



RESO®

20

REFLECTING ON  
THE PAST

LOOKING TOWARD  
THE BEAUTIFUL  
FUTURE

20

# 2018 FALL CONFERENCE

OCTOBER 15-18, 2018 • THE PFISTER HOTEL • MILWAUKEE, WI



## FBS's Spark API scales with Spring Acquisition

Matt Fowler - Vice President, Portals | FBS, Inc.

# S P E A K E R



## Matt Fowler, VP-Portals

Matt is the Vice President of Portals at FBS, Inc., He's from Huntsville, AL where he was a commercial appraiser before starting Solid Earth in 1998, a real estate software company acquired by FBS in early 2018. Matt is also a co-founder (with his brother Bill, also a speaker this week) of OTBX - Old Town Beer Exchange - the most popular craft beer tap room in Alabama (craftbeer.com 2017)

email: [mfowler@fbsdata.com](mailto:mfowler@fbsdata.com)

Twitter: @mattfowler

## FBS's SPARK API SCALES WITH SPRING ACQUISITION

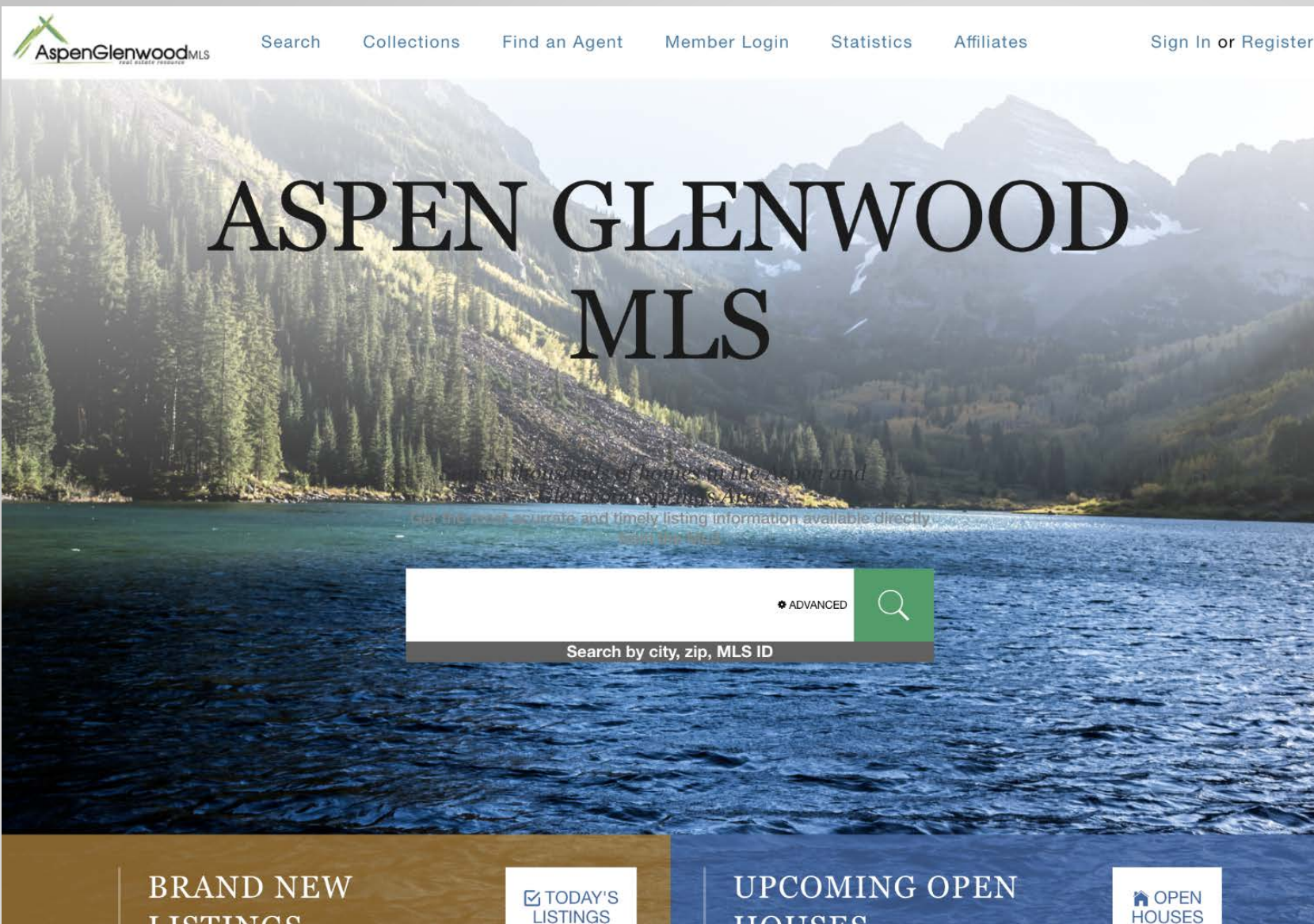


Standards Drove Value at Solid Earth, by empowering scale with minor refactoring.

- Solid Earth Signed a Marketing Agreement in 2017
- Solid Earth Refactored the Spring Portal Service to run on the Spark API
- Solid Earth was acquired by FBS and Spring became a division of FBS

The biggest reason for FBS to buy Spring is simple, and it's because of Standards.





AspenGlenwood MLS

Search Collections Find an Agent Member Login Statistics Affiliates Sign In or Register

# ASPEN GLENWOOD MLS

Find your home in  
**Greater Baton Rouge**

Search for homes  
Search 1000s of listings in your local area  
Search by city, zip, MLS ID#  
Price: \$0 - \$ Any  
Search for properties More options Clear Criteria

New listings every day Find an Open House  
Return daily to see what's new on the market. Take a tour of that home you've been looking at.  
View today's listings View open houses

ADVANCED

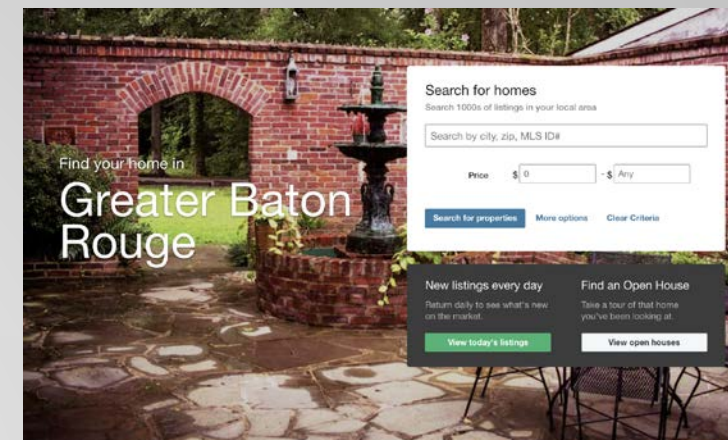
Search by city, zip, MLS ID

BRAND NEW LISTINGS

TODAY'S LISTINGS

UPCOMING OPEN HOUSES

OPEN HOUSES

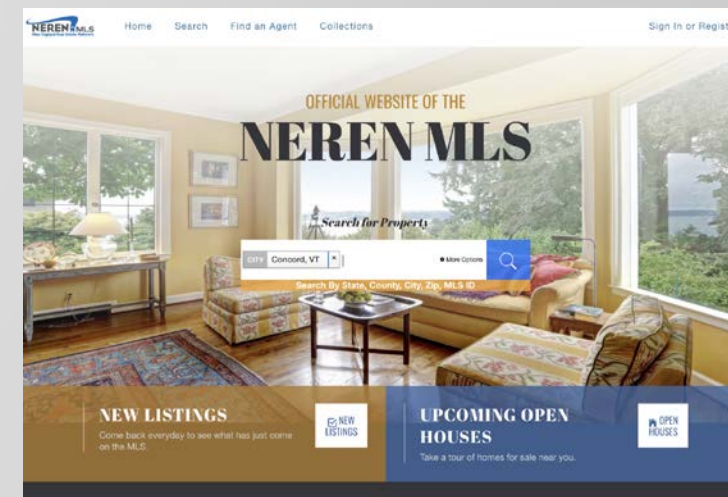


Find your home in  
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New listings every day Find an Open House  
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200K Registered Consumers  
Up to 300% ROI with  
advertising network



NEREN MLS

Home Search Find an Agent Collections Sign In or Register

OFFICIAL WEBSITE OF THE  
**NEREN MLS**

Search for Property  
City: Concord, VT  
Search By State, County, City, Zip, MLS ID

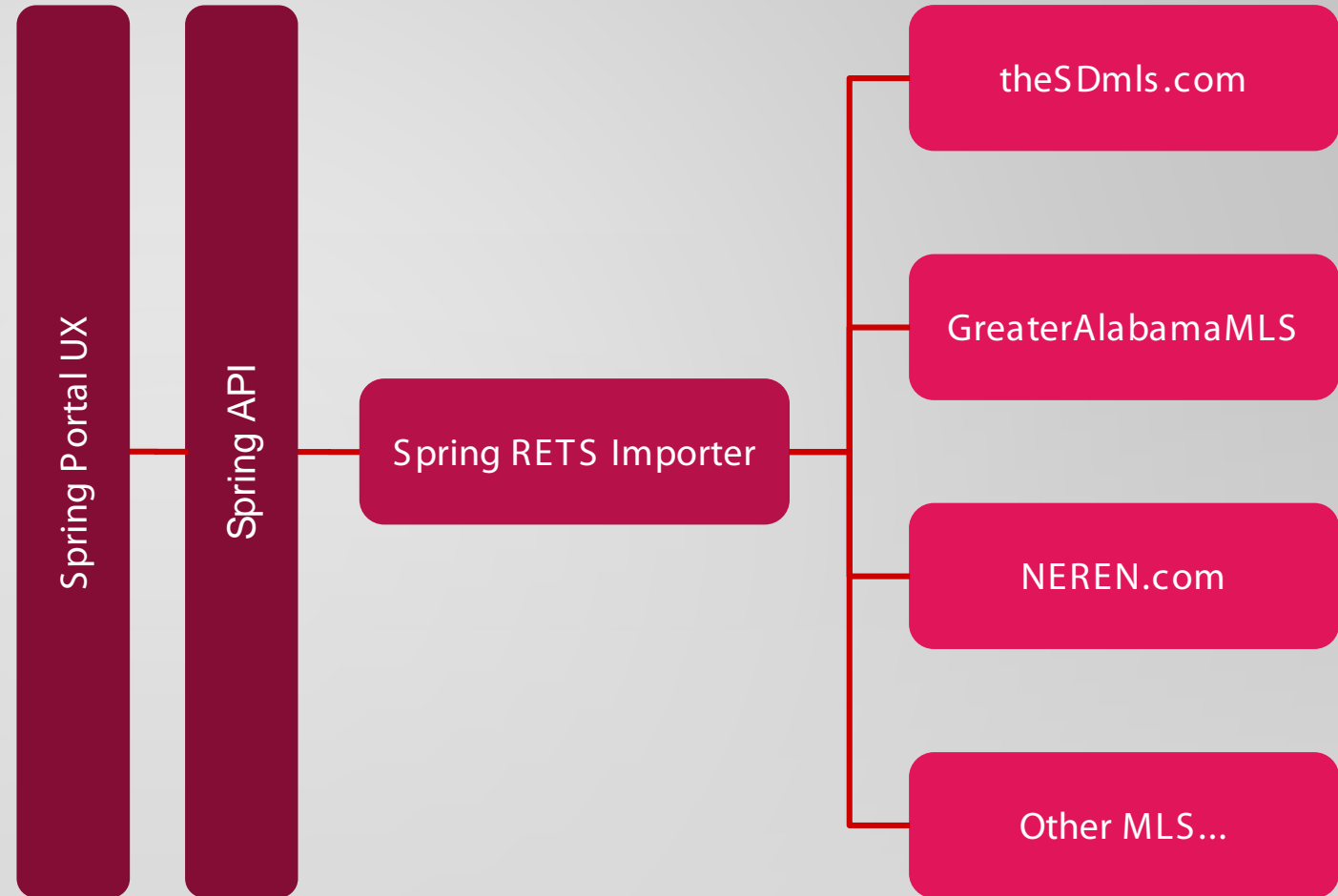
NEW LISTINGS  
Come back everyday to see what has just come on the MLS.

UPCOMING OPEN HOUSES  
Take a tour of homes for sale near you.

## SPRING BEFORE SPARK

Before the Marketing Agreement, Spring was in a dozen cities, powered by Solid Earth's own Spring API.

The Spring API was written using RESO Standard Names and partially emulated RESO Web API Specifications. The contents are updated every few minutes by a patented importer/converter.

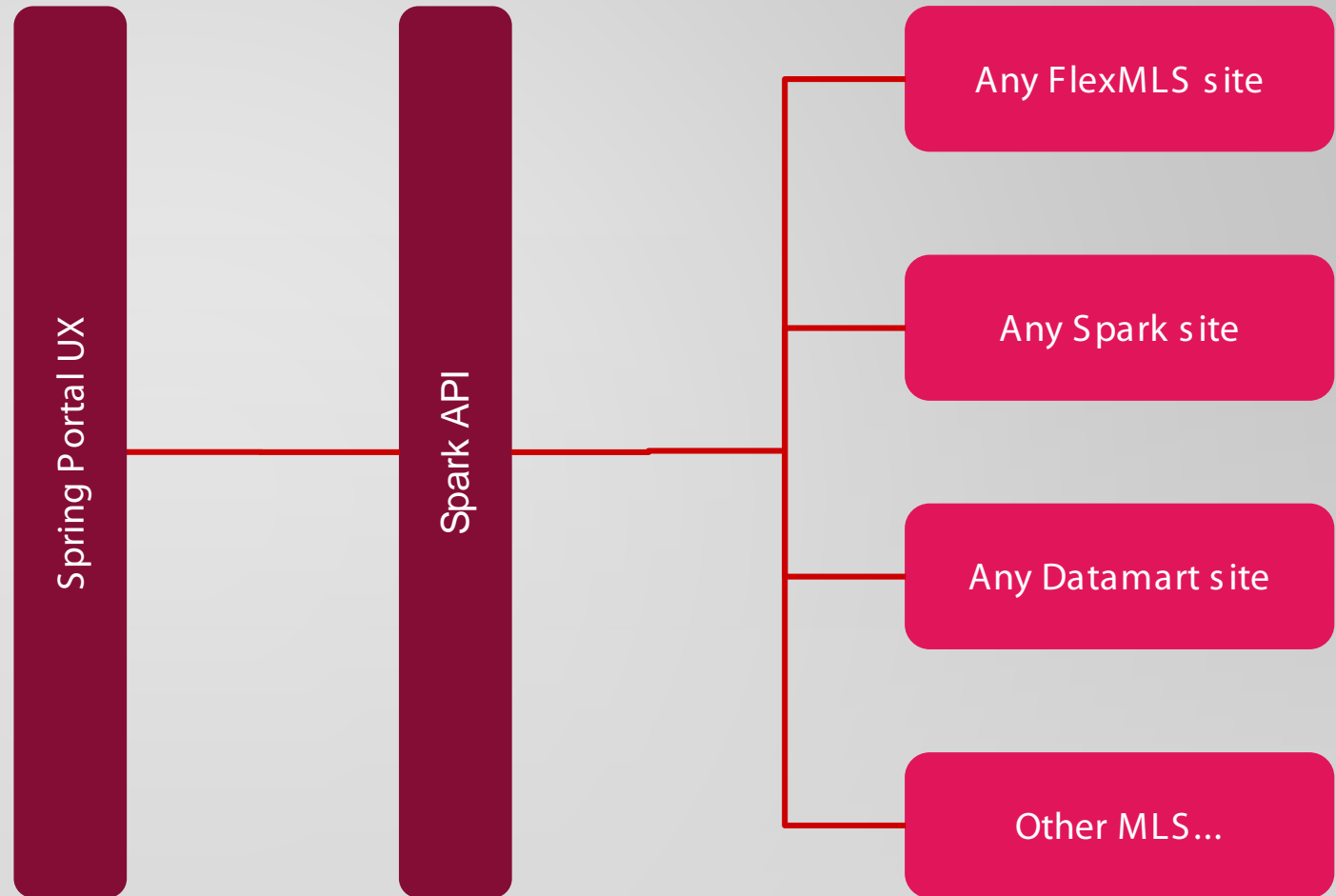




## SPRING AFTER SPARK

After the acquisition, Spring has been rewired to the Spark API. This avoids the importer and synchronization of the data, since it is directly connected to the FlexMLS data.

With the Spark conversion, certain metadata was made available that facilitates scale...



# SPRING PORTAL ON THE SPRING API

Many aspects of Spring on Spring required connecting specific fields on specific search forms to be connected, one-at-a-time, for new installations.

Property Categories

Statuses

Property Types

Etc

The screenshot shows a web interface for searching properties. At the top, it says "Search for Property" with a "Fewer options" link and a search icon. Below this is a header "Search By State, County, City, Zip, MLS ID". The main search area has a "CLEAR" button and a "SEARCH" button. Under "I'm looking for", there are buttons for "Residential" (selected), "Land", "Multi-Family", "Commercial", "Commercial-Lease", "Rental", and "Boat-Facility". The "Status" section has checkboxes for "Active" (checked), "Pending", "Active Under Contract" (checked), and "Closed". The "Price" section has input fields for "\$ 0" and "\$ Any". The "Property Type" section has checkboxes for "Single Family", "Condo", and "Mobile Home". The "Beds", "Baths", and "Garage Capacity" sections have dropdown menus, all set to "Any". The "Sqft" section has input fields for a range. The "Stories" section has input fields for "0" and "Any". The "Year Built" section has input fields for a range. The "Acreage" section has input fields for "0" and "Any". The "Water Access" section has an unchecked checkbox. At the bottom, there are "CLEAR" and "SEARCH" buttons.

# SPRING PORTAL ON THE SPRING API

In addition to the Search screens, the Listing Detail Pages also required each field to be placed on the template and associated with the Spring API data element.

For that reason, plus the data mapping in the importer, new installations could take 60 to 90 days.

Location Fields

Branding Fields

Photos

Etc

336 HILLWINDS ROAD  
Brattleboro, VT 05301  
MLS #94-4721466  
Single Family  
\$549,000  
4 2/1/0 2 3431 \$161/sqft  
GET DIRECTIONS  
View your latest Credit Scores from All 3 Bureaus for Free  
Images Map  
View Larger  
BERKLEY & VELLER GREENWOOD COUNTRY  
THOM DAHLIN  
802-380-0235  
WORK WITH AGENT  
CONTACT THE LISTING AGENT  
First Name Last Name  
Email  
Phone Number Any  
Hi, I'd like some more information about 336 Hillwinds Road, Brattleboro, VT 05301. Thanks!  
I'm not a robot  
SEND MESSAGE  
Get Your Score Today, and Create Security for Yourself & Your Family Now.  
DETAILS LOCAL INFO SCHOOLS  
DETAILS FOR 336 HILLWINDS ROAD, BRATTLEBORO VT 05301  
You'll never tire of the view from the kitchen window in this very special house. Perfectly located within the Hillwinds Development, this classic contemporary home offers the ultimate in privacy, yet it's only minutes from the Brattleboro Country Club, and from the one-of-a-kind shops, diverse eateries and galleries galore in Brattleboro's vibrant downtown area. Situated thirty minutes from skiing, and a stone's throw from area walking, snowshoeing, cross-country ski trails and the picturesque Connecticut River, this property is truly perfectly located! Bright and spacious, this home offers open concept living. Hardwood floors, a modern granite and stainless kitchen, and two fireplaces are among the many elegant



# SPRING PORTAL ON THE SPARK API

Changing Spring to rely in the methods in the Spark API allowed the Spring Dev Team to refer to the API for things like the Search Form Layout.

Since Spring is now aware of the setting, this part of the site does not need to be customized for each new install.

Category List from  
Metadata

Status Fields from  
Metadata

Other fields from  
Metadata

The screenshot shows a web interface for searching homes. At the top, it says "Homes For Sale In The Bismarck Mandan Area" and "Get the most accurate and timely listing information available directly from the MLS". Below this is a search bar with a magnifying glass icon and a link to "Fewer options". A dropdown menu is open, showing "Search by neighborhood, city, zip, MLS ID". Below the search bar are buttons for "CLEAR" and "SEARCH". Underneath, there are buttons for "Homes", "Land", and "Commercial". A section titled "I'm looking for" is followed by a "STATUS" dropdown menu. The status menu is open, showing a list of options: "Active", "Pending", "Pending w/Contingency" (highlighted), "Sold", "Expired", "Temp off Market", and "Cancelled". Below the status menu are several other dropdown menus: "SUB AREA", "CITY/TOWN", "BEDROOMS", "BATHROOMS", and "GARAGE SIZE # OF CARS".

# SPRING PORTAL ON THE SPARK API

In addition to the Search screens, the Listing Detail Pages also required each field to be placed on the template and associated with the Spring API data element.

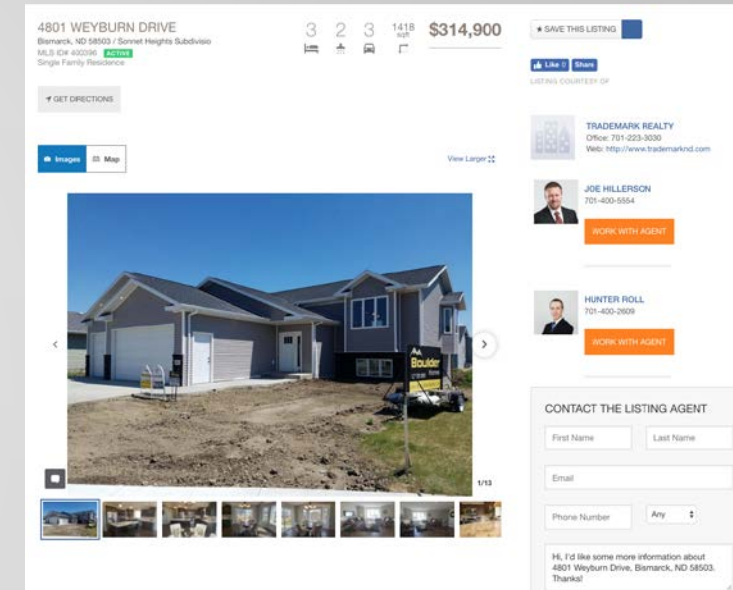
For that reason, plus the data mapping in the importer, new installations could take 60 to 90 days.

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Branding Fields

Photos

Etc



# SPRING PORTAL ON THE SPARK API

Spark Methods focused on scale:

- Spark closely follows RESO Standards
- Spring, the API developed by Solid Earth in 2011, was also built following RESO standards.
- The use of RESO on both platforms created an inherent compatibility between the two systems

## Spark API

The Spark API allows authorized MLS members to request data through developer applications according to the permissions and license requirements of the MLS.

- [Available Data](#)
- [Roles](#)
- [Authentication](#)
- [Licensing](#)
- [Data Standards](#)
- [Get Involved](#)



# SPRING PORTAL ON THE SPARK API

Spark Methods focused on scale:

- Quick Search Templates
  - Anon Role Templates
  - Consumer Role Templates
  - Pro Role Templates
- Templates follow users

## Search Templates: Quick Searches

Quick search templates are user-defined field layouts for user interfaces. They present standard and custom fields the user expects to see in the order the user expects to see them.

1. [Supported Roles](#)
2. [Available Services](#)
  1. [All Quick Searches](#)
  2. [Individual Quick Search](#)
  3. [Default Quick Search](#)
  4. [Global Default Quick Search](#)
3. [Quick Searches Description](#)
4. [Expansions](#)
5. [API Explorer](#)

# SPRING PORTAL ON THE SPARK API

Spark Methods focused on scale:

- Spark Report Templates Determine Field Order on Spring Reports
  - Anon Role Templates
  - Consumer Role Templates
  - Pro Role Templates
- Templates follow users

## Developers: Templates

API templates allow MLS and Association staff to override field display and search restrictions for a given [access role](#).

**API [keys](#) restricted to a template can only access the [RESO Web API](#) endpoint.**

1. [Supported Roles](#)
2. [Available Services](#)
  1. [All Developer Templates](#)
  2. [Individual Developer Template](#)
  3. [Field Overrides for a Template](#)
  4. [Restrictive Filters for a Template](#)
3. [Developer Template Description](#)
4. [Expansions](#)
5. [API Explorer](#)

# SPRING PORTAL ON THE SPARK API

UI of Choice is extended with Spring by adding metrics and data into Spark. Flex Product Platforms as well as API-Aware Third Party apps like Agent Squared can share the information.

- **Contacts**
- Collections
- Saved Searches

The screenshot shows the 'Keith Urban' contact page with the 'PORTAL' tab selected. It displays the 'Client Portal' status as 'ON' with a URL. Below this, it states 'No listings automatically sent to this contact' and 'Viewed Listings are now on the Activity Tab'. A table lists 'Portal Listing Collections' with counts and actions. The 'Portal Activity' section shows the last active time. 'Portal Saved Searches' shows one active search. 'Most Recent Unsaved Search' shows no results. The 'Portal Account' section shows the username and a 'Reset Account' button. A 'Change Settings...' link is at the bottom.

**Keith Urban**

CONTACT DETAILS ACTIVITY SEARCHES/SUBSCRIPTIONS **PORTAL** MESSAGES NOTES LISTING NOTES MORE ▾

**Client Portal:** ☒ ON ☐ OFF  
Your portal url: <http://my.flexmls.com/mattfowler4>

No listings automatically sent to this contact

**Portal Listing Collections**

Saved	0	<a href="#">Clear</a>
Recommended	0	<a href="#">Clear</a>
Hidden	0	<a href="#">Clear</a>
Hidden by Agent	0	<a href="#">Clear</a>
Country Club Area	3	<a href="#">Delete</a>
Listing View History	3	<a href="#">Delete</a>
Mandan Homes	3	<a href="#">Delete</a>

**Portal Activity**  
Last Active 09/24/2018 02:29 PM

**Portal Saved Searches**  
 Residential, any beds, any baths, Mandan, Active [More ▾](#)

**Most Recent Unsaved Search**  
*No unsaved searches*

**Portal Account**  
Username: matt@villagemarketplace.com  
[Reset Account](#)

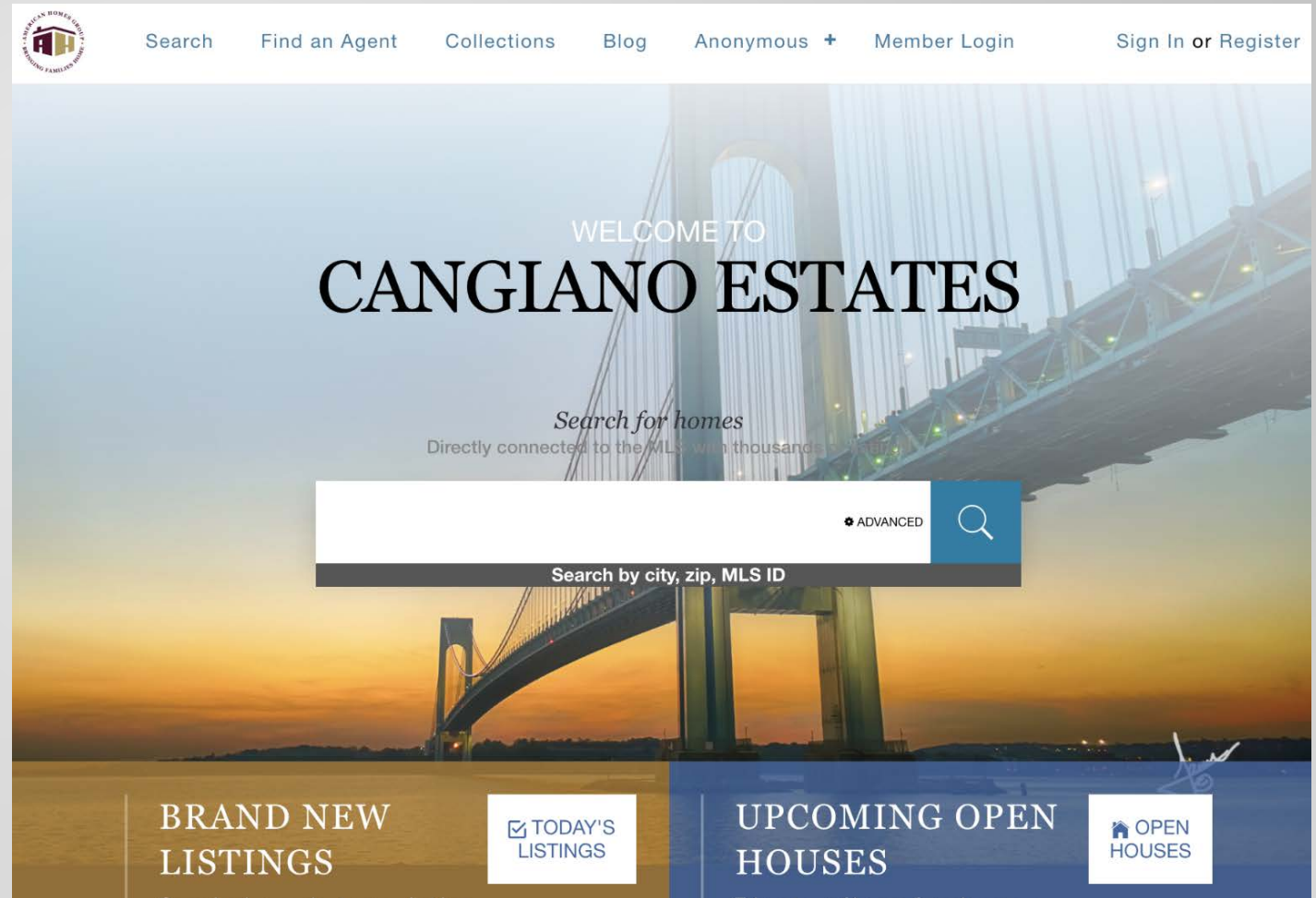
[Change Settings...](#)



# SCALE ENABLED SPRING BROKER

Spark Methods focused on scale:

- Automatically generating the forms reduce the time to launch new sites from days to minutes.
- Enables a new service from FBS starting next year called Spring Broker.
- Lowering the unit cost will allow FBS to deliver Spring Broker even for a starter budget.



## Demonstrate your value proposition + showcase your brand



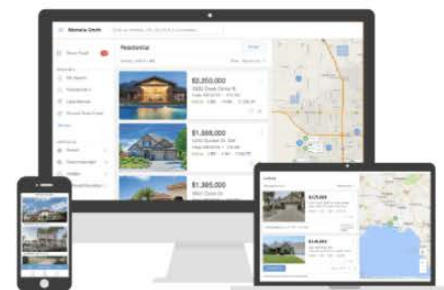
### Flexmls MLS System

The Flexmls system provides unmatched search, client-collaboration, reporting, and mobile tools, allowing agents to work anywhere, anytime and on any device. Supported by FBS's industry-leading service and support from our



### Spring MLS Portal

The Spring Portal is a powerful, search-engine optimized, consumer-facing real estate portal for the local MLS. Built on the industry-leading Spark API, mobile-responsive and custom-branded Spring Portals provide a modern, exceptional



### IDX Solutions

Flexmls IDX products give Agents the power of the Flexmls search and listing display on their own website(s) tailored to the needs of your business and your customers' needs. Live listing data, complete search and all photos, videos,

FLEXMLS SUPPORT 888-525-4747

IDX SALES 866-320-9977





Follow RESO and FBS to see what's happening on the social media sites!

- Real Estate Standards Organization, #RESOStandards, @RESOStandards & RESO!
- FBS and the Spring Team, follow @flexmls and @mattfowler and on Facebook at [FlexMLS-Created by FBS](#).

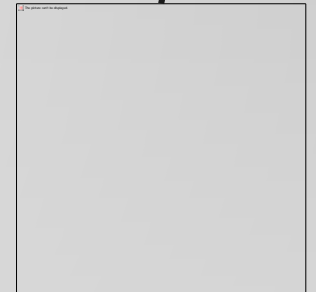
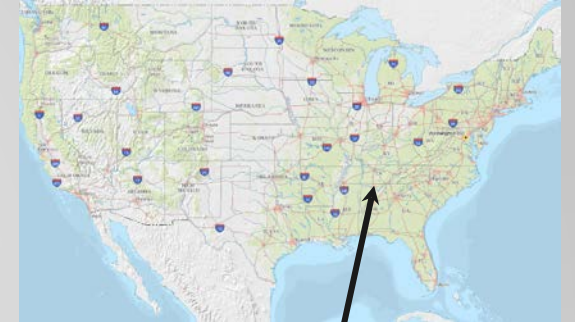
Use the conference hashtag #RESO18



**THANK YOU!**  
COMMENTS OR QUESTIONS?



301 Holmes, HSV Alabama



**Cheers!**