



### What is Realist?

A public records database that seamlessly integrates with NorthstarMLS Matrix listings data to provide in-depth property and ownership data, market information, maps with detailed property information layers, as well as market trends.

### How do I access Realist?

In Matrix, click the "Realist Tax" tab.



This will be your main entry to the Realist application where you can search details on any property, residential or commercial, **covering all counties in Minnesota and Wisconsin!**

There are also icons on Matrix listings to go straight to the Realist information for that property. The PID number links to the detailed, multi-page Realist tax report. [View a sample](#). (The current one-page tax report will also still be available for select counties. This will eventually be replaced with a Realist one-page version.)

### Icons on Matrix Single-Line and Property Displays:



TX: Opens Realist Tax Report.

M: Opens Realist and brings up the map for the property.

N: Opens Realist and brings up the Neighborhood Profile for the property.

### How can I learn more?

The best way to get started is to [view our recorded Webinar](#). This 90-minute demonstration shows you everything you need to know to get started. You will be required to enter your email address and name before viewing the recording. Or watch any of the brief videos on their [YouTube Channel](#).

### Other Help Resources

Within the Realist application, click the Help tab at the top to access a complete Users Guide and several video tutorials covering the search results grid, My Search, map tools and a general introduction. As with any NorthstarMLS system, you may also contact our Help Desk at [help@northstarmls.com](mailto:help@northstarmls.com) or call 651-251-5456 (or toll free at 1-877-251-5455) during business hours M-F, 8:00-5:00.

### **What if I find errors in any of the public records data?**

We have invested substantial resources into detailed testing and quality control of the data over the past year. But with so many different counties, each with their own ways of reporting data, errors can still arise. If the error is in the County record (you can usually tell by checking the data on the County website), report the error to the County for correction (we cannot change County data). If the error is in the Realist system, report it to our Help Desk at [help@northstarmls.com](mailto:help@northstarmls.com). Please be sure to include: County, PID number or address, and details describing the problem. A member of our staff will follow up with you when it has been corrected.

### **Are there any Web browser restrictions?**

Realist is Web browser neutral, including Macs. However, Realist will not work on iPads because it is based on Adobe Flash technology. But an iPad version is in development and will be available mid-2012.

### **Can my clients use the Realist system?**

No, only NorthstarMLS subscribers have access to the Realist system. However we encourage you to print and email reports from Realist for your clients. There is a wealth of information there to enhance the services you provide for your clients. The tax link in the customer portal is still to the regular Matrix tax report. However, this will eventually link to a Realist Tax report designed specifically for clients.

### **What is going to happen with the regular Tax tab and search in Matrix?**

The regular Matrix tax search function will continue to be available for now. However, it will eventually be discontinued and it will not be updated with 2012 updates.

### **How does this affect the NorthstarMLS “REsearch Minnesota” product?**

Realist replaces REsearch. The REsearch product will soon be discontinued.

### **How does Realist identify Foreclosure properties in Minnesota?**

Realist contains Preforeclosures and REO stages only (no auctions). Foreclosures are triggered by filing a Notice of Pendency, shown on Realist as a Notice of Foreclosure. When the foreclosure sale is recorded, Realist will display a Sheriff Sale in the Sale History of Realist, after which the former owner is entitled to a 6 month redemption period to satisfy their obligations and reclaim ownership to the property. When such redemptions occur, Realist will show a deed signifying redemption.

### **How often is the information in Realist updated?**

- MLS data and photos are updated once a day in the overnight hours. CoreLogic is working to eventually get this down to every four hours.
- Assessor’s data is loaded once a year. Timing varies by county depending on when the county makes the data available.
- Transactions are collected and updated for select counties as they are available, including sales, mortgages and foreclosures.
- CREV (Certificate of Real Estate Value) data is collected and updated weekly for the 20 MN counties where we have CREV data.
- Assessor/plat maps updated twice per year.
- GIS data updated annually (for property parcel boundaries).
- Flood zones updated monthly.
- Automated Valuation Model data updated monthly.
- Trend maps/data are a rolling 3-months.

## How much historical data has been loaded into Realist?

10 years of listing data and 2 years of photos.

## How are MLS photos updated on Realist?

Realist will have the photos for the most recently listed MLS listing for a property (up to two years ago from release). When a property is relisted, the new photos push out the photos from the previous listing. CoreLogic does not automatically delete photos except when there is a new listing. Realist will contain up to 18 photos per listing (same as NorthstarMLS Matrix).

## Why are two different numbers listed for some property characteristics?

Combining MLS and public records data allows Realist to show you when there is a discrepancy between the tax record and the most recent MLS listing. The tax record data is listed first, followed by MLS data as shown in the example below for Finished Sq Ft.

Num Stories:	<b>1</b>
Year Built:	<b>1947</b>
Finished Sq Ft:	<b>Tax: 845 MLS: 872</b>

## How do I interpret Assessment Year?

In MN and WI we pay taxes in arrears. For most property, taxes are levied in one year based on the property assessment as of January 2<sup>nd</sup>, and become payable the following year. For the example record below, this is 2010 Assessed-Payable 2011 data. You might look at this example and think the data is outdated payable 2010 because of the way we have labeled our Tax Year in the past. We previously used the Payable Year while CoreLogic uses the Assessed Year. CoreLogic has already updated some counties with the Proposed 2011 Assessed-Payable 2012 data.

### ➤ Assessment & Tax

Assessment Year	2010 - Certified	2009 - Certified	2008 - Certified
Estimated Mkt. Value - Total	\$220,500	\$225,500	\$236,800
Estimated Mkt. Value - Land	\$52,300	\$52,300	\$52,300
Estimated Mkt. Value - Building	\$168,200	\$173,200	\$184,500
Taxable Mkt. Value - Total	\$220,500	\$225,500	\$236,800
Taxable Mkt. Value - Land	\$52,300	\$52,300	\$52,300
Taxable Mkt. Value - Building	\$168,200	\$173,200	\$184,500
YOY Taxable Mkt. Value Chg (\$)	-\$5,000	-\$11,300	
YOY Taxable Mkt. Value Chg (%)	-2.22%	-4.77%	

Payable Tax Year	Total Tax	YOY Tax Change (\$)	YOY Tax Change (%)
2009	\$3,330		
2010	\$3,116	-\$213	-6.40%
2011	\$3,502	\$386	12.38%

## How do I interpret Last Market Sale?

In Realist you have a Market Sale & Sale History section, which is sale information captured from the recorded sale. What appears directly under the Market Sale section header is the last Arms Length transaction. In the example below, you will see there is an August 2010 sale from Ramsey Co Sheriff to Countrywide Bank. The last "Market" sale is the Dec 2003 transaction. In addition to Sale History from

recorded sales, we also have the CREV section where you see additional sale details like down payment amount, seller contributions, personal property value, type of property transferred and use of property.

► **Market Sale & Sale History**

Recording Date:	<b>02/12/2004</b>	Deed Type:	<b>Warranty Deed Joint Tenant</b>
Sale Date:	<b>12/15/2003 / 03/03/2011</b>	Owner :	<b>Anzures Martin Carvantes</b>
Sale Price:	<b>\$167,500</b>	Owner 2 :	<b>Celon Ana Laura Diaz</b>
Price Per Square Feet:	<b>\$43.68</b>	Seller:	<b>Skinner Jeff R &amp; Samantha K</b>
Document Number:	<b>1803822</b>		

<b>Recording Date</b>	08/19/2010	02/12/2004	10/04/1999		02/24/1982
<b>Sale/Settlement Date</b>	08/16/2010	12/15/2003	07/15/1999	11/04/1992	
<b>Sale Price</b>	\$207,669	\$167,500	\$96,000	\$54,900	
<b>Buyer Name</b>	Countrywide Bank Na	Solis Hugo & Maria	Skinner Samantha K	Kunz Mathew A & Kunz...	
<b>Buyer Name 2</b>		Solis Maria		Kunz Kelly J	
<b>Seller Name</b>	Sheriff Of Ramsey Cou...	Skinner Jeff R & Sam...	Kunz Mathew A & Kelly J		
<b>Document Number</b>	2118009	1803822	1576477		
<b>Document Type</b>	Certif Of Sale-Sheriff/...	Warranty Deed Joint Te...	Warranty Deed	Deed (Reg)	Deed (Reg)

**Where do I find Plat Maps?**

The plat maps are still available in our 11 plat counties (Anoka, Carver, Chisago, Dakota, Hennepin, Ramsey, Scott, Sherburne, Stearns, Washington, and Wright). The TIF format versions are found at the Assessor Map tab on a Property Detail Report and the georeferenced plats are available by clicking on the map icon from the property flag in the GIS map.

To use the integrated Realist TIF plat map viewer which has tools like highlight, annotate and search by map name, you must be in Internet Explorer. If you choose not to use IE you will still be able to get to the plat maps TIFs, but they will open in your default selected TIF viewer. [Click here for the Viewer User Guide.](#)

**1139 Jessamine Ave E, Saint Paul, MN 55106-2715, Ramsey County** 🏠 Bank Owned

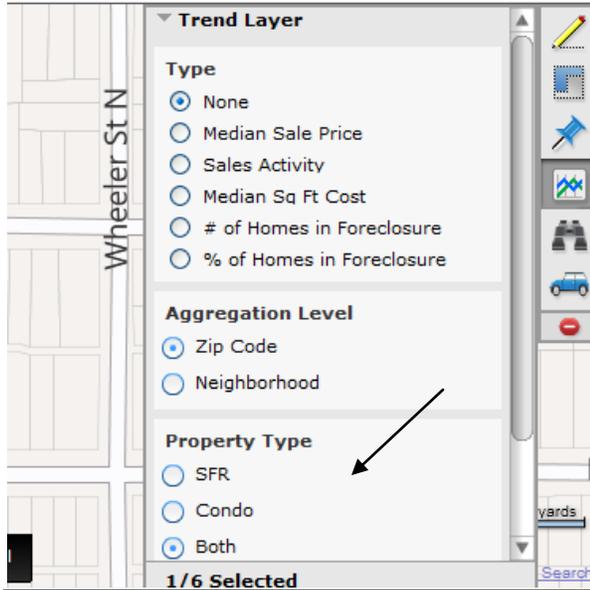
Property Detail   Comparables   Market Trends   Neighbors   Neighborhood Profile   Foreclosure   **Assessor Map**

Owner : Martin Anzures/Ana Laura Celon  
 APN : 28-29-22-12-0077  
 Bed / Bath : 3/2  
 CREV Sale Price : \$52,500  
 CREV Sale Date : 02/24/2011

Opens a plat map over GIS map. Any browser will do.

### How are Condos defined in the Market Trend Map Layer?

The Trend Layer Property Type search options are: Single Family Residential, Condo or Both. The property type data comes from the tax records and some counties may classify a Townhome as a Condo, and others classify Townhouse as Single Family. The search default is set to Both.



### How does Realist report the Full Baths count?

Full Baths count includes ¾ baths. Their bath calculation is done on a national level and is not county specific. They do this because not all counties report ¾ baths and also because ¾ baths are interpreted differently across state/counties.

Total Baths:	4
Full Baths:	2 / 1
3/4 Baths:	1
Half Baths:	2

**\*\* We include the ¾ bathroom counts in the Full bathroom count. Total baths = Full+Half.**

### What are the differences between Municipality and City?

The address on the top of the property detail report contains the Postal City. Further down the property detail report you will see the Municipality name. For Search, you have a Municipality dropdown and a City (which is Postal City) field. It is important to know that the Municipality search field works only when one county is selected. If you have multiple counties selected, the Municipality search field is grayed out.

The screenshot shows two search filter sections. The top section is for 'Municipality' and includes a 'Select From List' button. The bottom section is for 'City' and includes an empty text input field with a plus sign to its right.

### How do I identify whether or not a property is Homestead?

Realist uses a dynamic display as default. "Homestead" will show on the property detail report only when a property is Homestead-Yes. Homestead is found in the Tax Information section after the Exemption(s) label. If the property is Non-Homestead, the Exemption category will not show at all unless other Exemptions are present.

Homestead example:

► Tax Information

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PID#:	232923110100	Block:	4
% Improved:	79%	Exemption(s):	Homestead
Lot:	30		
Legal Description:	LOT 30 BLK 4		

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Non Homestead example:

► Tax Information

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PID#:	163023330001
Legal Description:	PART NLY OF HWY 96 AND ELY OF HWY 35W OF FOL E 240 FT OF W 1 193 07/100 FT OF S 263 65/100 FT OF SW 1/4 OF SW 1/4 (SUBJ T O ESMTS) IN SEC 16 TN 30 RN 23

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### Why are the Realist and MLS Finished Square Footage numbers often so different?

In Realist you will see the Tax fin sq ftg next to the MLS listing Tot Fin Sq Ftg. These amounts seem to differ quite a bit, and can even be drastically different. We have verified the Finished St Ft amounts in Realist Tax match the county sites and what we have loaded in the past. We verified we are pulling the correct Finished Sq Ftg field into Realist from MLS listing data.

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Finished Sq Ft:	1,313 / 2,181
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This example is PID 022923330057

Ramsey site Finished: 1313

Realist Tax finished: 1313

Realist MLS finished: 2181  
Matrix listing Tot Fin: 2181  
Matrix tax: 1313

### **Are additional public records fields being added?**

The following will be added at the end of March:

Special Assessments

Taxpayer Name

Owner Address

(Currently Realist has Owner Name and Taxpayer Address)

### **What more can you tell me about the RealAVM auto-valuation model?**

- Many auto-valuation models are inferior because they are based off of very limited data. RealAVM is different in that it uses NorthstarMLS listings data and is able to compare similar properties with recent sales dates.
- For most counties in the core metro area, we are updating sales and CREV data throughout the year, giving us the most recent available sale information.
- The RealAVM gives a confidence score, a standard deviation and a range based on that confidence score.
- The RealAVM values in Realist are updated every month so that they change along with market conditions.
- The programming behind the RealAVM was developed and has been continually refined over the years by First American (acquired by CoreLogic). They recently described their RealAVM process in some detail in their blog: <http://www.realist.com/blog/realavm-learning-more-about-hedonic-valuation-models>
- We understand that not everyone will want to use the AVM. When you print, save or email a report, it's easy to exclude the AVM. When you click the Print, Save or Email button, select "Customize" and then uncheck the box labeled "Estimated Value". The system will remember to exclude it every time for you so that you don't have to redo it every time. You can also exclude the AVM from your CMA's through the "Modify Preferences" button on the Comparables tab.
- **RealAVM is not – and cannot be – an appraisal. It is a computer generated value that does not know the special qualities of a home or its location. Smart agents will not use RealAVM to value homes. Rather, they will use this as starting point to demonstrate their special role and local market expertise.**