



PARAGON - INNOVATING THE WAY AGENTS DO BUSINESS

Paragon Release 5.91

NWIA wanted you to be the first to know about the latest enhancements to your Paragon MLS System. All enhancements are designed to help you navigate through the system and enhance your experience with Paragon. Below is a list of the enhancements and links to view videos or PDFs of the new features. We encourage you to continue reading and let us know what you think on the [Paragon MLS Facebook site](#). Also make sure you click “Like” on the Facebook site to view what’s new with Paragon more frequently.

WHAT’S NEW!

PARAGON

- **Rosters – New State Filler**

At users’ request, a filter for Office State was added to the Agent Roster, Membership Roster, and Affiliate Roster. The State filter is a standard lookup with type-ahead capability. Results will be filtered by the State field in the office’s physical address.

The screenshot shows the 'Membership Roster' search interface. The 'Primary Criteria' section includes the following fields and options:

- Board ID: [Text Input]
- Agent Active/Inactive: Active Only, Inactive Only, All
- Agent Status: [Text Input]
- Agent Type: [Text Input]
- Agent Name: [Text Input]
- Name Match Position: Match Anywhere, Match Beginning
- Office Active/Inactive: Active Only, Inactive Only, All
- Office State: [Text Input]** (highlighted with a red box)
- Office City: [Text Input]
- Office Name: [Text Input]
- Name Match Position: Match Anywhere, Match Beginning

The 'Additional Criteria' section includes:

- Selected Agent(s): [Text Input]
- Selected Office(s): [Text Input]

- **Statistical Reporting – Add Median to various Statistical Reports**

Median calculations have been added to the Market Statistics report, Ranking reports, and Month End report, bringing added value to these statistical reports.

Note: Available Statistical reports may vary by MLS.

Month End Report					
Statistics for: Class=RE, LD, CS, CL, MF, BF, RN, Date Range 01/01/2021-01/31/2021, Status=A, Status=CL; As Of: 8/12/2022					
All Property Types:	21 - January	20 - January	21 - January YTD	20 - January YTD	
Total Number of Listings Listed	2,121	2,212	2,121	2,121	2,212
Total Number of Listings Closed	2,692	2,184	2,692	2,692	2,184
Total Volume of Listings Closed	\$863,183,502	\$629,490,697	\$863,183,502	\$863,183,502	\$629,490,697
Total Number of Listings Pending	2,848	2,383	2,848	2,848	2,383
Residential Properties Only:	21 - January	20 - January	21 - January YTD	20 - January YTD	
Total Number of Residential Listings Listed	1,712	1,851	1,712	1,712	1,851
Total Active Residential Listings	4,322	7,276	4,322	4,322	7,276
% Residential Listings of Total Listings	81%	84%	81%	81%	84%
Avg. List \$ of Residential Listings Listed	\$382,804	\$334,067	\$382,804	\$382,804	\$334,067
Median List \$ of Residential Listings Listed	\$319,900	\$279,900	\$319,900	\$319,900	\$279,900
Avg. DOM of Residential Listings Listed	21	61	21	21	61
Median DOM of Residential Listings Listed	6	21	6	6	21
Pending:	21 - January	20 - January	21 - January YTD	20 - January YTD	
Total # of Residential Listings Pending	2,133	2,000	2,133	2,133	2,000
Avg. DOM of Residential Listings Pending	59	90	59	59	90
Median DOM of Residential Listings Pending	12	50	12	12	50
Closed:	21 - January	20 - January	21 - January YTD	20 - January YTD	
Total Residential Listings Closed	2,122	1,803	2,122	2,122	1,803
% Residential Listings Closed of Total Residential Listings	124%	97%	124%	124%	97%
Total Volume Residential Listings Closed	\$737,890,950	\$548,901,006	\$737,890,950	\$737,890,950	\$548,901,006
Avg. List \$ of Residential Listings Closed	\$349,037	\$311,983	\$349,037	\$349,037	\$311,983
Avg. Sold \$ of Residential Listings Closed	\$347,733	\$304,437	\$347,733	\$347,733	\$304,437
Avg. DOM of Residential Listings Closed	50	78	50	50	78
Median List \$ of Residential Listings Closed	\$299,900	\$260,000	\$299,900	\$299,900	\$260,000
Median Sold \$ of Residential Listings Closed	\$258,000	\$258,000	\$258,000	\$258,000	\$258,000
Median DOM of Residential Listings Closed	40	40	40	40	40
Avg. Sold \$ to Avg. List \$ of Closed Residential Listings	100%	98%	100%	100%	98%
Avg. Sold \$ to Avg. List \$ of all Residential Listings	91%	91%	91%	91%	91%
Median Sold \$ to Median List \$ of Closed Residential Listings	86%	99%	86%	86%	99%
Median Sold \$ to Median List \$ of all Residential Listings	81%	92%	81%	81%	92%
Residential Listings Closed to Total Listings Closed	79%	83%	79%	79%	83%
Office to Office Listings Closed:	21 - January	20 - January	21 - January YTD	20 - January YTD	
Total Number of Listings Sold thru 2nd Office	1,892	1,529	1,892	1,892	1,529
Total \$ Volume	\$634,003,594	\$458,018,968	\$634,003,594	\$634,003,594	\$458,018,968
Avg. Market Time	70	90	70	70	90
Avg. List \$	\$337,188	\$307,654	\$337,188	\$337,188	\$307,654
Avg. Sold \$	\$335,097	\$299,554	\$335,097	\$335,097	\$299,554
Median Market Time	18	43	18	18	43
Median List \$	\$295,000	\$260,000	\$295,000	\$295,000	\$260,000
Median Sold \$	\$295,000	\$256,000	\$295,000	\$295,000	\$256,000
Office to Office as % of Residential Sales	89%	85%	89%	89%	85%
Office to Office Volume as % of Residential Volume	86%	83%	86%	86%	83%

Firm Ranking within MLS

Statistics for: Class=RE, LD, CS, CL, MF, BF, RN, Date Range 01/01/2021-01/31/2021, Number To Report=50, Rank By=1, Filter Actives=YES, Status=CL; As Of: 8/12/2022

Rank	Firm	Units	Volume	Average	Median	% Volume
1	BHHS Verani Londonderry - 2082-00	259	\$100,852,546	\$389,392	\$331,500	5.84%
2	Keller Williams Coastal Realty - 3171-0	271	\$95,502,605	\$352,408	\$305,000	5.53%
3	Keller Williams Realty-Metropolitan - 1974-0	228	\$80,836,111	\$354,544	\$307,950	4.68%
4	Bean Group / Portsmouth - 3116-00	195	\$77,616,732	\$398,035	\$316,500	4.50%
5	Four Seasons Sotheby's Int'l Realty - 2212-0	182	\$63,296,838	\$347,785	\$268,500	3.67%
6	BH&G - The Masiello Group - 2519-0	186	\$58,605,974	\$315,086	\$268,000	3.40%
7	Coldwell Banker Realty Portsmouth NH - 3054-00	141	\$53,980,479	\$382,840	\$335,000	3.13%
8	Keller Williams Gateway Realty - 6142-0	101	\$40,022,886	\$396,266	\$384,000	2.32%
9	KW Vermont - 1844-0	127	\$37,239,753	\$293,226	\$295,000	2.16%
10	Coldwell Banker Hickok and Boardman - 2074-0	69	\$33,126,512	\$480,094	\$354,900	1.92%

Market Statistics All MLS

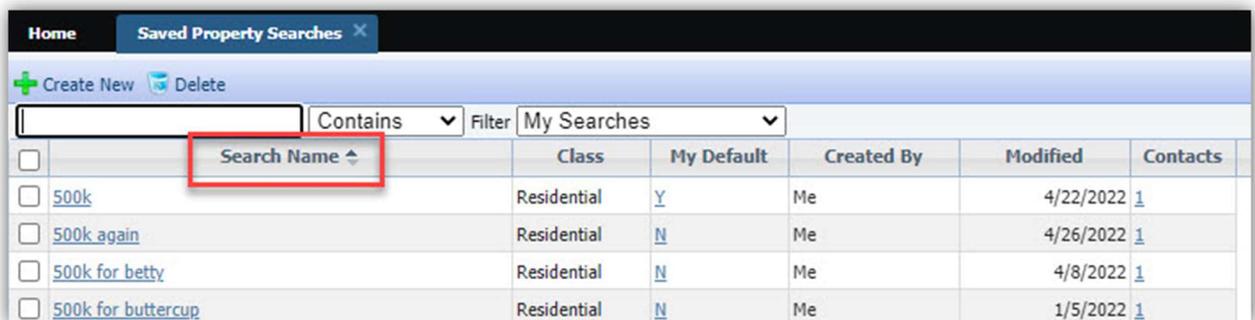
Statistics for: Class=RE, LD, CS, CL, MF, BF, RN, Date Range 01/01/2021-01/31/2021; As Of: 8/12/2022

Class	Beds	Current Active	Avg List Price	Avg DOM	Median List Price	Median DOM
All	All	1,068	\$485,580	405	\$260,000	326
RE	All	505	\$607,725	354	\$399,450	319
RE	0	3	\$61,166	321	\$50,000	308
RE	1	19	\$315,489	395	\$219,000	322
RE	2	137	\$389,219	353	\$299,900	322
RE	3	205	\$509,176	345	\$399,000	319
RE	4	96	\$596,471	347	\$464,500	315
RE	5+	45	\$1,905,732	399	\$859,000	322

Class	Beds	Total Listed	# Sold	% Sold	Average	Median	Average	Median	Sale Price/List Price Ratio	Average	Median	% Expired	Median	Average
					List Price Sold		Sale Price Sold			DOM Sold			List Price Unsold	
All	All	2,409	2,293	103.06%	\$358,642	\$275,000	\$355,838	\$275,000	99.22%	59	59	24.16%	\$0	\$0
RE	All	1,969	2,122	107.77%	\$349,037	\$299,900	\$347,733	\$305,000	99.63%	50	50	20.21%	\$398	\$398
RE	0	8	10	125.00%	\$98,100	\$58,000	\$92,950	\$54,250	94.75%	142	142	50.00%	\$4	\$4
RE	1	99	99	100.00%	\$173,979	\$132,000	\$172,152	\$128,000	98.95%	41	41	35.35%	\$35	\$35
RE	2	540	528	97.78%	\$238,881	\$219,000	\$240,312	\$220,000	100.60%	41	41	15.00%	\$81	\$81
RE	3	869	982	113.00%	\$341,932	\$319,900	\$343,105	\$325,000	100.34%	48	48	17.61%	\$153	\$153
RE	4	338	401	118.64%	\$480,957	\$415,000	\$476,800	\$412,500	99.14%	59	59	23.37%	\$79	\$79
RE	5+	115	102	88.70%	\$663,534	\$474,450	\$636,343	\$471,000	95.90%	91	91	40.00%	\$46	\$46

- **Saved Property Searches – Change default sort to Search Name**

Based on feedback from users, the default sort order for the Saved Property Searches grid will be by the Search Name. The grid can still be re-sorted by clicking the other column headers.



- **Connect View in Paragon Professional**

The Connect View already exists today in your Paragon Professional system. However, in 5.91 the report has been completely upgraded. While the functionality and data will remain, the same there are key upgrades that you will enjoy.

Performance

The report's backend and frontend have been upgraded to use our latest Next Generation coding features. The report should now display and function much faster than before.

Display

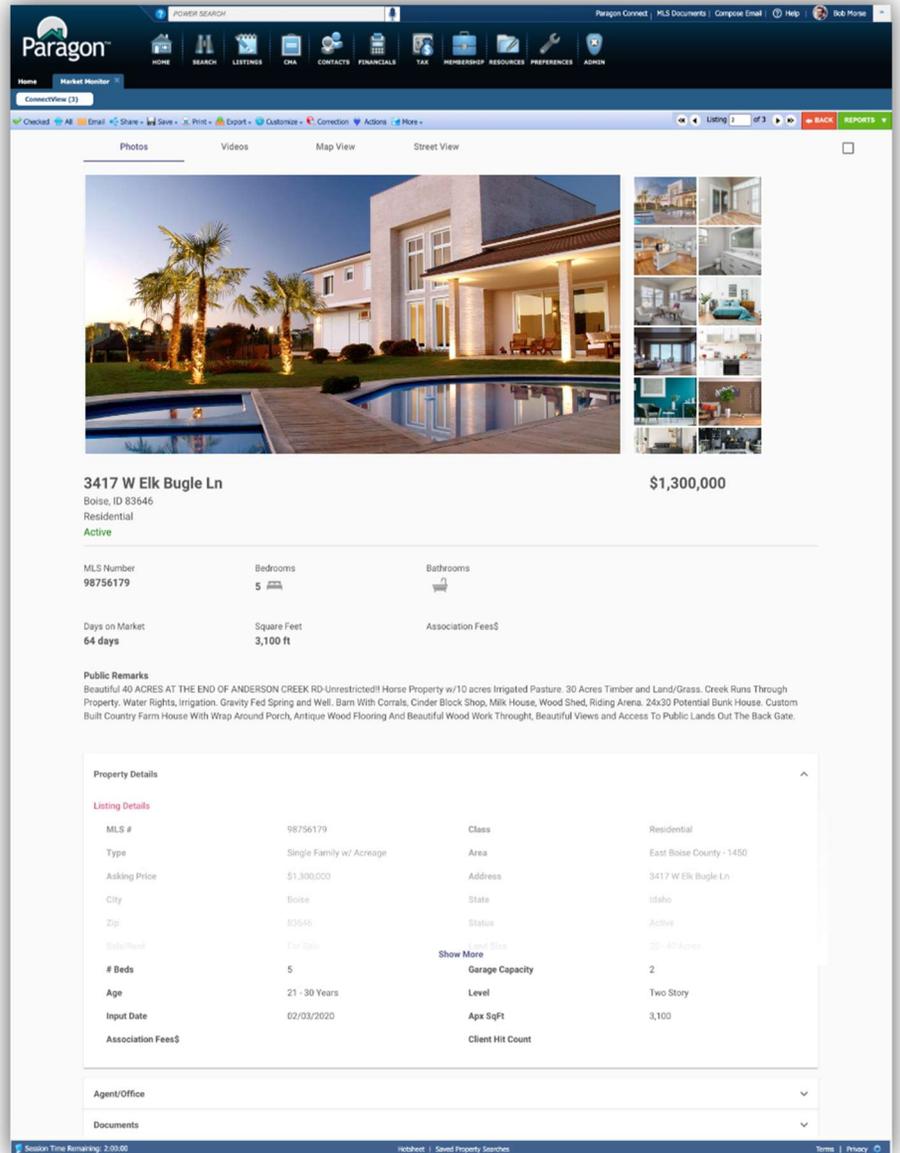
All font sizes are increased from 12px to 14px, the font color is darkened, and the font type has been changed to a cleaner and easier to read font.

Combining Features and Fields

The new detail report now allows you organization to mix features and fields in the same section. Previously, features could only be displayed in a feature section.

Additional Updates

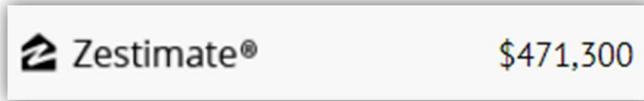
A number of updates have been made to this report including the mortgage calculator, AVMs, property history, public records, and more.



- **Range added back to Zestimate AVM**

At some point in 2022, Zestimate stopped passing the range values in their API. With no notice to vendors who consume the API, they replaced the range with a percent value with the expectation that vendors would calculate the range. In 5.91, we have added the calculation and the range appears again.

Prior to 5.91



With 5.91



Which matches the values displayed on Zillow. By the way, did you know that you can jump to the property in Zillow by clicking on the Zestimate logo in the AVM in Paragon?



Collaboration Center

- **Client Email Notification**

To be compliant with CAN-SPAM and CSL regulations, the agent's address has been added to the signature block at the bottom of the Client email notifications and Welcome emails. The address displayed is based on the agent's Preferred Mailing Address, as specified in the Paragon member record. Preferred Mailing Address options are Agent, Office, No Mail. If the preferred address is not populated in the member record, the next available address will display, in this order:

1. Agent:
 - a. Agent Mailing Address
 - b. Agent Physical Address
 - c. Office Physical Address
2. Office:
 - a. Office Mailing Address
 - b. Office Physical Address
3. No Mail:
 - a. Office Physical Address



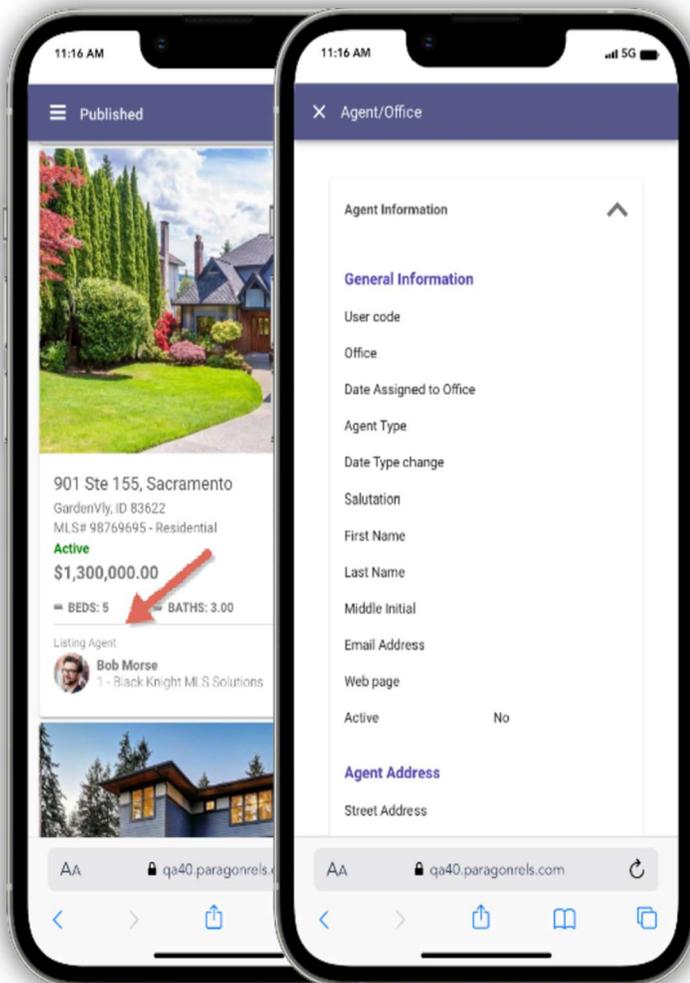
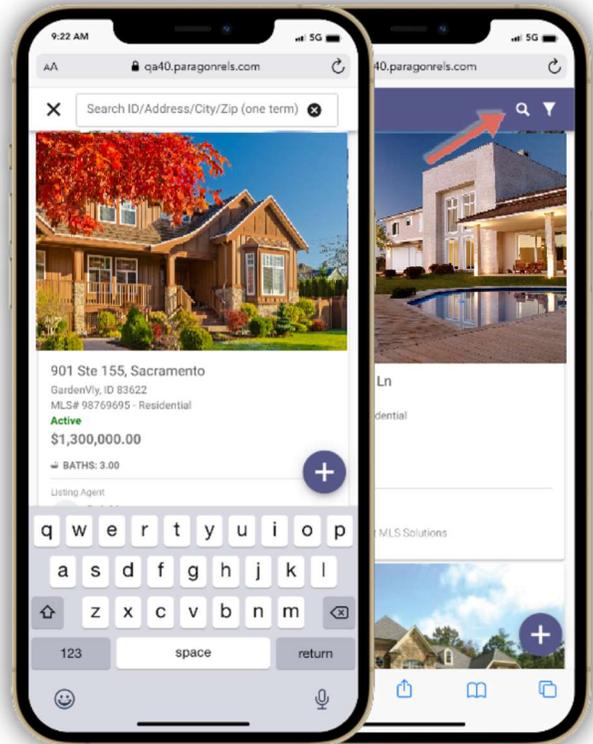
Paragon Connect

- **Search Added to Listing Maintenance**

The listing maintenance module that was just added in 5.90 includes the ability to view, filter, and manage your published listings. In 5.91, we have continued to add functionality to this module. Now you can use a search feature to locate any of your listings. This helps users with quickly being able to find a specific listing. You can search using the listing's address, listing number, city, or zip code.

Search By:

- Listing ID
- Street Number
- Street Name
- City
- Zip



- **Listing Agent Information**

In addition to the search feature added to the LIM, the listing agent and office is now displayed on each listing found in the published section of listing maintenance. You can even tap/click on the listing agent to see the full information related to the list agent and office.

In addition to the search feature added to the LIM, the listing agent and office is now displayed on each listing found in the published section of listing maintenance. You can even tap/click on the listing agent to see the full information related to the list agent and office.

Key Features

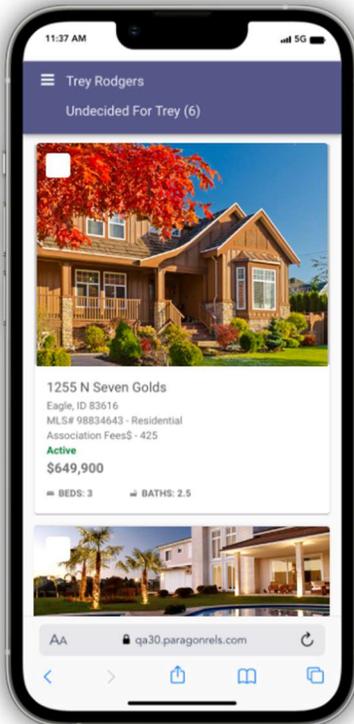
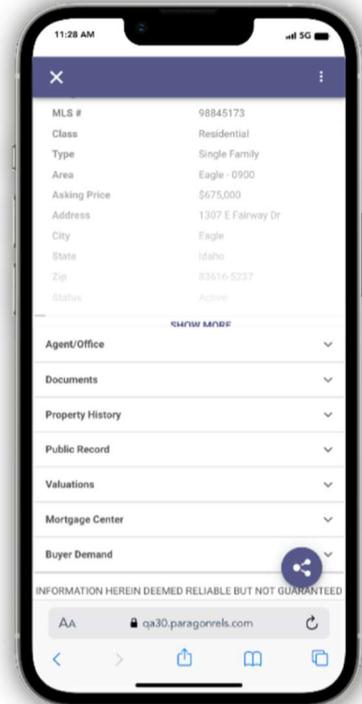
- Photo of agent
- Name of list agent Name of list office
- Ability to see all list agent information
- Ability to see all list office information

- **Disclaimer – Detail Report**

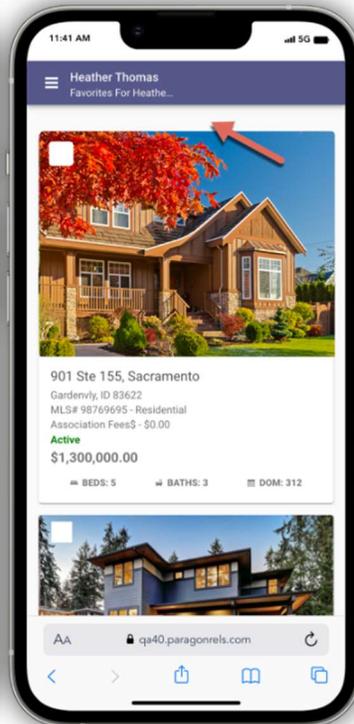
The same Paragon Professional disclaimer will now display on the detail report found in Paragon Connect. It is found at the bottom of the report and your system administrator controls the information displayed in the disclaimer.

Key Features

- Displays on report
- Customizable by administrator



Before



After

Prominent App Bar Update

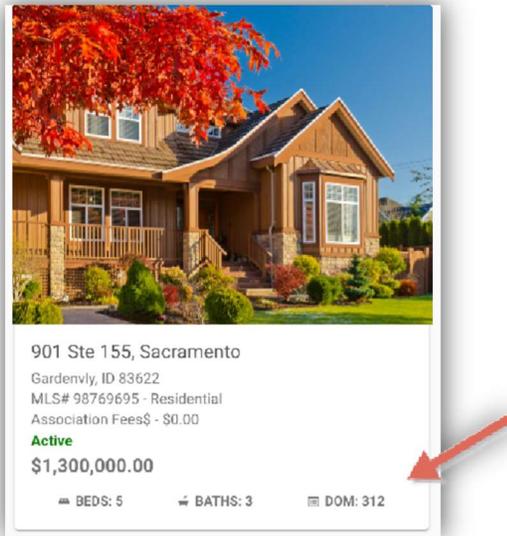
The prominent app bar is a larger version of the traditional app bar. It is used when additional information is needed to be displayed. In 5.91, we have updated the prominent app bar to be the same height as the primary app bar. This still contains the same information but allows for a consistent UI throughout the app.

Key Features

- Smaller prominent app bar
- Same information
- Cleaner presentation and consistent

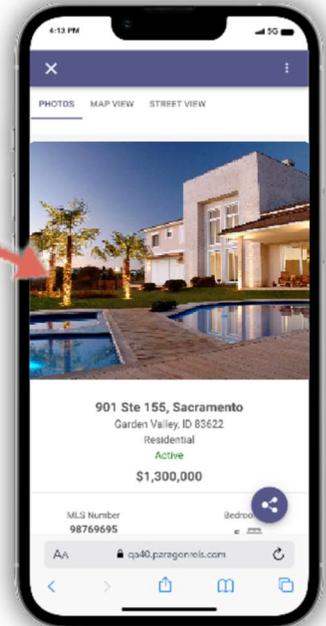
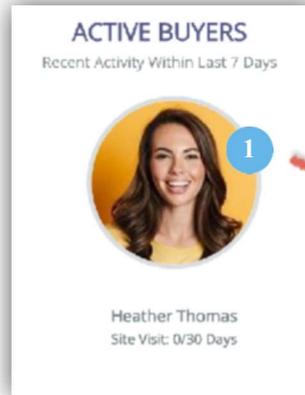
DOM - Thumbnail View

The new React thumbnail view that is found with the contact manager and hotsheet now has the Days on Market (DOM) field added to the view. This will help you quickly see how long the listing has been on the market.



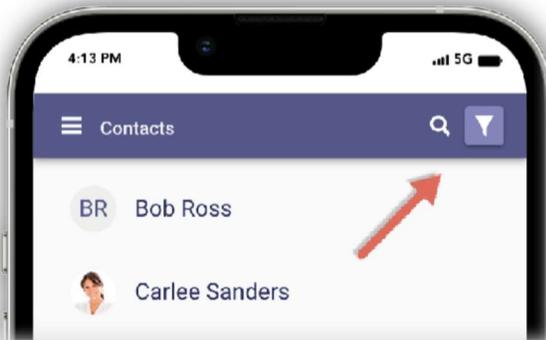
Single Result - Detail Report

When you click or tap on any link containing only one result, the system will now take you to the detail view rather than the thumbnail view. This allows you to quickly see the detail of a single listing.



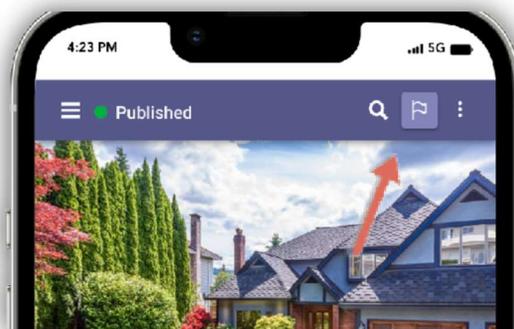
Filter – Background

To help identify when a filter is applied, the background of the filter will now display in a background fill. When you see this background color you will know that a filter is being used.



Required Only

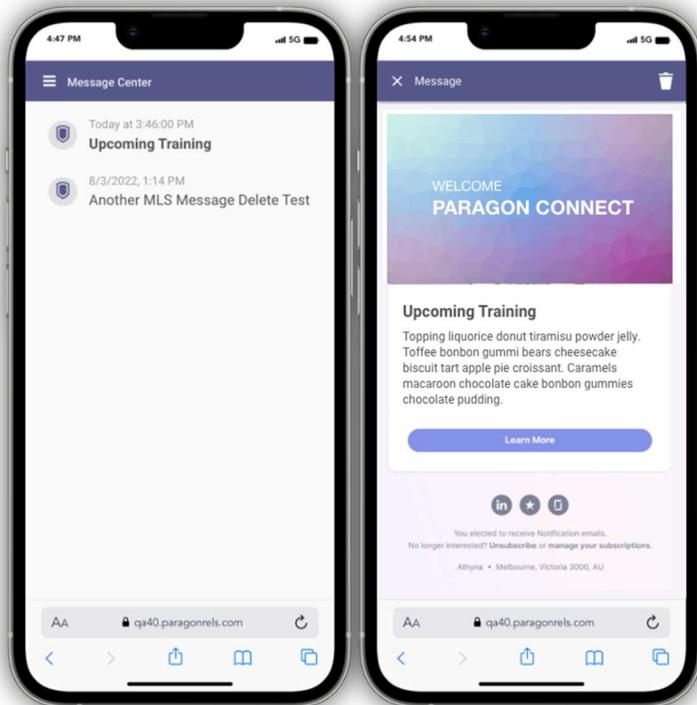
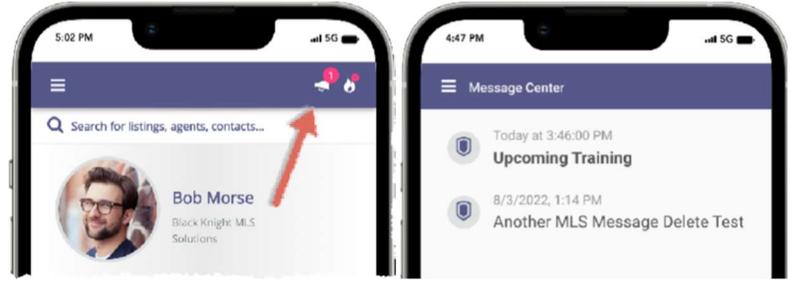
The ability to add a listing may or may not be available in your system. If it is available, the top app bar now contains a flag icon. When you click or tap on this icon, the system will show only required fields. Clicking or tapping this again will return all fields.



Organizational Messages

Your system administrator now can send you messages. The admin can send important messages to everyone, to your firm, to your office, to an agent type, or even to individual agents.

You will notice a new megaphone icon on the homepage of Paragon Connect. You can click/tap on this icon at any time to read any previous messages. If you see a new count on the megaphone, it will indicate you have a new message to read.



Messages

The messages will contain the date the message was published, an admin icon, and the subject of the message.

The subject will have a bold styling if the message is unread. Once you have read a message, the bold styling is removed.

The latest message is found at the top and is sorted from newest to oldest messages.

Messages will remain in this list until they are deleted or expired. Once expired the message will be automatically removed.

Key Features

- Unread messages in bold format
- Messages sorted from newest to oldest
- Message can expire or be deleted

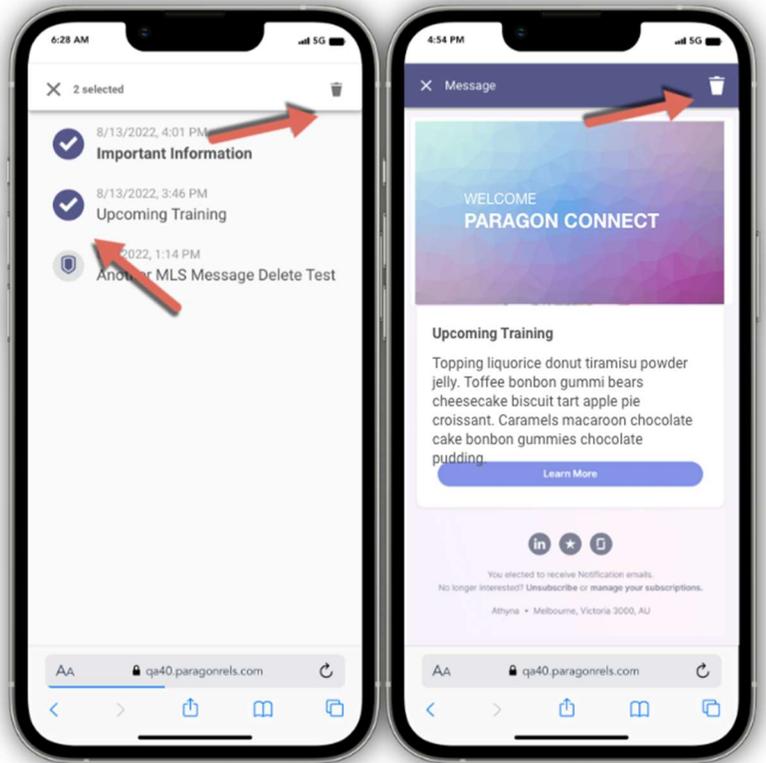
Delete Messages

There are two methods to delete old messages sent to you. From the list view, you can click/tap on the circle admin icon. This will change to a checkbox and show you a contextual bar with the ability to delete that message. You can then click/tap on any other message to select multiple listings to delete.

In addition to the multi select option, you can open any message and find a delete icon in the top app bar. This will allow you to review the message before deleting.

Key Features

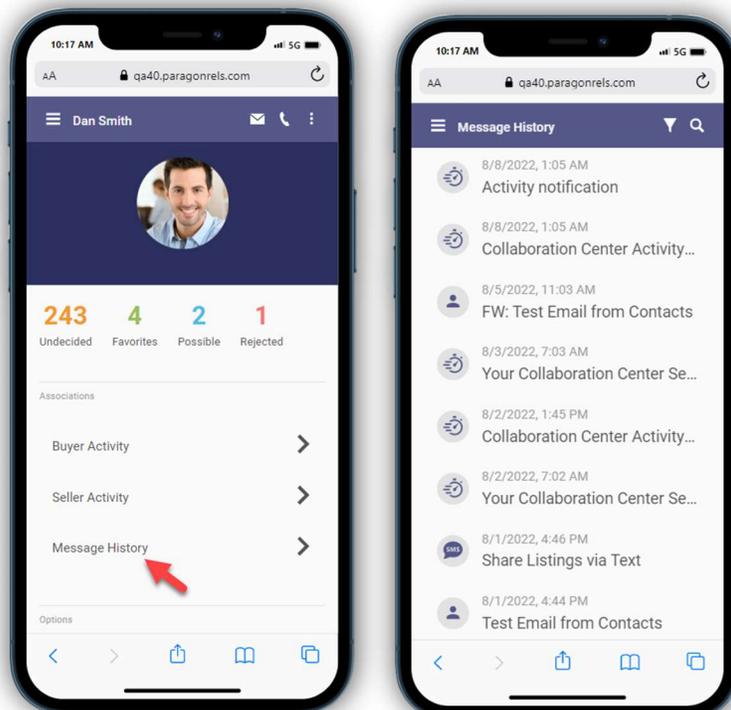
- Select and delete multiple messages
- Delete single message after reading



Contact Message History

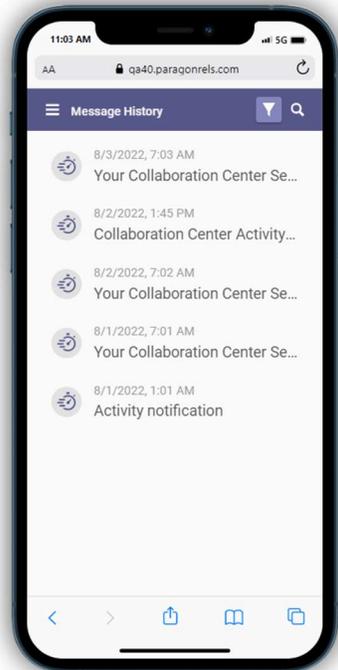
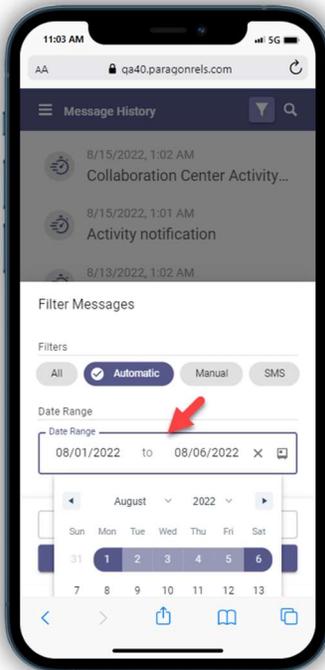
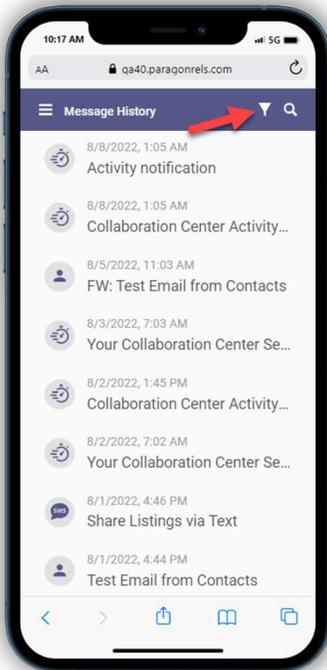
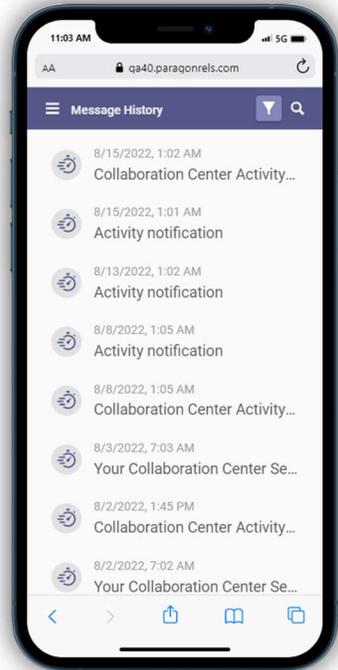
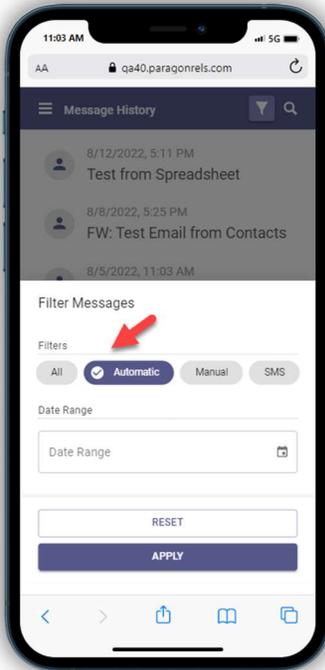
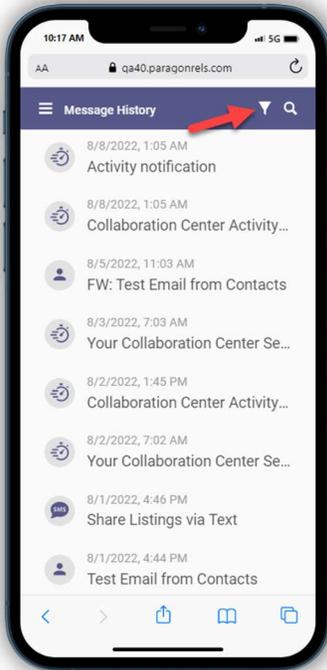
You now have access in Paragon Connect to view the message history for your contacts. The message history can be accessed by navigating to a contact profile page and clicking the Message History link. The key features contained in this release are the following:

- Filter messages by message type and/or date range
- Delete message(s)
- Search for messages
- Preview messages



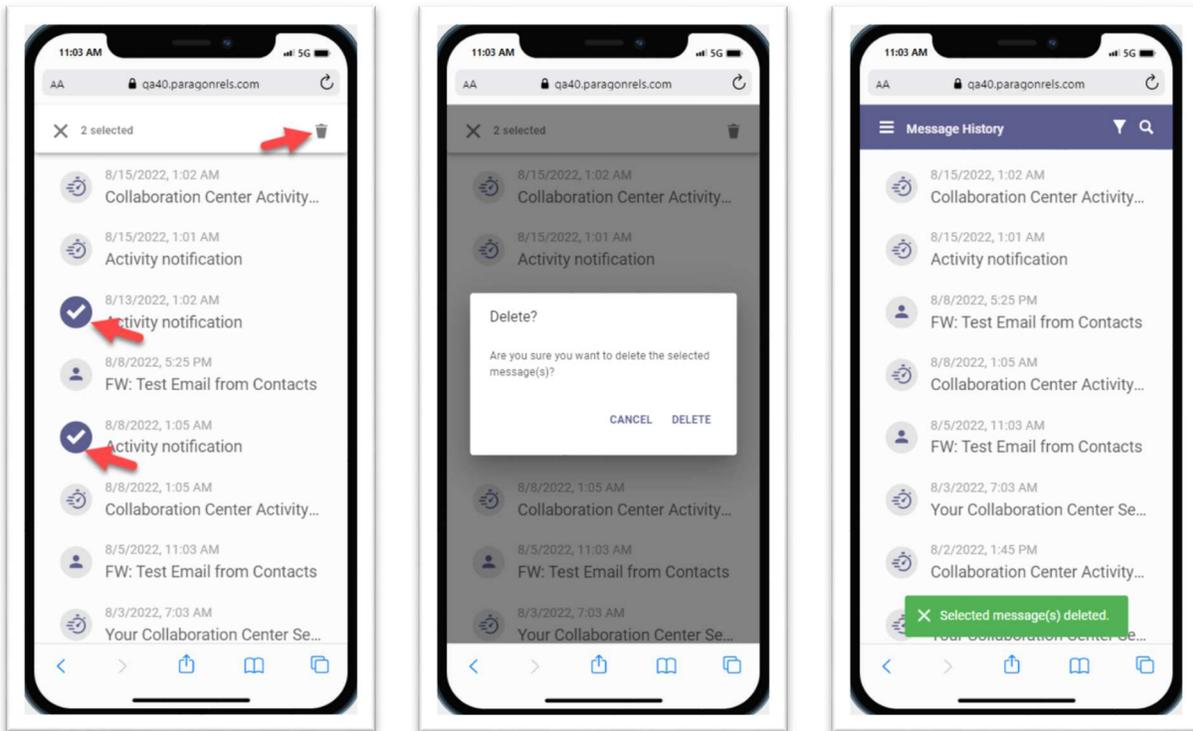
Filter Contact Message History

You can filter the displayed messages for a contact by type and date range. Clicking the filter icon will display the filters. You have the option to filter by Automatic, Manual, and SMS and/or date range.



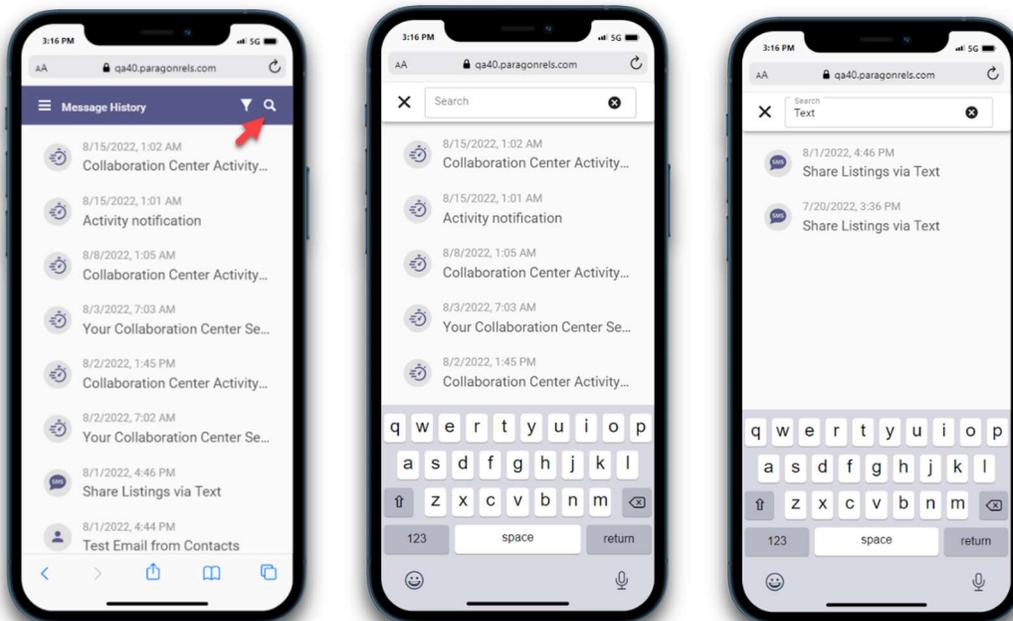
Delete Contact Message History

To delete message(s) click on the icon of the messages you would like to delete. Then click on the delete icon in the upper right-hand corner.



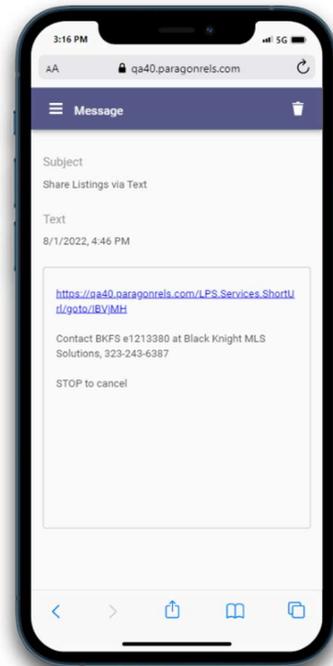
Search Contact Message History

Quickly find messages by clicking on the search icon on the message history page. As you type an auto-search looks for any messages where the subject contains the typed text.



Preview Contact Message

You will have the ability to preview messages sent within Paragon. These messages consist of manual, automatic, and text messages.



Beta – Copy/Clone Listings

While the ability to add a listing is still undergoing testing, we have continued to work on new features to this module. In 5.91, we have added the ability to copy/clone your listings. This follows the same rules and permissions found in Paragon Pro. You can only copy/clone your own listings. However, not only can you copy listing data into a new listing, but you can choose to copy clone photos, documents, photo labels, and any contacts associated to the listing. This of course depends on how your organization has configured your system.

Copy/Clone Options

- Listing data
- Documents
- Photos
- Photo Labels
- Associated Contacts

