



ABOUT MRIS: America's Largest Multiple Listing Service and More

Real Estate in Real Time™

MRIS facilitates more than **\$100 million a day** in real estate transactions in the Mid-Atlantic region — and serves as a leader in real estate information technology. MRIS delivers real estate in real time, connecting real estate professionals, brokers, appraisers, consumers and the public with immediate, accurate and actionable data directly from the front lines of the MLS.

Company Overview

MRIS harnesses innovative technologies to showcase residential listings in the Mid-Atlantic region, analyze unfolding real estate trends and help real estate professionals list more, sell more and earn more.

The Company

- Serves nearly **45,000 Mid-Atlantic real estate professionals** in Washington, D.C., Maryland, Virginia, and portions of Pennsylvania, Delaware, and West Virginia.
- Integrates more than 70,000 active residential real estate listings and 5.7 million public records.
- Offers a portfolio of technology solutions for real estate professionals, including broker and agent software products.
- Hosts a free, industry-leading portal for consumers and prospective home buyers at www.HomesDatabase.com.
- Shares market statistics and trends through a subsidiary organization, RealEstate Business Intelligence (RBI).

Mission

- Serve as a hub to connect buyers, sellers and real estate professionals.
- Provide meaningful, objective data about the Mid-Atlantic real estate market.
- Enhance customer productivity and profitability by delivering the best available information while serving as a resource for real estate information technology and training.



Who We Serve

MRIS is a leading provider of real estate data to the following interested groups:

Journalists

MRIS recognizes the media as key partners in disseminating timely, relevant real estate information. Our featured market summary, the RBI Pending Home Sales Index™, is released on the tenth day of every month* along with print-ready charts and graphs. We're always happy to provide experts and resources or discuss a potential story idea.

** When the tenth of a month falls on a weekend, the Pending Homes Sales Index is released the next business day.*

Real Estate Professionals

The MRIS core audience is real estate professionals, including agents, brokers and appraisers. We strive to provide the best MLS platform in the country so that our customers can list more, sell more and earn more. We add value by providing products and services beyond our core offering, the interactive MLS system.

Consumers

MRIS knows that consumers want one single destination to browse all real estate listings and related information in real time. HomesDatabase.com offers the most up-to-date home listings and rental units in the Mid-Atlantic market direct from the MLS in an easy to search format. The site also connects consumers with real estate professionals who can help facilitate any transaction.

To bring local real estate alive, MRIS also operates a web-based television portal, MRIS TV, which features exclusive shows about distinctive homes and real estate trends. To learn more or view a show, visit www.MRISTV.com.

MLS Partner Organizations

MRIS provides back-end technology for other MLS systems so that our partner organizations can embrace top-of-the-line solutions without assuming expensive development costs.

- **CURE** is a data aggregation, data standardization and data sharing solution created by MRIS specifically for MLS organizations. It serves as a back-end repository for MLS listings and associated content based on open-standards database architecture, which will work with any MLS software vendor of choice. **CURE** provides the foundation upon which a scalable, shareable, 100 percent RETS compliant MLS system can be built.

Contact

For more information, contact:

Marie Still, Director of Marketing & Communications
(301) 838.7100 | marketing@mrис.net

C.Fox Communications, *on behalf of MRIS*

Tina McCormack Beaty
(301) 585.5034 | tina@cfoxcommunications.com



Market Statistics



RealEstate Business Intelligence (RBI), a subsidiary of MRIS, uses up-to-the-minute MLS data to develop and distribute the most accurate, relevant and robust market statistics available on a regional and hyper-local level.

[Click here to view our latest reports.](#)

What We Measure

RBI is the only organization in the Mid-Atlantic region that provides immediate online access to statistical information directly from the MRIS Multiple Listing Service (MLS). Our Pending Homes Sales Index™ is considered a market leader for timely data, and our Weekly Market Activity, Market Indicators, Economic & Market Watch Report and Housing Supply Outlook have become key metrics for journalists, real estate professionals and consumers alike.

We provide:

- Raw data reports
- Line and bar charts
- Data broken down by:
 - Year-over-year and month-over-month changes
 - Median and average sold price
 - List price
 - Total sales by units sold, type and dollar volume
 - Average and median days-on-market
 - State, county and zip code
- Market Watch videos
- Expert analysis, including commentary from real estate thought leader Jonathan Miller

When We Share

RBI releases market statistics and analysis surveying the Mid-Atlantic housing market on **the tenth day of every month.**

** When the tenth of a month falls on a weekend, the Pending Homes Sales Index is released the next business day.*

Who Receives Our Information

Anyone can sign up to receive the RBI Pending Homes Sales Index™ press release, which contains a summary of monthly trends. To join the list, e-mail tina@cfoxcommunications.com. Please specify whether you would prefer to receive information regarding the Washington, D.C. metro area, Baltimore metro area or both.



Market Statistics

Learn More

To browse up-to-the-minute data and learn more about RBI's offerings, visit RBIntel.com. An archive of previous releases is available at <http://www.rbintel.com/blog/press%20release>.

Why

RBI is committed to providing journalists, real estate professional and consumers with timely, accurate real estate data as a public service. Because MRIS operates the nation's largest MLS, we consider ourselves impartial stewards of the data and see it as our responsibility to share and interpret real estate information.



Company Leadership and Spokespeople



David Charron, *President and CEO*

MRIS President and Chief Executive Officer David Charron, has been recognized by Inman News as one of the “Most Influential People in Real Estate,” as well as one of the “Top Ten Newsmakers” by the Swanepoel Trends Report. When he joined MRIS in January 2001, he brought a wealth of leadership and strategic industry experience, combining an extensive background in real estate, information systems and Internet business solutions.

David brings a customer-service focus and first-person management style to his role overseeing all MRIS operations, ensuring that, as the nation’s largest MLS system, MRIS maintains our leadership edge. He also emphasizes two-way communications with the MRIS Board of Directors and MRIS Shareholders, fostering collaboration and inspiring innovation.

Prior to joining MRIS, David was the President of Net Input, an Internet-based business consulting practice serving Fortune 500 clients in apparel, media, sports and real estate. From 1980 to 1997, he managed several organizations that have successfully defined, marketed and delivered information systems to Real Estate professionals.

David currently serves as Chairman of the MRIS Investment Committee and is a Director of RESO (Real Estate Standards Organization). Other examples of his ongoing commitment to the industry include serving as a former Board member of the REALTORS® Federal Credit Union, and as a former member of the NAR MLS Policy Committee.

When it comes to giving back, David also exemplifies MRIS’s philosophy of service. He was selected “Volunteer of the Year” by the National Eating Disorders Association, which provides education and awareness to individuals and families suffering from eating disorders.



Brian Donnellan, *SVP of Business Operations and Chief Financial Officer*

Brian provides operational leadership for the company’s accounting functions. He directs the organization’s financial planning and accounting practices, as well as its relationships with lending institutions, shareholders and the financial community. Brian most recently held the position of Chief Financial Officer with Teaching Strategies, Inc., a media, publishing and technology firm located in the Washington, D.C. metropolitan area. He earned a BA in administration (accounting and information systems) from the University of Maryland and an MBA in strategic management and public policy from George Washington University. Brian is also a certified public accountant in the state of Maryland.



Company Leadership and Spokespeople



Michael Belak, Chief Information Officer

As CIO, Michael's key responsibilities include providing technology vision and leadership for developing and implementing information technology (IT) initiatives in a constantly changing, competitive marketplace and serving as the key driving force to ensure that MRIS systems and technology continue to lead the industry. He is also responsible for monitoring and validating the enterprise's compliance with its security policies.

Michael most recently held the position of Chief Information Officer with the District of Columbia's Department of Public Works, where he managed a diverse team and multiple vendors providing solutions that included IT leadership, call center management, photo enforcement and telecommunications management. He earned his BS degree in computer Information science from Ohio State University, his MBA in information systems management from George Washington University and his doctorate in information technology management from University of Maryland University College.



John L. Heithaus, Chief Marketing Officer/SPOKESPERSON

With more than 30 years of real estate and executive leadership experience, John is a third generation real estate professional. He oversees all MRIS marketing operations, product innovation, management initiatives and MRIS alliance management teams. He also directs MRIS' media and industry relations, advertising, interactive programs, communications and market and customer research. Prior to joining MRIS, he served as senior vice president of sales, marketing and REALTOR® Alliances at SentiLock. John also served as senior vice president of partner and product development at Prudential Real Estate. He has held executive management roles with Coldwell Banker (now known as Realty) and Monster.com, where he was a founding executive of the ground-breaking website Monstermoving. He regularly speaks at industry events for organizations including Inman ReConnect, the National Association of REALTORS®, RIS Media Power Broker Forums, the Appraisal Institute and the Worldwide Employee Relocation Council. Follow him on Twitter @MRIS_CMO.

Areas of Expertise

- General Mid-Atlantic real estate trends
- Historic context and interpretation of MLS data
- Underlying factors that may be likely to influence the markets
- How new developments like green building are affecting the markets
- What's next in real estate technology



Company Leadership and Spokespeople



Marie Still, Director of Marketing and Communications

Marie Still is responsible for MRIS marketing, training, events, research and communications efforts. Marie holds an MBA in Marketing and BA in English. She is an avid blogger and passionate about marketing, branding, social media and advertising. Prior to joining MRIS, Marie was the Director of Marketing at AOL. She has spent her career developing successful advertising and marketing campaigns for several large and small brands utilizing both on and offline tactics



Jonathan Hill, President, RealEstate Business Intelligence, LLC (RBI)

With a career spanning almost 25 years in the real estate industry, Jonathan has accumulated extensive experience as a real estate licensee and as an MLS executive including sales, management, customer support, marketing, and product development. He is responsible for developing strategic partnerships and overseeing RBI business operations in accordance with the company's goals and objectives. He has held leadership positions, both elected and appointed and has been invited to speak nationally on industry topics. Prior to becoming President, Jonathan served as Vice President of Business Development for MRIS, the nation's largest Multiple Listing Service (MLS) which he joined in 1996.

Expert Analyst

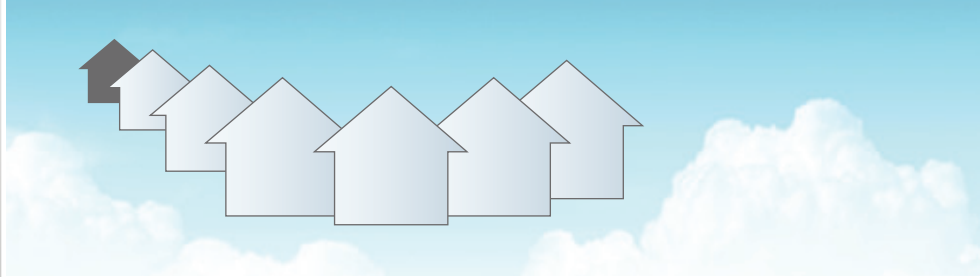


Jonathan Miller, Independent Real Estate Commentator/Spokesperson

Jonathan is President and CEO of Miller Samuel Inc., a nationally known real estate appraisal and consulting firm. A well-regarded real estate commentator, he frequently appears in national media outlets including the Wall Street Journal, the New York Times, Bloomberg News and others covering national and regional housing issues and has been named "Best Online Real Estate Expert" by *Money Magazine*. Jonathan's stringent focus on neutrality has contributed to his recognition by Inman News as one of the most influential real estate bloggers in the U.S. More information on Jonathan and Miller Samuel can be found at www.millersamuel.com. Follow him on Twitter @jonathanmiller.

Areas of Expertise

- Real estate analysis for the Washington, D.C. and Baltimore metro areas
- Local indicators that make each Mid-Atlantic market unique
- Seasonal sales cycles
- Likely reasons behind supply and demand shifts
- Economic recovery indicators and roadblocks



Fast Facts and Figures

MRIS operates the **largest multiple listing service (MLS) in the nation** — and serves as a leader in real estate information technology. Since its incorporation in 1993 and online entry in 1996, the organization has grown to comprise a staff 116 employees under the leadership of David Charron, CEO; Brian Donnellan, COO; Michael Belak, CIO; and John L. Heithaus, CMO.

Headquarters:

9707 Key West Avenue, Suite 200
Rockville, MD 20850
301-838-7100 | marketing@mrис.net

Primary Web Portals

- www.MRIS.com: Our flagship website, with links to the MLS, press releases, reports and products.
- www.RBIntel.com: Our statistics subsidiary, containing free up-to-the-minute numbers from the MLS.
- www.HomesDatabase.com: Our consumer arm, where the public can browse listings and connect with real estate professionals in real time.
- www.MRISTV.com: Our exclusive collection of streaming real estate programming and video analysis.

Social Media Channels

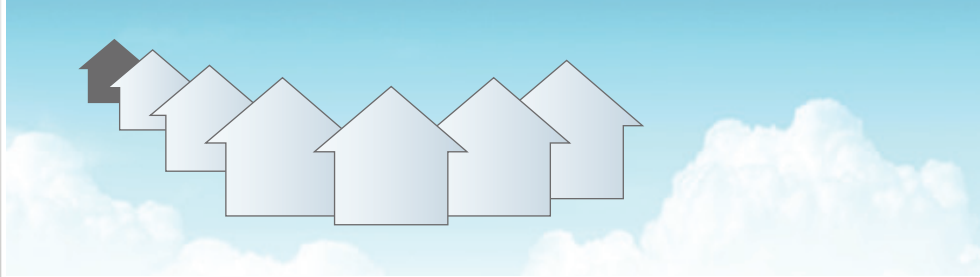
Facebook: facebook.com/MRISonFB
Twitter: @MRIS_REal_News
MRIS Blog: www.MRISBlog.com
MRIS TV: www.mristv.com

Subscribers

- Active Subscribers: **45,955**

Public Records

- Total Public Records: **5,687,748**



Fast Facts and Figures

Active Listings

Represents the properties currently available for sale in the system, regardless of when they were entered into the system.

- Active Listings: **73,976**
 - Residential: **55,456**
 - Lot/Land: **14,174**
 - Commercial: **3,467**
 - Multi-Family: **879**

Sold Listings

- Sales YTD (2011): **39,563**
- Sales Volume YTD (2011): **\$12,257,941,377**
- Daily Sales Volume Average YTD (2011): **\$80,117,264**
- Sales (2010): **108,037**
- Sales Volume (2010): **\$35,432,359,095**
- Daily Sales Volume Average (2010): **\$97,074,956**
- Sales Total Since Jan 96*: **2,024,470**
- Sales Volume Total Since Jan 96*: **\$575,111,462,844**

Listings

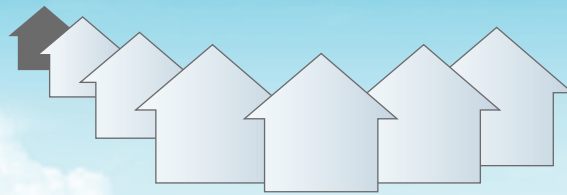
Represents the number of properties for sale entered into the system for the time period indicated, regardless of their status (Active, Sold, etc.).

- Total Listings YTD (2011): **89,442**
- Total Listings Volume YTD (2011): **\$44,308,210,071**
- Daily Total Listings Volume Average YTD (2011): **\$289,596,144**
- Total Listings (2010): **219,076**
- Total Listings Volume (2010): **\$78,714,144,832**
- Daily Total Listings Volume Average (2010): **\$215,655,191**
- Total Listings Since Jan 96*: **3,431,265**
- Total Listings Volume Since Jan 96*: **\$1,130,478,927,710**

***Figures represent sales since MRIS® inception in January of 1996**

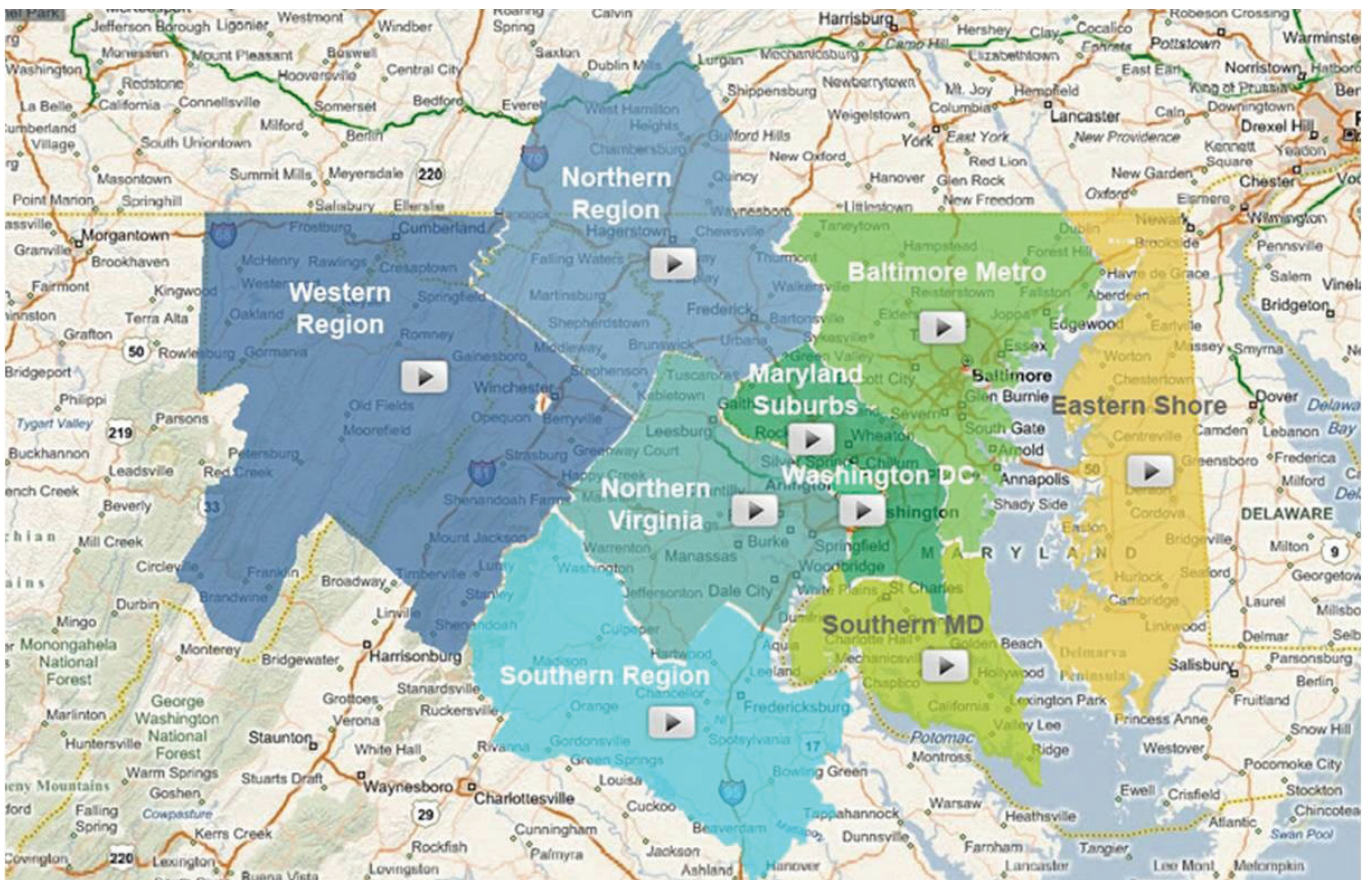
All figures current as of June 2, 2011.

To find current numbers as of today, visit <http://www.mris.com/about-mris/vital-statistics>.



Fast Facts and Figures

MRIS Regional REAL ESTATE Boards and Associations





MRIS Core Products and Services

MRIS MLS System



Fax to email, no extra costs, no hassle.

MRIS | Fax

MRISFax allows you to convert faxes to emails. Send faxes from anywhere with this simple and efficient service, free for MRIS customers.

Simplified Syndication. Effective Advertising.

MRIS | ListHub

ListHub is a listing syndication and reporting tool for real estate agents to market and track their listings online.

Qualify Buyers. Prepare Estimates. Fast.

MRIS | WebSettlement Xpress

WebSettlement Xpress, a web-based financial application, enables real estate professionals to quickly qualify buyers and prepare tailored, understandable estimated settlement sheets for both buyers and sellers.

Less Paper. More Organization.

MRIS | Document Management

MRIS Document Management is a user-friendly tool that allows real estate professionals to manage, organize and access documents associated with listings, online 24/7. You can use Document Management to move transaction documentation out of your filing cabinets and off your laptop, saving real and virtual space!



MRIS Core Products and Services

Premium Products

Only MRIS offers our customers this suite of products designed to help them stand out online to connect faster and close more sales.



ActiveAgent and ActiveAgent Professional make creating a personalized agent website as simple as filling in the formatted templates. A simple but effective solution to enhance a web presence.

The Power of MLS Search.



Bridge is an easy and effective plug-and-play product that enriches a broker's website with MLS search functionality, lead generation, automated email alerts and more.

Xactsite Xtraordinary Impact. Xtreme Effectiveness.



Helps real estate professionals take their websites from functional to extraordinary. With Xactsite, agents can attract new clients and capture prospects. The highly configurable, feature-rich XactSite suite seamlessly integrates high-impact style with a powerful IDX (Internet Data Exchange).

realPing: More Clients. Faster Answers. Better Business.



realPing is a consumer-focused communication tool that puts real estate professionals in immediate contact with potential clients.

Relay Makes Transactions Painless, Sale after Sale.



relay® is a secure transaction management system(TMS), that streamlines the workflow and collaboration process between agents and their clients throughout the entire real estate transaction, from listing through closing.