowerPSiz   | 4.20             |
| <input checked="" type="checkbox"/> | (452) | Power Prod  | Photovoltaics    |
| <input checked="" type="checkbox"/> | (490) | PowrPVSrc   | Public Records   |
| <input checked="" type="checkbox"/> | (458) | PowerPYear  | 2010             |
| <input checked="" type="checkbox"/> | (95)  | City        | Richmond         |

# PV Auto-Pop - NEREN MLS


POWER SEARCH


 HOME SEARCH LISTINGS CMA CONTACTS FINANCIALS


Home Listings X

Listings New Residential X







INPUT MAINTENANCE

Primary 

  
NO IMAGE AVAILABLE

 Maintain Listing

LISTING

 Save  Tax Autofill  Reset Fields  Required Only  Open All  Close All










Services

Power Production

|       |                                      |                  |
|-------|--------------------------------------|------------------|
| (452) | Power Production Type                | Photovoltaics ▼  |
| (453) | Mount Location                       | Ground ▼         |
| (487) | Mount Type                           | Tracker ▼        |
| (472) | Power Production Size                | 4.20             |
| (470) | Power Production Annual              | 5816.000000      |
| (454) | Power Production Annual Status       | ▼                |
| (458) | Power Production Year Install        | 2010             |
| (490) | Power Production Verification Source | Public Records ▼ |



# Viewing Green Data - NEREN MLS

|   |                   |
|---|-------------------|
|    | AGENT 2PG GREEN   |
|    | AGNT Green        |
|    | APPR 1PG Template |
|    | Blue Flyer        |
|    | CUST 1PG G2       |
|    | CUST 1PG Template |
|    | CUST 2PG G2       |
|   | CUST Green        |
|  | FORM 1            |

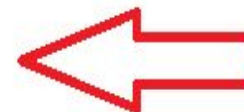
# Property Report View - NEREN MLS

**Green Verification Program** OTHER  
**Green Verification Body** Passive House Institute Quality Approved  
**Green Verification Status** Preliminary  
**Green Verification Year** 2016  
**Green Verification Rating** Vermont High Performance Home  
**Green Verification Metric** 9999Z  
**Green Verification Source** Contractor/Installer  
**Green Verification New Construction** No  
**Green Verification URL** <http://012345678901234567890123456789green.com>  
**Green Verificatn Program 2** LEED for Homes  
**Green Verificatn Body 2** DOE  
**Green Verificatn Status 2** Official  
**Green Verificatn Year 2** 2017  
**Green Verificatn Rating 2** Certified  
**Green Verificatn Metric 2** 9999Z  
**Green Verification Source 2** Program Sponsor  
**Green Verificatn NewCon 2** Yes  
**Green Verificatn URL 2** <http://012345678901234567890123456789green.com>  
**Green Verificatn Program 3** ENERGY STAR Certified Homes  
**Green Verificatn Body 3** EPA  
**Green Verificatn Status 3** Preliminary  
**Green Verificatn Year 3** 2015  
**Green Verificatn Rating 3** Vermont High Performance Home  
**Green Verificatn Metric 3** 9999Z  
**Green Verification Source 3** See Remarks  
**Green Verificatn NewCon 3** No  
**Green Verificatn URL 3** <http://012345678901234567890123456789green.com>

**Power Production Type** Photovoltaics  
**Mount Location** Roof  
**Mount Type** Fixed Rack  
**Power Production Size** 123.560000  
**Power Production Annual** 123.560000  
**Power Production Annual Status** Partially Estimated  
**Power Production Year Install** 2000  
**Power Production Verification Source** Builder  
**Power Production Type 2** Wind  
**Mount Location 2** Ground  
**Mount Type 2** Pole  
**Power Production Size 2** 123.56  
**Power Production Annual 2** 123.560000  
**Power Production Annual Status 2** Estimated  
**Power Production Year Install 2** 2010  
**Power Production Verification Source 2** Contractor/Installer

**Green Energy Efficient** Exposure/Shade, HVAC, Incentives  
**Green Energy Generation** Solar, Wind  
**Green Indoor Air Quality** Contaminant Control, Moisture Control  
**Green H2O Sustainability** Recyclable Materials, Regionally-Sourced Materi, Salvaged Materials  
**Green H2O Conservation** Green Infrastructure, Low-Flow Fixtures, Water Recycling

**ROW - Parcel Access** Yes  
**ROW - Length** 1500  
**ROW - Width** 75  
**ROW to other Parcel** Unknown





# Green Data Distribution - NEREN MLS

## Data Authorizations

|       |                            |          |       |
|-------|----------------------------|----------|-------|
| (65)  | Display Listing - Internet | <b>R</b> | Yes ▼ |
| (205) | Display Address - Internet | <b>R</b> | Yes ▼ |
| (48)  | Realtor.com                | <b>R</b> | Yes ▼ |
| (52)  | Zillow Group               | <b>R</b> | Yes ▼ |
| (448) | Homes.com                  | <b>R</b> | Yes ▼ |
| (46)  | RPR                        | <b>R</b> | Yes ▼ |
| (47)  | ListHub                    | <b>R</b> | Yes ▼ |



**Intra-Office  
IDX  
VOW  
Specialty Feeds**

# Third Party Verifications - NEREN MLS

| Green Mktg & 3rd Party Ver. |                                     |                      |
|-----------------------------|-------------------------------------|----------------------|
|                             | GE-Green Energy Efficient           | <input type="text"/> |
|                             | GG-Green Energy Generation          | <input type="text"/> |
|                             | GI-Green Indoor Air Quality         | <input type="text"/> |
|                             | GS-Green H2O Sustainability         | <input type="text"/> |
|                             | GC-Green H2O Conservation           | <input type="text"/> |
| (403)                       | Green Verification Progrm           | <input type="text"/> |
| (402)                       | Green Verification Body             | <input type="text"/> |
| (406)                       | Green Verification Status           | <input type="text"/> |
| (407)                       | Green Verification Year             | <input type="text"/> |
| (405)                       | Green Verification Rating           | <input type="text"/> |
| (404)                       | Green Verification Metric           | <input type="text"/> |
| (484)                       | Green Verification Source           | <input type="text"/> |
| (409)                       | Green Verification New Construction | <input type="text"/> |
| (408)                       | Green Verification URL              | <input type="text"/> |



# QUESTIONS?



## MLS Green Fields Deliver

Today's hottest buyer trends include:

- ✓ COMFORT
- ✓ SAFETY
- ✓ AFFORDABILITY

More homes deliver than ever before.

MILLIONS OF HOMES



MLSs provide the tools to support this valuable niche.

**900,000+**  
real estate professionals have access today!

**GREENER  
HOMES  
ARE  
BETTER  
HOMES**



- ✓ Higher client satisfaction
- ✓ Sell faster
- ✓ Sell for more money

### Ask your MLS about green fields today!

For more information:  
Visit booth #4315 or  
[nar.realtor/topics/sustainability](http://nar.realtor/topics/sustainability)



**CMLS**  
Council of Multiple Listing Services



**NATIONAL  
ASSOCIATION of  
REALTORS®**

 **RESO®**  
2017 Fall Conference

# THANK YOU EVERYONE

