2019 New Features

CONSTANTLY EVOLVING

DISRUPT, IMPROVE, EVOLVE.

Delta Media Group never stops searching for ways to help brokers and agents get ahead in the real estate industry. We are a real estate partner that offers limitless opportunities and is focused on technology, support and training to accelerate each agents success.

Delta Media Group is continuously evolving their platform. It is home to some of the industry's most advanced tools and technologies, specifically designed to benefit brokers, agents and their clients.

DELTA®
MEDIA GROUP

deltamediagroup.com | 866-233-9833 | info@deltagroup.com

JANUARY 2019 FEATURES

Jan 2 Agents now have the ability to create 'pre-listing announcements' in DeltaNet® that will notify company wide customers of a potential listing about to hit the market.

This creates a special type of pocket-listing in the system that will be available for 30 days with the intention of the actual MLS listing to be entered soon.

Agents can search for potential customers in a similar fashion to searching for properties. The difference is that instead of listings, a customer count is returned

Agents then have the ability to set the filtering score so that more of the criteria matching will create a more targeted customer list

Once they have their customer list, they can fill in listing details in a similar fashion to entering a pocket listing. At the end of that process the customer list will be sent an announcement email. The email references the actual agent that person is working with and encourages them to contact that agent to setup a showing.

Agents that have had customers notified will get an email giving them a heads up that their customers may contact them

The link in the agent email takes them to a read only view of the pocket listing info. They also can view all pre-announced listings by using 'Pre-Announced Listings' link under listings on the left navigation in DeltaNet®.

Part of this new system includes the reverse parsing of home finder settings in order to create a geographic bounding box to increase customer accuracy.

For example, this home finder was created looking in the York, PA area. A basic square was created around this search area to quickly and easily include this customer when the property's position is in the general geographic area. This level of accuracy will help gather customers for future reverse search features as well.

Jan 3 Similar to how admins can select **"log into admin side"** when they log into the DeltaNet®, there is now an option for team leaders to log into the team site when they log into their account. The setting is located under **Website - Privileges** on the agent side of the DeltaNet®.

When the agent logs in, Delta Media Group® still logs them into their account first and then redirects to the team account just like when they click on **Go To Team Site** on the side nav. This will give them the ability to bounce back and forth between their account and the team account.

Please note the help text under the team login option since we can only go to one location.

Jan 3 A new section has been added to the second step of the customer creation wizard on the agent side of the DeltaNet®, found under **Customers > Customer Center > Add Customer.** The new section is titled **'Add to My Customer For Life Campaign (MCFL)'**. The section contains a set of radio buttons labeled **'Add to MCFL,'** with **'No'** selected by default.

If **'Yes'** is selected and the form is submitted, the customer being created will be placed into the agents MCFL campaign.

There was already a setting in the DeltaNet® that allowed users to simply add all new customers to their MCFL campaign on creation.

If this setting is enabled, the new section will display a notice that says **"Note: You have your MCFL Campaign set up to add all new customers. This customer will be automatically added to your MCFL Campaign."**

Jan 3 Delta Media Group has given the companies the ability to set the default interval for new saved searches. The setting is in the companies global preferences. It basically sets the default of the interval drop down to what is selected.

We have updated the add property search on the customer overview page in the DeltaNet® to reflect this. In the DeltaNet® Delta Media Group updated the add new customer modal to use this default. We have also updated the soft offers on the public side of the sites. The “Instant” option is only available if the company is on SEO.

Jan 4 Delta Media Group has added a settings modal to the ecard interface. There is currently only one setting and that gives the agent the ability to select a default/favorite logo. When they select a logo from the settings modal that logo will be used when creating a new ecard.

Jan 7 A new button has been added under **Admin > Marketing > Listing Reports**. The button sits next to the pre-existing **‘Copy to Clipboard’** button and it reads as **‘Print Listing Report’.**

After generating any listing report, clicking this new button will open the page in print view using a CSS print media query.

Jan 8 A new open house setting has been introduced in the Facebook Connector. On the agent side, under **Facebook > Post Tools**, there is a new checkbox under the toggle for **‘Posts for open houses’**. This checkbox displays as **‘Post open houses for my listings, even if I am not the hosting agent’.**

The box is unchecked by default, and open houses will continue to post only to the hosting agents page as they always have. If the box is checked and the settings for the Facebook Connector are saved, new open houses will always post to the hosting agents Facebook page as well as the listing agents Facebook page, even if they are co-listing that property.

This was left off by default because many agents have their open house Facebook post templates customized to refer to themselves as the open house hosting agent. For example, it would not make sense for a listing agent to say “come and see me at my open house” if they will not be attending the open house at all. Agents should take this into consideration when they decide to turn this on, and ensure that their own customized templates will make sense when posted in this fashion.

An adjustment was also made to one of the company level post templates to ensure that messages make sense in all possible scenarios where this setting would be turned on.

Jan 8 The Admin edit listings page has been updated with the new bulk photo uploader. It works exactly like the agent side does. We also added the download buttons for the photos on the admin side.

Jan 8 The Seller Report includes a section of comparable recently sold listing. We previously searched the past three years for comparable listings, which sometimes resulted in old and irrelevant results. To address this, we have implemented a new date slider on the Seller Report creation wizard that allows agents to specify, in days, how far back to search for recently sold listings. This gives agents the ability to keep their reports more relevant.

To begin using this feature for pre-existing Seller Reports, simply modify an existing report and it will automatically take effect next time your report goes out.

Jan 9 The quick search autocompleter now includes markets from solds. We have reworked the query and is a bit quicker now with including sold markets. This does not include sold addresses or sold MLSid searches.

Jan 14 The calendar system has been updated to support deleting multiple events at once. Agents will be presented with a confirmation modal when they click on Delete Selected Events.

Jan 14 You can now sort open houses by open house date on the search. When selecting **“Only open houses”** two options will be available in the sort by drop down.

NEW FEATURES | 2019

Jan 14 The pre-existing **'Name This Market Watch'** field that was present in the **'By Area'** and '**By Boundary'** market watch types has been added to the **'By Market'** and **'By Radius'** market watch types as well.

If a custom title is entered for the market watch, the title will now be used in the subject line of the customers resulting market watch emails. If a user calls a market watch **"Test"**, it will appear in the email subject line as **"Test Market Watch Report."**

The agent side form under **Listings > Market Watches** has been updated as well and now no longer includes a **'Title'** field above the **'Interval'** field. This was removed in order to avoid redundancy and confusion since the two fields had the same function.

Jan 15 Delta Media Group has added a meta description tag to all the agents on the modular platform where there was no meta description provided.

"Visit {{Agent/TeamTitle}}'s {{Agent/TeamLabel}} profile on {{CompanyName}}. {{Agent/TeamTitle}} works out of the {{Agent/TeamOffice}} office and can be contacted at {{Agent/TeamCell}}."

example:
<meta name="description" content="Visit Team SBrown Dot Net's team profile on Delta Media Group Test Site. Team SBrown Dot Net works out of the Test Office office and can be contacted at 3304930350 ext. 213.">

Jan 15 Delta Media Group has added two more **"last activity"** options to the widget **"viewed homefinder"** and **"viewed marketwatch"**. They are sortable like the other activities.

Jan 15 **Team MLS IDs pulled automatically.** Previously team owners had to manually enter the MLS IDs of all members of their team. This was error prone, time consuming, and easy to get out of sync when members joined or left the team. With these changes, all team members are automatically included in all team-related functions (listings, Facebook posts, etc).

What if I am currently specifying my team member's MLS IDs?
Do I need to delete them?
No, but you're welcome to. Specifying them is redundant and doesn't affect anything.

Can we get rid of the team MLS ID interface?
We could, but we don't want to prevent teams from including MLS IDs for agents outside of their teams if so desired.

Jan 16 Delta Media Group has added an expiration date to market watches. If it is expired the cron job will set the status of the market watch to 0, skip it, and go on to the next.

Jan 16 A new market watch interval has been added. It can be seen in the Frequency dropdown as **'semiannually'**. When using this setting, Market Watch's will send once every six months.

Jan 17 Delta Media Group has added full state boundaries to the boundaries tool on the map.

Jan 18 Delta Media Group has added ecards to the customer history widget.

Jan 21 Root admins now has the option to prevent agents from setting their primary domain and redirects. This helps the company control which domain the agent's site will show on because typically MLS data are only allowed to show on the company's base domain. So agents that want to use vanity domains may result in a separate feed and fees depending on the MLS.

The setting is under **Admin - Preferences - Globals and the Agent Access** section

Admins will have to authenticate as the agent to set their primary and/or redirects.

Agents can still submit new domains or remove any existing redirects.

Jan 22 The Facebook Posting Tool now supports Coming Soon Listings. These function the same as all other types of posts.

Jan 22 Delta Media Group has added home types to the search form.

Jan 25 Across DeltaNet®, agents can see the Request Source for their leads. This field has historically provided questionable value for several reasons, mainly because it often had a very vague value of 'Company Website' or 'Agent Website'. While those values can help you determine which site a lead came from, they don't provide much value in determining what action was taken to generate the lead.

Our new changes have broken the Request Source field into two separate concepts: **Request Platform** and **Request Source**. The new Request Platform captures where the lead was generated (Company Website, Company Mobile Website, Agent Website, etc) and the Request Source now captures what action generated the lead (Active Listing Subscription, Showing Request, etc).

Where will I see these changes?
The new Request Source values will show up in all the same places as before. The new Request Platform values will show up in the following reports so that you can dig into where and how leads are being generated:
1. Leads -> Processed Leads -> Export these results to a CSV
2. Leads -> Reports -> Agent Lead Detail Report -> Export CSV
3. Leads -> Reports -> Public Request Source Report

Why do some Request Platforms show as 'Platform Unavailable'?
You may see this for two reasons. Firstly, we cannot retroactively populate Request Platform data for pre-existing leads, so you will likely see this value for many of your old leads. Secondly, you may see this intermittently as we roll out this feature and work to support all newly created leads.

I relied on the old Request Source values for my reporting! Will this change affect me?
Unfortunately, it likely will. Moving forward, you will see far fewer Request Sources with values like 'Company Website', but you should see many new Request Sources that provide more insight. If you really need the old Request Source information, you will likely find what you're looking for in the new Request Platform field.

Jan 30 There is now a modal option for the require registration option for listing details.

Located at Agent Side DN -> Customers -> Lead Generation

Jan 30 There is a new save listings modal for unregistered users on the search results. If you click the heart on a listing a save listing modal will popup if you are not logged into a portfolio account.

FEBRUARY 2019 FEATURES

Feb 11 Delta Media Group has added the office and status filters to the Company Roster tab for agents. Previously the filters were only available on the admin Users tab

Feb 13 All agents that have never selected a template for seller reports will now default to template 3.

Feb 13 Delta Media Group has added the ability for the Digital Marketing Department to add a "post office market" in their proggies tool.

The embedded links from that page also accounts for the "post office market".

Feb 13 Agents can now track their Market Watch and Homefinder emails from the DeltaNet®! This interface works in a very similar manner to the previous email tracking interfaces throughout the platform.

This interface can be viewed in a few different ways. Firstly, Market Watch and Homefinder emails can be tracked on a per customer basis from the Customer Overview page. Head to **Customers > Customer List** and click on **Actions > View Profile** for any customer. From here (the Customer Overview page), scroll down to the **'History'** section. Select either **'My Homefinder Emails'** or **'Market Watch Emails'** from the dropdown. Once one of these is selected, a new button will appear in the top right of the **'History'** section that reads as **"View History Details."**

Upon clicking this button, you will be greeted with a new **"Market Watch/Homefinder History Details"** modal.

Market Watches without a title entered will appear as **"N/A"** with a dynamically generated title to the right in parentheses.

There is also an interface to track Market Watch and Homefinder emails sent to all customers at once. (Currently agent side only) On the agent side of the DeltaNet®, the **'Email Opt Out Report'** tab under Customers has been changed to be an overall **'Email Reports'** tab instead. Here, you agents can find the old Email Opt Out Report as well as the Market Watch and Homefinder email tracking interfaces for all of an agents customers.

These sections are also all collapsable.

The **'Email Reports'** tab will be coming to the admin side of the DeltaNet® as well within the next couple of days so that admins can track Market Watch and Homefinder emails sent out by an entire company in one centralized location.

Feb 14 The process of creating ecards/flyers has been updated to be moved out of a modal and into a 2 column live-preview experience.

All of the existing functionality and features remain, just with this new layout agents will more easily see an updated preview in real time.

Feb 15 Delta Media Group has added open houses to seller reports. They are enabled globally by default, but can be disabled by the agent.

Feb 15 The Customers > Email Reports tab is now available on the admin side of the DeltaNet®. Admin users that navigate to this page will find the Market Watch and Homefinder tracking interfaces containing emails sent out by the entire company.

Feb 15 The agent digest email is starting to run. Email contains call to action with direct links to: Newest Leads, Customer Loggin, People You Should Follow Up With, Email Results and more.

Feb 18 Delta Media Group has pushed live Centralized Showing System stats to the seller reports.

Also, the time data we received from the centralized showing system are in UTC time. We have added a new dropdown to the leads prefs page called **"Time Zone Identifier".** Currently only the seller report process uses this identifier. So EST or EDT is 'America/New_York', and php will convert the times to the correct times even if it is DST or not. This new drop down should replace the two inputs below it in the lead preferences form.

Feb 20 A new pre-defined page type has been created for agent sites. This new page type behaves exactly like the old **"My Pending Listings"** page, except it will only show up in the site navigation menus when the agent has pending listings. This is similar to our offerings for other types of pages (Free Reports, My Listings, Sold Listings, etc).

Q&A
I already have a "My Pending Listings" page on my agent site. Will this be updated automatically?
No. You need to update your page within DeltaNet® to begin using the new page.

Where do I update this setting?
Once logged into DeltaNet®, visit **Website->Pages**. Select your page and navigate to the Pre-Defined tab on the right. Choose **"My Pending Listings** (only shows when you have pending listings)" from the Pre-Defined Page Link dropdown.

Feb 20 A new company listing preference has just launched that will allow a company to build a collection of FeaturedHome short codes. When used in the site, it will produce a JSON array of results that can be customized in look/feel by design.

In addition to the existing featured listing filters, companies can also search for specific listings and choose exactly which image to use using a new autocomplete.

Feb 21 You can now send attachments in the Gmail interface when sending an email. However, you can not save attachments to a draft. Delta Media Group® is also pulling in the gmail signatures. You can add your gmail signature using a drop down in the html editor.

Feb 22 Currently, when an agent accepts a broadcast lead, they can leave the lead unprocessed and come back to it later to process unless the company has auto rebroadcast turned on.

The feature Delta Media Group has added allows the admin to “force” the agent accepting the lead to process it right away after accepting the lead. The setting is located under **Admin - Leads - Lead Settings** and there is a checkbox under the AUTO ASSIGN SETTINGS. This will default to off so the system behavior doesn’t change from how it currently works.

After the agent clicks the link from the lead notification email, they will be presented with the Accept and Decline option that they are used to. However, if that forced processing is on, there is an additional notice at the top telling them that they must process the lead after accepting.

Clicking Accept will bring up another pop up as another reminder that they must process the lead on the next screen or risk losing it.

After clicking OK, they will be taken to the lead processing screen.

At this point, the agent needs to process the lead. If they navigate away from the page (ie: click another link on the side nav), the lead acceptance will be changed to declined and another agent can come in and accept and process the lead. “Navigating” away includes closing the browser window and letting the DeltaNet® time out. The syslog will also indicate that the system changed the accept to decline so the admin can see that is why the agent no longer has the lead.

If Agent 1 accepts the lead and is currently sitting on the processing page, any other agent that comes in to try and accept the lead will be presented with a message saying that another agent is currently in the middle of accepting the lead.

In order to prevent “button smashing”, the Accept button will be disabled for 10 seconds before it becomes clickable again after every click. So as long as Agent 1 is still waiting to process, the other agents will continue to get the try again message after every click.

Once Agent 1 processes the lead then all the other agents that are the currently trying or will try later, will then reach the existing **“the lead has been taken”** message.

Feb 25 Delta Media Group has added **county** to the autocompleter examples. This will take into account if a company has a custom county label. The examples box now includes post office and school data for examples if they were not excluded (most of these values are excluded by default). Also, the subdivision label was always in lower case, and is now capitalized.

Feb 25 The Agent HTTPS product has been pushed live. This allows agents to purchase a secure certificate enabling HTTPS for their Primary personal domain.

Requirements:

1) Agent must have a personal domain that they purchased from a registrar and setup in the DeltaNet®
2) DNS for this domain must be hosted by Delta Media Group®, Inc.
3) The domain must be set to Primary

The price for the agents is $19.99/year. We will auto-bill the agent annually each year to keep the certificate active.

To purchase go to **'Website->Domains'**. Notice the green Add SSL. If the above requirements are not fulfilled, this button will not be available.

Upon clicking the agent will be presented with a form to collect credit card information. This form is secure and hosted by our credit card processing company.

After submitting they will be presented with a success (or failure) screen, and sent an email confirmation. Support will be getting copy on failure as well. The agent's certificate will be provisioned in 24 to 48 hours.

Feb 25 Companies now have the ability to define custom boundaries from within DeltaNet®. Any boundaries created this way are discoverable from the owning company's customer facing sites via quick search or by manually adding the boundary from the map view. Once a custom boundary is added to your search, only listings physically located within the boundary will appear in the results. This will enable companies to more accurately define and share the neighborhoods, districts, and regions that their local customers care about most.

Custom boundaries can be created by admin accounts at **Preferences > Custom Boundaries:**

You can create new boundaries, or edit/delete previously created boundaries:

Q&A:

After I define a custom boundary, what do I have to do to make it discoverable?

Nothing! Custom boundaries are immediately available from your public website. They show up in quick searches and in the boundary dropdown on the map page:

I see that I can create regions, districts, and neighborhoods. What are the differences between each of these?

There currently aren't any technical difference between each of these boundary types, but there may be implications in the future. In general, regions are intended to be large areas that span multiple counties or cities (North East Ohio). Neighborhoods are the smallest type and should be used to define the popular subdivisions, communities, etc in your market. Districts are the most ambiguous type and can be used to define the popular subsections of your area (The Flats, East Side, Arts District, etc).

What if I want to delete a boundary that customers have saved searches against?

Not a problem. Things like pre-existing saved searches should not be affected. Those customers will continue to receive results based on the shape of the boundary when it was deleted.

Can I define a boundary that encompasses multiple separate areas?

Yes. A single custom boundary can be comprised of multiple, separate areas by drawing multiple polygons.

Will my custom boundaries be accessible from other companies' websites? Can I use boundaries defined by other companies?

No. All boundaries are currently company-specific and cannot be shared.

Feb 26 A new section has been added to the Agent Overview page called **Third Party GUID/ID**. The purpose is to expose what we have already stored for a few of our Realogy clients. The data would typically not be used on the public side. Instead a typical use would be in data feeds to the third party so they can match up our user data to their user data by matching on the entered GUID in the system.

For some of the Realogy companies, we have a feed of listing data that we send to Realogy. As part of that feed process, we get a file from Realogy that has the Realogy GUID and the process is automatically filling that in for the agents. Otherwise the data for the fields are all manually entered.

If the customer has 3 fields in the system and one of the fields is being populated by an automated script, we can expose just the other 2 fields and leave the automated one hidden so agents aren't altering the value.

Feb 26 We now provide support for parsed lead autoresponders at the company and agent level. Separate autoresponders can be defined for each possible parsed lead source to ensure that customers are getting targeted and relevant responses. These autoresponders behave the same as all other autoresponders:

1. Autoresponders can be defined at the agent and company level. If an autoresponder is set at multiple levels, they will be prioritized in the following order: **Agent > Company** (Agent will take precedence over Company)
2. The emails sent by these autoresponders are HTML formatted and support HTML tags
3. A small set of code tags are supported so that you can dynamically insert things like customer name and your agent site URL

These can be accessed from a new tab at **Preferences > Email Messages** (just 'Messages' for admins):

Q&A:
Are these autoresponders enabled by default?
No. These will not start going out until you define and enable them.

Are there any default message templates for these autoresponders?
No. Due to the varied nature of parsed leads, we have not defined any default messages.

How do I begin sending these autoresponder emails?
All you have to do is define a subject and body for your autoresponder and ensure that it is not disabled. If you set this value at the company level, all agents of your company will automatically pick up this change and start autoresponding.

My company enabled these autoresponders, but I don't want them. How do I do disable them as an agent?
On each parsed lead autoresponder that you want to disable, check the 'Disable Notifications' box and select 'Update'.

I defined an autoresponder as an agent, but now I want to use my company-defined autoresponder. How do I do that?
Any active autoresponder that does not define a subject or body will be ignored. In other words, ensure that your agent autoresponder is enabled but remove the subject and body values.

Feb 27 The Tech Tuesday's Live playlist is now available on the agent side of the DeltaNet under **Support > Support Home.** The playlist is displayed just under the **Support Request form.**

Feb 27 A few changes have been made to the Subscribers page at **Marketing > Blog > Subscribers**.

Previously, the subscriptions page would display a single 'Existing Subscribers' table. This table seemed a bit confusing since it included both current subscribers as well as anyone who had at one point been subscribed to the blog, even if they were currently unsubscribed.

Now, two separate tables will be displayed. One table is titled **'Current Subscribers',** and it will hold all customers that are currently subscribed to the blog. The other table is titled **'Unsubscribed',** and it will contain any customers who have at one point been subscribed to the blog, but have been and currently are unsubscribed, as well as the date that they were unsubscribed from the blog.

In addition, a column was added in the **'Current Subscribers'** table that is labeled as **'Unsubscribe'.** This column contains a checkbox for each customer, much like what was present in the 'Customer Groups' table above. There is also a new button that says **'Unsubscribe Customers'.** Clicking this button will unsubscribe any customers that were selected from the blog.

Since customers who have been unsubscribed cannot be re-subscribed from the agent/company side, the customer will need to manually login in order to re-subscribe. A message has been included under the new 'Unsubscribe Customers' button that reads as "Once a customer is unsubscribed, only the customer can choose to re-subscribe to your blog.

Feb 28 Delta Media Group has added default statuses to the quick search on the admin and agent sides of the DeltaNet. This setting will be used if no statues were selected or are set in the quick search form.

Feb 28 Support has been added to the market watch interface for Multi-family. The chart generator was also updated to start generating and storing charts for multi-family.

Mar 1 The property search in DeltaNet® has been updated to allow agents the ability to include/exclude MLSs in their searching.

By default all will be included, then as the **'Include this MLS in search.'** Checkbox is unchecked, the search will update removing that MLS's results.

This only applies to **'Listings->Property Search'** and not customer home finder searches.

Mar 4 You can now add multiple addresses per customer from the customer profile widget.

Mar 7 Company admins now have the ability in customer list to mark selected public users for deletion.

Besides the forcing of typing the word 'DELETE', the button will prompt 2 times before setting up the delete job. This should ensure that a user really really really wants to remove the selected customers. The deletion is not immediate, but rather scheduled for 3 days from today.

If the admin realized they made a mistake, this 3 day buffer will allow them to come back to customer list, edit the customer by clicking on 'actions' and setting their status back to active.

Users marked for deletion are displayed with a strikethrough to indicate they are marked. If they accidently mark 1000+ customers for deletion, they can call us and we can remove the scheduled job from the list.

In addition to this, a new notification group has been added to the admin notification system. This allows companies to have a group of people to be notified when a deletion actually happens. The email simply provided the admin id and the number of users that were deleted.

Mar 8 A new setting has been added to the agent side of the DeltaNet® under **Website > Modular Theme Editor**. In the 'Homepage Content' box, agents will find a new setting: **'Featured Listings Title'**. By default, this is set to be 'Featured Homes'.

Changing this setting will update the header displayed above the Featured Listings section of an agents homepage. For example, you could change this setting to 'Featured Listings' rather than 'Featured Homes'.

Mar 11 Company level Facebook templates have added support for 3 new placeholders **agent_first_name, agent_last_name, agent_full_name** when dealing with listing posts.

Also, when editing templates there is now a short list of possible variable placeholders that are recognized within the template. This list changes based on what template the agent/admin is working with.

Mar 11 A new checkbox is added for agents creating a new prospect report in the customer center detail view that will also create a radius market watch connected to the AVM.

By connecting the AVM to the Market Watch in this process the market watch will contain the estimated value of the property when it is sent.

Mar 12 The saved properties widget in the DeltaNet® is evolving to identify the association between that property and customer. Historically this list was simply a customer's favorite properties. We are now making this area support buying and selling associations as well as transaction details.

By moving transactions into this area a customer can be associated to multiple transactions (bought in 2012, now selling in 2019).

Mar 13 A new seller widget has launched on the **my account dashboard**. The information will summarize performance for saved listings marked as 'selling' by the agent.

Some of the information is an overlap as to what is currently in the seller report, but a few additional items make this unique.

First, a zoomable/scrollable timeline of events for the listing show things like when it was listed, each open house, if there were status or price changes. Second, it will provide details of marketing efforts and the date they happened. Shows ecard and Facebook connector activity. Soon Ad Wizard and Open House Connector stats will be integrated as well.

Mar 18 Delta Media Group has added a new agent roster setting on the agent overview page. Hide or show on the office roster on the public side.

NEW FEATURES | 2019

Mar 19 Upgraded agents will begin receiving an email encouraging them to use the tools in the DeltaNet® to help sell their newest listing. Each link takes them to the appropriate area in DeltaNet® with listing information provided.

As we add new tools new blocks will be added to help keep agents aware of all the new ways we are helping them.

Mar 20 Sent, Opened, and ClickThru metrics for all eCards have been implemented into the Ecards and Flyers History overview modal above the history table **(Found under Customers > eCards and Flyers on the Agent side of the DeltaNet)**. The overview modal has also been updated so that the history table will now utilize DataTables for pagination, searching, and sorting, and a **'To'** field has been added to show the recipient of each eCard.

An 'Actions' dropdown button has been added to the table to contain the previous functionality of sharing and resending/reprinting eCards and Flyers, as well as viewing the detailed history for a specific eCard.

The functionality for sharing eCards and Flyers has been updated to display the Share links in a second modal, rather than in an additional hidden row. When a user clicks on 'Share' from the Actions dropdown, they will be met with a popup.

Finally, the detailed eCard History table for specific Ecards has been changed to use DataTables for pagination, searching, and sorting as well.
To find this table, click on **'History Details'** under the Actions dropdown (Note: History Details are not available for printed Flyers).

Mar 21 User anniversary has been added to the Agent Roster Report

Mar 21 The system will now notify the appropriate people when an agent unregisters from an event if the event has notifications turned on.

Mar 21 We have a new notification email that can go out to customers that lets them know about changes to listings they have saved. The list will include status and price changes as well as upcoming open house information. These will be sent once per day, looking at previous day changes.

We'll be building a setting to allow you to enable/disable it as you want.

Mar 21 Companies and agents now have the ability to opt out of the recent system notifications like agent digest and new listing tips.

Companies can turn system notifications on/off system wide under **Preferences-> Globals.**

When this company setting is on agent's can choose to opt out of individual notifications under a new **"System Notifications"** area on the overview page.

Finally, the user engagement report has been updated for admins to see which notifications users have opted to receive.

Mar 22 You can now create recurring DeltaNet® events at **Admin > News > Events.** The event creation interface is the same as before, but you'll notice a new **'Repeat'** section where you can specify the recurrence rules for your series.

After creating a recurring event, the series will show up in your list of events. From here you can either edit the series as a whole, or an individual occurrence of the series.

Each occurrence of your series will be immediately visible to agents at **Home > Events** and behaves like any normal event.

Q&A

How do I remove one occurrence of my series?
Choose the occurrence you'd like to remove and near the bottom you can set the Status to **'Remove'**. Doing so will remove the occurrence for you and your agents.

How do I customize the day or time of one of my occurrences?
Choose the occurrence you'd like to customize and make your changes. Any changes will be reflected for you and your agents.

What happens if I edit the series' day, time, or recurrence?
Any edits to the series that affect the day or time will result in all attendees of all occurrences being unregistered. Any customized occurrences will remain as they were.

If I edit the series, will it update any customized occurrences?
No. Once you customize an occurrence, it is essentially treated as its own event. Any further modifications to the series will not be reflected on customized events.

Why can't I see all future occurrences of my series?
We only display 6 months worth of events for each series to you and your agents. We do this to prevent confusion caused by events far in the future.

Will my agents know that they're registering for a recurring event?
No. Besides having the same title, location, etc., agents will not know they are registering for a recurring event.

How do I view and contact attendees of my series?
Registration is performed at the occurrence-level. That means attendees will have to register for each occurrence of your series. To view and contact attendees of an occurrence, you will have to pull up the occurrence in question and interact with the **'Attendees'** button at the bottom of the page.

Mar 22 Delta Media Group has added the ability for agents to bulk delete bounced customers. In the graph options under **Customers>'Email Reports'** you can access the **'bounce list'** for any campaign. There is a **'Delete'** column with checkboxes. Clicking the **'Delete'** header toggles all the checkboxes, or agents can select specific customers, and then they can delete them by clicking the **'Delete Customers'** button and then confirming that action in a popup.

Mar 22 Agent -> Customers -> Email Blasts - The video on this page has been updated.

NEW FEATURES | 2019

Mar 22 The ability for team members/leaders to delegate a lead to the team account has been added.

Mar 27 Delta Media Group has added the ability for admins to export Lead Performance Reports into a csv file. You can find this under **'Lead Performance Report' in Leads>Tools** on the Admin side.

Mar 27 The saved property widget recently got support for transaction data for pipeline manager. This lets a customer have X number of transactions grouped by selling vs buying.

This feature has been updated to support filtering in the saved property widget, as well as adding a new transaction type to identify it as a residence or investment transaction.

Mar 29 Delta Media Group has added a new setting to the blogs.

If checked, it will show the articles names under each month for the current year instead of the article count.

Apr 1 The Add Customer process has been simplified down from 55 total possible form field inputs to 4 basic fields and 8 advanced fields. This will help agents quickly add customers without overwhelming them with form data. The additional steps in this process were creating todos, home finders, etc which are accessible when working with a specific customer.

So, now the agent can choose to Save & View Profile to continue filling out the customer, or "Save & Close" to return to the customer center and continue using the DeltaNet

Apr 2 Delta Media Group has added a new print option on the market watch preview modal. There was also a new print template created.

Apr 2 To continue the streamlining of working with customer data, the customer profile view has been updated to make viewing common details easier.

1. The customer name is now a larger font at the top of the panel.

2. Status, Group membership, and possible labels show next

3. Fields and sections now only appear if they actually contain data. Previously a 'Not Available' showed in the line.

Next, the edit customer modal has been reworked to consolidate and organize some of the less common editable fields while brining most commonly used fields front and center. Users can use a combination of the 'More' buttons and panels to make detailed edits.

Finally, if a user makes a change and attempts to click the X or Close buttons without saving, a prompt will be shown giving them the option to save their changes.

Apr 3 Delta Media Group has added the option for MCFL articles to be given Division and Season filters. When creating a new MCFL article, you can now select if you want that article to be for specific Divisions or specific Seasons.

To go along with this, two new globals have been added for companies under **'Preferences'>'Globals'**. If an article is set for a specific division that a company doesn't cover, then it can use the first setting to not include it. And for seasons, companies can choose which season to exclude articles from. Not having any division or season set for an article will cause it to appear for every company. This affects the MCFL campaign emails that are sent as well the MCFL blog where these articles are displayed.

Apr 3 Delta Media Group has added the ability to add custom images to certain ecard templates. This new custom image feature will be added to new ecards.

Apr 3 A new feature has launched for listing details that provides the ability to send a txt message to your cell phone for a link back to a specific listing.

If the listing is one of the company's listings, the listing agent will be notified that someone has done this.

Apr 3 Delta Media Group added a print button to the Market Watches interface on the agent side of the Deltanet.

Apr 5 Delta Media Group has added the ability for Admins to enable auto processing of leads for individual agents when the company settings are set to require processing (default system settings).

The setting is located on the **Agent - Leads -** Settings page in the Admin Control Settings section.

The syslog message was also updated to indicate that the lead was auto processed per "agent settings" instead of "company settings".

Apr 5 A new button has been added to the Queued Email interface (located under the Customers section) so that the agent can mass delete queued emails. Previously they were only allowed to delete one message at a time (feature still in place).

Clicking the button will show a confirmation pop up and indicate the number of emails that will be deleted.

Apr 5 Delta Media Group has changed the email blast TO, CC, and BCC input boxes to be ajax autocompleters.

Apr 8 Agents using Email Blasts, Mail Merge, and eCards now have the option to select 'virtual groups' of users. These system groups will allow agents to easily reach out to customers based on preset criteria, defined by Delta Media Group.

Functionally they operate identical to groups created by the agent, but they have been given a color to help identify them easily in the interface.

Apr 10 Delta Media Group has added a keywords (tags) field to the csv customer import options. Multiple keywords can be entered but they have to be separated with a | for example: **test keyword 1|key2|333**

Apr 12 The saved properties widget for agents continues to evolve. Agents can now mark a saved property as a listing they have shown to that customer. Along with this, the widget now has a drop down to filter saved properties by the type of association (favorite, shown listings, bought, and sold)

The widget now also supports editing a saved property and introduces to the agent the ability to write notes. Notes were already available to customers in their portal, but now the agent & customer can use this space to collaborate about a specific listing.

Apr 16 The long anticipated Open House Connector™ has finally launched for iOS only. The Android app is still in development.

Download from app store: https://itunes.apple.com/us/app/open-house-connector/id1448524646?ls=1&mt=8

View more information at: https://www.deltamediagroup.com/open-houseconnector/

Watch how to video and a starting guide at: https://www.deltamediagroup.com/openhouseconnector/getting-started.html

Apr 18 Delta Media Group has added a **'Contact Form Thank You URL'** field to the form options in custom pages, for both the company site and agent sites.

When a custom page form is successfully submitted, if a thank you page has been defined then the customer will be redirected to that URL.

Apr 23 Delta Media Group has added the ability for agents to add 'Predefined' Market Watches to their customers. The predefined market watches are those that are created for agents under the **'Listings'>'Market Watches'** tab. An **'Add to Customers'** column has been added to that table, with a **'+Add'** button. Clicking it, will open up a modal with a multi select dropdown field, where agents can select all the customers they want that Market Watch to be created for.

Predefined Market Watches can also be added to customers when creating a new market watch for a customer. This is from the modal that you get by clicking the **'Add a Market Watch'** in the customer information screen. You are given a table with all your predefined Market Watches that you can filter by title or area/market name.

Once a predefined Market Watch has been added to a customer (or multiple customers) it will behave like a regular Market Watch. Changing your predefined market watch will have no affect on the customer's one.

Apr 26 Delta Media Group has made a minor change to the process of editing a market watch. When editing a market watch now, the modal will open the form for the market type that you selected. A **'Change Type'** button has been added to facilitate a type change option. Everything else works the same.

MAY FEATURES

May 2 Delta Media Group has added the ability to make ecards that may have multiple listings. Currently there is only one template that has multiple listings and that is template 110. You can not customize the data for active listings in a mutli-listing ecard. You can only select active listings and reorder them on the ecard.

May 3 Email campaign To-dos can now be set to recurring with the same options that are available in the to-dos in the customer overview page. This includes daily, weekly, monthly and yearly, with some additional options available for each of them.

May 10 Users now have the ability to add information for family members for customers. This can be done on the customer overview page using the **'Edit Profile'** modal where there is a new section for Family Information.

The **'Add Another Family Member'** button adds a new **'Family Member Information'** modal where user can input information. The little red minus button is available to delete new member modals before they get added, while for existing ones there is a **'Delete'** checkbox in the form. Also, the **'Wedding Anniversary'** field is only available if the family member relation is set to **'Spouse'**.

To go along with this, there are 4 new ecard categories which can also be used with the ecard automation system, and there are a few templates for each of these categories which you can check out in the eCards & Flyers section. The new category automations will work just like they do for the other ones, when the day criteria is met, an ecard will be sent to the customer for that specific occasion.

May 15 The agent digest and new listing tips system notifications now support company defined subject line and custom message.

These customizations are defined under **Admin -> Preferences -> Messages.** System Notifications is towards the bottom of the page.

May 15 A change was pushed live that implemented support for editing the Market Watches created under **Listings > Market Watches**. Previously on this page, the user had to completely delete and recreate a Market Watch if a change needed to be made. Now, making a change to an existing Market Watch is just as simple as it is from the Customer Overview page.

The **'Remove'** column now reads as **'Edit / Remove'** and contains a new 'Edit' button.

Clicking this button will open the same edit modal found on the Customer Overview page when editing a Market Watch.

May 16 Delta Media Group has made a few more changes to the customer family information section and the ecards. The additional email **'Spouse'** option has been removed and a new CC checkbox has been added to the Family Member Spouse section that if checked will CC the spouse's email on all emails that are sent out.

Also, a new option has been added to the Birthday Automated Ecards to include spouses. If checked, it will send a direct email to the spouse for their birthday. The difference between this and the 'Spouse Birthday' automated ecard is that the 'Spouse Birthday' ecards are designed to go to the customer, while this new option will make it so that the spouse will get the ecard directly.

May 20 A new global config variable has been added with the ability to show all of an agents offices on their **'Contact Me'** page, rather than only their primary office. With this turned on, the page will display all active, non-virtual offices that the agent is included in.

The pre-existing **"CustomOfficeNameOnAgentContact"** global variable will only apply to the primary office whether the new setting is turned on or not.

Note that this is a configuration variable that Delta Medis Group has to change.

May 23 Delta Media Group has made a slight change to sold listing Facebook posts. If the agent was the buyer's agent or co-agent the post will start with **"[SOLD AS BUYER'S AGENT]"**.

May 23 Delta Media Group has made an addition to the facebook manual post interface. You can access this section by going into the agent side of the DeltaNet, **Facebook>Post Tools**, and then clicking the **'Create a Manual Post'** button in the top right.

For regular custom posts: You can now add multiple photos to your posts. You can do this by clicking the **'Add Images'** button, which opens up Moxie Manager, and the selecting all the photos you want to include. Included photos can be removed by just clicking on them.

In here, you can also manually post queued post, or posts that have a frequency of **'manual post'**. For these posts you can now change the default image that appears as the link. If the image is changed, a new button appears that allows you to revert the image to the default one. For certain post types (mcfl articles for example), the default photo is blank. This is because we use the og:image tag on the article page as the link image, but this can also be overridden if you use a custom image for the link.

May 28 AMP support has been implemented for company blog articles in Delta Media Group's system. Any company blog posts that are on modular SEO sites will contain a hidden link to an AMP version of the article in the header HTML of the page. You can also access the AMP version of the articles by simply adding "?amp=1" onto the end of the URL while viewing an article.

While these pages will remain hidden from the majority of our users, they should help to improve placement in

Google search results for any AMP supported company articles since Google favors AMP pages in its search results.

An example blog post: https://www.coldwellbankerbain.com:8144/blog/2019/04/08/coolest-summer-camps-for-redmond-kids

The AMP version of this post: https://www.coldwellbankerbain.com:8144/blog/2019/04/08/coolest-summer-camps-for-redmond-kids?amp=1

There is also a 'Related Articles' section below the AMP article. It will display links to AMP articles of the same category first, followed by the most recent articles outside of that category.

May 28 Market landing pages now support boundary data as a type of market. This includes the 270,000 system level boundaries introduced last year as well as a companies custom boundaries introduced earlier this year.

The creation process experience is the same. The proggies tool will select 'boundary' when a market is chosen in the autocompleter Market Name.

The end user will have the same experience with the addition of showing the boundary drawn on a new map widget.   Each existing widget has been updated to support queries tied to the actual shape of the boundary.

May 29 Delta Media Group has added a table to the **'Listings I've Shown'** tab that features the agent's listings that were shown by other agents.

When viewing the listing, the notes section will now also show which agents showed the listing and on which date.

May 29 A **'Closed Events in the Last 30 Days'** section has been added to **Agent > Home > Events**, and the pre-existing table is now titled **'Current Open Events'.** This table will now no longer have closed events out in front of upcoming ones. In addition, the layout of tables on this page is now much more consistent with the admin 'Events' page.

May 30 **Email Blasts & Customer Center** -> Email Customers have been updated to automatically link youtube.com videos using the video's frame capture from Youtube.

When an agent clicks on the media icon when composing a message in the DeltaNet and pastes a youtube.com url we will insert that videos image from Youtube into the message that is then linked back to the original video. This allows agents to easily share their videos via email with their customer base.

May 30 Bootstrap Notify notifications have been globally implemented in the DeltaNet and a few pages have been converted over to the new notification style.

The converted pages are as follows:
- **Agent > Customers > Customer Center**
- **Agent > Customers > Customer Center > Customer Information**
- **Agent > Listings > Market Watches**

The new notifications will stay with the user as they scroll or continue to use the current page so that they are sure to see the error or confirmation message. All but error notifications will automatically fade after about five seconds.

May 31 A new Customer Labels interface was pushed out for all companies and agents on our platform.

The admin interface can be found under **Preferences > Globals, under the new 'Pipeline Manager'** dropdown. Contained here are all of the company defined labels that will appear in the pipeline while using Pipeline Manager. Admins can add labels to the pipeline, change their pipeline display order, as well as edit any existing labels.

The agent interface can be found under **Leads > Settings under the new 'Edit Leads/Customer Labels'** dropdown and will show all of the labels that the agent can assign to customers, including all of the company pipeline labels as well as their own personal labels. Agents can create, edit, and change the display order of their own personal labels, but the company defined pipeline labels are locked and cannot be changed by the agent.

While editing a label, the admin or agent will be able to change the title and color of the label, complete with a preview.

Once the admin or agent is finished editing labels, they must click the **'Save Preferences'** button in order to save their changes. Otherwise, their edits will not take effect.

Jun 4 Two new Campaign **'Send Types'** are now available in the agent and admin Campaigns & Action Plans system. To use these new types, navigate to **Customers > Campaigns & Action Plans** on the agent or admin side of the DeltaNet®. Navigate to a campaign and click the **'New Email / Action'** button. From here, click on either **'New Email'** or **'New Action'**.

Here, you will find the new Send Types.

The **'Birthday'** Send Type will send an email or create an action on a campaign customer's birthday. If there is no birthday entered for the customer, the email or action will never be created.

The **'Purchase Anniversary'** Send Type will send an email or create an action on a campaign customer's most recent purchase date. If no purchase date is found, the email or action will never be created.

Jun 4 Delta Media Group has added two new globals for companies. They allow a company to select the default value for the CC for their agents for market watch and saved search emails. They are located in their respected dropdown on the admin side, under **Preferences > Globals**. If either of these is set, and an agent has not saved their preferences, then the agent will be CC'ed on that respective email, however, if an agent does have saved settings, then those will be used.

Jun 5 Delta Meda Group has added the ability for ecards to have selectable agents. This works just like how the selectable listings was implemented. It only is implemented in template 170.

Jun 5 Ad Wizard has been updated so that agent's now have the ability to set preferences. This page will continue to evolve as we get feedback and the system matures. Agents can control if their listing based ads shows a lead capture popup.

Once set, any listing ad using Ad Wizard's generated url will show this small form when coming from a third party ad.

Leads from this form will be marked as an Ad Wizard Lead source in the system.

Jun 5 **Pipeline Manager has officially launched!** Companies now have the option to enable Pipeline Manager on their own schedule. To enable it admins can go to **Preferences -> Globals -> Pipeline Manager.** In this screen they have the ability to turn it on, which will replace the agent's welcome screen. Also admins can define their own pipeline stages. By default the platform stages will be used. The order, color, and label will be shared across the company with no agent customization. This sets up the ability to report on these stages at a company level.

Jun 6 Delta Media Group has added two options to the **'Global Settings'** for Reviews. These are only accessible from the admin side, **Marketing>Reviews**. If the radio button is set to on, all the managers of every office that agent is a part of will receive the email. As for the field, it is an autocompleter with all company users available.

Also, we have added an exclude users field to these settings. The primary purpose for this would be to exclude specific office managers.

June 6 The customer engagement view in Customer List has been updated to assist with an agent's workflow.

The engagement score now includes points for phone calls by the agent. When notes are marked as a phone call summarizing the call that activity will increase the engagement score.

The engagement score column can now be filtered to quickly focus on a subset of users by opening their profiles and take action.

Next the Last Touched, Phone, and Email columns have been added to the view and export that lets agents print off this list and use it outside of the Delta-Net®

Finally, the engagement scoring system has been rearranged to be usable in both the customer list as well as the customer profile page. Having the engagement score in the profile will help agents quickly determine the level of contact with the customer.

June 7 The 'Mortgage Link' interface under **Agent > Website > Listing Display** has received a visual and functional overhaul. Now, users can enter a **'Link Address'** and a **'Link Title',** just as they could before, and in addition users will be able to enter a **'Mortgage Caption'** as well as a Mortgage Logo using the **'Upload New Logo'** field.

Mortgage logos must be image files that are less than 60k in size for them to properly submit. To make this behavior clear to the user, notifications have been added to this page to inform the user if the submitted image is invalid and cannot be saved. The page will also notify them when the settings are correctly saved.

The information here will build the Listing Detail Page mortgage banner as before, but the banners appearance has received a visual overhaul as well to compliment the new content that can be added to the section.

The **'Mortgage Link'** interface was also added to the admin side of the DeltaNet. It can be found under the pre-existing **Preferences > Mortgage** page located above the old **'Mortgage Rates'** interface. Notifications have been added to this page as well.

The **'Mortgage Link'** settings specified on the admin side will appear on all company site Listing Detail pages, while the Mortgage Link settings specified on the agent side will appear on all Listing Detail pages for that agent's website only. If there are no Mortgage Link settings specified for the agent, the company settings will take over and the company Mortgage Banner will appear on the agent's site instead.

The agent level Mortgage Link interface can still be disabled from the admin side under **Preferences > Globals > Agent Access.**

Jun 7 Delta Media Group has added the ability in ecards to send print flyers as attachments.

Jun 10 The notes system inside of customer center has been updated to support HTML formatting via TinyMCE.

Jun 11 Delta Media Group has added the ability for an agent, office, or company to set an interval of when their posts should be deleted after they were posted to Facebook. Each post type now has a **"Delete Posts After"** where you set the number of minutes, hours, days, weeks, months, quarters, or years. Attached are some screen shots of the interface for the **"new listings"** post type, and all the post types have that option now. Setting it to zero will disable deleting of the posts automatically.

Any post before 2019-01-11 will not have a post id so those posts can not be deleted.

Jun 12 The **{{FeaturedHome}}** shortcode has been updated to support editing an existing code. Previously a user had to remove the existing shortcode and create a new one to make a change. With this update if the user selects the shortcode and clicks on **'Featured Listing- Advanced'** in the TinyMCE toolbar the popup window will parse and populate form field values ready for editing.

Jun 12 The report in the Ad Wizard has had a summary bar added that provides an overall performance snapshot of how ads in the selected date range performed. In addition to this the ability to export the report containing each ad's individual stats is also available.

Jun 13 Delta Media Group has added back the "Welcome Email" to the **'Add Customer'** modal. We have added a checkbox to the modal which, when checked, will send the **'Welcome Email'**, defined under **Preferences**, to the new customer.

Jun 17 The Property Search has been enabled for admins and also upgraded with 3 new search criteria and integrated with the eBlast system for both agents and admins.

First, properties can now be searched on date listed, price change, and associated office(s). These are in addition to the existing filters and MLS specific options already available.

Next, the listings in the results have been integrated with eBlasts. If the user chooses to email the results they have the option to remove specific listings from the email by clicking the customize results. This enables a remove button on each listing. The listings that are currently on the screen are the listings that will be used when the user clicks on **'Email these results'**

Those listings will pass through a template that will be rendered and sent to the eblast system as the message body. From here agents can further customize the message and target their customers/groups like always. At the bottom of the email is a **'View All'** link that contains the search criteria so if the user clicks back to the site the search results will already be filtered. If they prefer to use this message in a system like MailChimp they can click **"Tools->Source Code"** to copy and paste the HTML into the message of that platform.

Jun 18 A few significant changes have been made to the way that company and system level campaigns work in the DeltaNet®:

1) The status defined on the admin side for a Campaign will now take precedent on the agent side as well. This means that if an admin enables or disables a company or system level campaign, that change will be reflected on the agent side as well for all agents using that campaign.

2) Company and system level campaigns can no longer be disabled by the agent if they are currently enabled by the company.

3) Company or system level campaigns that are disabled by the admin will no longer be visible on the agent side.

For example, if the admin side has three campaigns set up, but all but one are disabled…

The agent side will appear with only that one enabled campaign by default, and they will not be able to disable the campaign themselves since they are not the "owner" of the campaign.

Jun 19 Agents now have the ability to rotate their reviews (testimonials) on their homepage. The setting is located in the reviews settings tab in the Deltanet®.

Jun 19 Delta Media Group has added the ability for companies to define Custom Fields for their agents. They can do this by going to **'Preferences' > 'Custom Agent Fields'** on the admin side. On that screen, they can create new Custom Fields, or they can modify their existing ones. The active ones appear first, then there is the button to add new fields, and below that are the inactive fields.

All of the active Custom Fields will appear on the **'Website' > 'Overviews'** page in a new box (located under the **'Agent Bio'** box), and agents can input values for each of the available Custom Fields. If an agent has a value for a field that goes inactive, we will continue to store that value.

All of the active custom fields can also be selected when creating a report from **'Users' > 'Agent Roster'** on the Admin side.

Jun 19 The customer overview History widget has been updated and all sent marketing emails will now display text that reads as **"Opened: [date and time]"** if the email has been opened by the receiving customer.

Jun 20 The notification button that was introduced in **admin -> users** screen has been renamed to **'Edit'** and expanded to provide a quick edit of basic agent information without the need to authenticate as the agent.

The MLS area will only show MLS inputs for existing data. This will help keep edits quick and focused without having to scroll past empty inputs for non-used MLSs by the agent.

Full add/edit/delete ability is still available by authenticating.

Jun 20 The property search now has two rental categories **Rental - Residential** and **Rental - Commercial.** Both new categories have their own property types which rentals did not have before. This change also removes the For Lease check box under the commercial category. For Lease should still work in a link, but should convert to the new category Rental - Commercial.

Jun 24 The reassignment process has had a small update to allow an admin to auto-process the lead after reassignment. This will prevent the automatic re-broadcast of the lead in the case of the admin specifically wants the selected agent to remain the assigned agent.

Jun 25 A new miscellaneous section has been added at the bottom of the **Open House Connector 'Settings'** tab.

The new setting, titled **'Guest Summary Report'** controls a new email report that will be sent out to agents that use Open House Connector. It is enabled by default.

While enabled, agents using Open House Connector will receive an email containing all of their open house guests from open houses that took place the day before, including names and email addresses. This email will be sent out every day at 8:00 AM EST.

Jun 26 Delta Media Group has added a couple of settings for team and agent blogs.

For team blogs it is now possible to include articles from agent blogs have a shared scope set.

For agents there is a new checkbox to include all shared team articles. To accommodate these new settings, the scope dropdown is now available for agent and team articles, while before it was set to private by default.

Jun 26 The alternate photo widget on **Website-> Overview** for agents has been updated to support multiple file uploads at once via Plupload.

Previously this area only allowed 1 at a time image uploads.

We still support a dedicated title and description for each photo by clicking on the photo once it is uploaded. The save process now refreshes the area of the screen instead of putting you back to the top of the page.

Jun 27 Delta Media Group has added the ability for agents to select campaigns on Custom Pages, Pre-Defined Pages, and Market Landing Pages. When these campaigns are selected and a public user is logged in that public user will get added automatically to the campaigns that were selected. This however does not work for External link pages as these are mostly just links in the users navigation and goes directly to the sites the agent entered.

Jun 27 A new **'Company Listing Filters'** dropdown box is now available to use above the Company Listings table under **Admin > Listings > Listings**. It currently contains two dropdowns: **'Location'** and **'Property Details'**.

Under **'Location',** the following filters are currently available:
- State
- City
- Subdivision
- Zip

Under **'Property Details'**, the following filters can be found:
- MLS Source
- Virtual Tour
(moved from its previous location)
- Listing Agent
- Co-listing Agent

The resulting table itself can still be searched and sorted to drill down to even more specific result sets.

Jun 28 The property search in DeltaNet® has been updated to support boundary search areas. This change impacts both creating saved searches for a customer as well as general property search found under the Listings section

When a user selects the boundary option they will have the choice of boundary types. Then the second choice fills in results based on the area covered by the current map view, just like on the public search.

After the user clicks **'next'** the search is performed and results are returned.

Jul 2 **The Admin > Users page** has received a significant overhaul and will be merging with the **Admin > Agent Roster page.**

Changes:

- A proper search dropdown form has been implemented containing all of the pre-existing search criteria from the **Admin > Agent Roster page.**

- A columns dropdown is available in this dropdown form, which will allow users to select any columns they wish to see for users in the resulting table.

- The resulting table will dynamically update as users change any part of the form, including the selected columns.

- A 'View Full Report' button, as well as an 'Export Report' button have been added to the search form in the top right corner of the dropdown box. They will take the current results of the dynamic DataTable and open or export them in the same manner as the Agent Roster page.

View Full Report Page:

- All of the pre-existing buttons have been collapsed into a new 'Actions' dropdown, which will appear as the rightmost column of the DataTable at all times.

All of the functionality of the Agent Roster page should now be available for use on the Users page, and as such, the Agent Roster page will soon be retired.

A message has been added to the top of the Agent Roster page to let users know that the two pages are merging.

Jul 2 Delta Media Group has added the ability for users to define a **'Facebook Share Image'** for their custom pages. A button has been added to the form, which opens up moxie manager and allows users to select an image. If an image is selected for the page, then an og:image tag is included in the page meta data. This image is then used when sharing the page as the preview.

Jul 3 The new **'Company Listing Filters'** tool under **Admin > Listings > Listings** has been updated and now features an 'Offices' dropdown. This dropdown will contain any offices that the user has admin privileges for, and will allow a user to filter their Listings down to a one specific office, or to a specific set of offices.

Any office without a proper MLS ID will be listed with the text **"[Office MLS ID Not Found]".** Offices like this will only return matching pocket listings when selected, since there is no office MLS ID available to match with listings from the MLS.

It's also important to note that if an admin does not have privileges to more than one office, the **'Offices'** dropdown will simply be hidden altogether.

Jul 3 The Prospect Report Options available when creating or editing Prospect Reports on the Customer Overview page have been updated to allow users to override the address, as well as the number of beds and baths received from Zillow for that property.

This will allow users to change any outdated or incorrect information received from Zillow if they know that something isn't right.

A quick change was also made to the Prospect Reports themselves to display both full and partial baths, since the partial baths were previously missing from the report.

Jul 5 Delta Media Group has added a new setting to the listing display page that allows agents to include listings from the team they are a part of in both their

'Featured Listings' section and on their **'My Listings'** page. This is located on the **'Website' > 'Listing Display'** page on the agent side.

Jul 5 Delta Media Group has added a new setting to the listing display page that allows agents to include listings from the team they are a part of in both their **'Featured Listings'** section and on their **'My Listings'** page. This is located on the **'Website' > 'Listing Display'** page on the agent side.

Jul 8 A new **'Copy URL'** button has been added alongside the other social share buttons under **Agent > Listings > Market Watches**. When clicked, the URL of the Market Watch will be automatically copied to the user's clipboard so that they can easily share the Market Watch on platforms outside of the selection currently available in the share column.

Jul 8 The **'Closed Events in the Past 30 Days'** tables in the DeltaNet under **Admin > News > Events and Agent > Home > Events** have received some significant changes, listed below:

- The tables will now display all of the companies closed events, rather than only closed events from the past 30 days.

- The tables have been renamed from **'Closed Events in the Past 30 Days'** to simply **'Closed Events'.**

- A dedicated **'Date'** and **'Time'** search has been added to the table above the entry count selector (any events with the entered time between its start and end times will appear in the results set).

- All of the previously available buttons and dropdowns on the admin table have been collapsed into one central dropdown.

This should help admins to easily keep track of their events year over year.

Jul 9 Campaigns have been updated to allow agents to automatically add leads to campaigns based on the lead's initial request source.

Once a campaign has a list of request sources customers with that source will be automatically included in the campaign processing.

Jul 9 There is now a pre announcement listing option for the facebook posting tool. It defaults to delete the posts after 30 days. Also the link goes to the contact page with it filling out the message about the pre-announced listings, because there are no detail links on the public side for pre-announced listings.

Jul 10 The data gathered when a request is made has been updated to also include the original domain the lead came from. New efforts are in place for capturing this information and storing it during the session.

This new information will allow admins to see what third party sites are driving conversions and provide better ROI

Jul 11 Delta Media Group has updated the agent market watches system. Office admins can now select an office to post as. When selecting an office to post as it replaces the agent info in the market watch with office info.

Jul 11 The admin side **'Current Open Events'** table under **Admin > News > Events** has been updated to display all upcoming occurrences of a series in the table alongside other upcoming events. This will allow admins to see which event occurrences have registered attendees at a glance.

We also condensed all of the available actions in the table into singular dropdowns in order to clean up the interface a bit, as well as to match the new version of the **'Closed Events'** table below.

Jul 11 The Open House **'Survey Results'** modal has been updated under **Agent > Listings > Open House Connector.** Delta Media Group has listed the new features below:

- Two results "views" are now available, and can be seen by switching between the new tabs under the open house details in the modal.

- The first (default) view is the original view that everyone using Open House Connector is used to, now called 'Question Overview'.

- The new view available to users is called 'Guest Overview', and will display a list of all of the guests that logged their information for that open house.

- Clicking the dropdown button for any open house guests in the new tab view will display all of the questions that the guest answered, along with their answer to that question.

- If the user has the automatic guest import disabled, the unimported guest indicators now extend to the new 'Guest Overview' tab in the 'Survey Results' modal. The guest dropdowns will also include an 'Import Guest' button that will import only that specific guest as a DeltaNet customer. This will allow users to choose which guests to import from their open house sessions, rather than forcing them to import all of the guests.

Note: If Auto Import is active, the 'unimported guest' indicators and individual 'Import Guest' buttons will not be available to use

Jul 12 Delta Media Group has added Open House Connector stats to the user engagement report **(Admin > Reports > User Engagement)**. At the top it will show a percentage of users that have connected to Open House Connector, while the user breakdown table has a checkbox for that specific user. The export also shows a percentage for the office/company, while for the users it's a Yes/No field.

Jul 19 Delta Media Group has added the ability for admins to disable agent edits to testimonials (reviews). When this is set to disallow, all testimonials submitted will be auto approved. On the agent side of the Deltanet the action buttons on the right of the tables are no longer there, and the green add new review button is gone. There is also a warning at the top of the page telling the agent that they do not have permission to edit reviews. However if you are authenticated as an agent you can edit all reviews.

Jul 22 Ad Wizard Listing based ads have been updated to support either a radius based or zip code based target audience.

This will allow agents with destination style listings to target audiences in markets people are coming from.

Jul 22 A new setting has been added under **Agent > Marketing > Reviews > Settings** called **'Show Team Member Zillow Reviews'**. The setting is only available when logged in or authenticated as a Team Account. As you will see, some of the settings here have been grouped together to better show their relation.

When set to **'Yes',** the Team Reviews page will display up to 10 Zillow Reviews for each Team Member (Team Members must have their own Zillow Reviews section set up with their **'Zillow Screen Name'** entered and **'Show Zillow Reviews'** set to **'Yes'** for any of their reviews to be pulled from Zillow).

The Zillow Reviews functionality is available on either Team Reviews template, List Template & Summary Template.

- When using this template, the average rating will be calculated using the agents Zillow Reviews, rather than their DMG reviews, if possible. This is done to avoid displaying agents with 0 out of 5 DMG stars when there are Zillow Reviews found but no DMG Reviews found in our system.

Jul 29 The Campaigns & Action Plans email message area has been updated to integrate with the eBlast System's templates.

When composing a campaign email the eBlast templates can be found by selecting **'Insert->Template'** in TinyMCE. The modal that appears will contain a list of eBlast template titles to select from. Once selected a preview of that template loads. The user can click "OK" to have that template inserted into the campaign message body for any further customizations.

Aug 1 Delta Media Group has updated all the home finder templates to mustache template files. There is now a new dmg\template\Template class that can be used and is currently being utilized in the home finder cron.

We also added a new template and that is template 5. Agents can now select this template in the responders interface.

Aug 5 All of the ecard editable fields besides photos now have an inline editor. Also, all of the hovers have been changed to outlines, and they don't mess with the layout when hovering over an editable field.

Aug 5 Companies and agents on the Delta-Net® platform now have access to the full Domain Editor. The agent domain editor can be found under **Website > Domains**. Any domains that are owned by the agent will display a **'Manage DNS'** button next to the pre-existing **'Delete Domain'** button.

The admin domain editor can be accessed from **Admin > Preferences >**

Domain Settings. The **'Manage DNS'** button will be disabled when the page loads, and will only be enabled once the user selects a domain from the dropdown.

The **'Manage DNS'** button will always be available upon choosing a domain from the dropdown, but the Settings box will only be available upon choosing a Company Domain from the dropdown.

Upon clicking the **'Manage DNS'** button, the user will be taken to the DMG Domain Editor.

Some records cannot be changed by DeltaNet® users, and can only be altered by us here at Delta Media Group. Records like this will appear with a locked symbol where the records actions would normally appear. Records that can be changed by the user will appear with an **'Edit'** button, and a **'Delete'** button under the Actions column.

Aug 7 Admins now have the ability to add offices to agent dashboard categories. If an Admin selects some offices that category will show for only the offices selected.

Aug 8 New features just went live for Open House Connector™. Firstly, an admin side Open House Connector™ tab was just implemented into the DeltaNet®. It is currently only visible to root admins, and it will allow for companies to configure their questions and preferences. It can be found under **Listings > Open House Connector™** on the admin side of the DeltaNet®.

The question editor has also been implemented into the agent side of the DeltaNet® Open House Connector™ interface. By default, agents will have full access to all of the interfaces features, including adding, editing, and deleting questions, in addition to the pre-existing functionality of ordering and toggling the questions in their surveys.

However, admins can disable custom agent questions, which will disable most of the new features here. Agents will be unable to add, edit, or delete questions, but will retain the ability to toggle and order the questions that they do have access to, which will be defined by their company.

In addition, admins can disable agent survey customization altogether, which will reduce the agent side question editor to a list of their pre-defined questions. They will no longer be able to sort or toggle questions, and everything will be determined by the company.

Users can preview, add, edit, or delete questions. However, users can only preview the questions that they do not own.

(Note: Default Delta Media Group questions can be completely disabled using the Company Setting in the admin Open House Connector™ interface)

Aug 8 The agent system notifications have been updated to support agent defined address (or addresses) to send the notification to.

The addresses in this field will take priority over the default agent public email address. If this remains empty, the public email address will continue to be used.

Aug 14 Admins can now add seller reports from the admin listings tab. Click on the seller reports link in the list, a modal will pop up showing all the seller reports like before with a new add seller report button at the top.

This will open up the seller report setup wizard. The report will get attached to the listing agent, and whatever public user they add.

Aug 16 Several changes have been made to the admin side **Users > Offices page.** These changes are listed below:

- The table format has been completely reworked and all action buttons have been placed into an Actions dropdown.

- If no display name is found, the standard office name will be shown in the display name field.

- The address field has been altered and will now format correctly.

- A ‘Disable Office’ modal has been implemented to warn users about the permanence of this action.

- Disabling offices will no longer refresh the page, and will instead automatically update the page to make the user experience a bit more seamless.

Aug 22 The Admin Listings page under **Admin > Listings > Listings** has relieved the Admin Users page treatment.

The listings table is now completely customizable, as columns can be dynamically added or removed from the table, and two additional new columns not previously available in the Listings table are now available to use: **Property Status** and **Listing Office**

A dropdown filter has also been added under the Property Details dropdown that will allow companies to filter down to a specific Property Status.

In addition, much of the table itself has been reworked, and 2 pre-existing columns have been collapsed into an Actions dropdown.

Finally, users can now view the full result set by clicking on the **‘Full Listings Report’** button, which will open a new tab and begin to load all of the Company Listings. They can also export this report to a CSV format.

Aug 23 The MCFL Article Print availability has gone live. The link is **‘MCFL Articles’** and is available on the agent side in the DeltaNet under the **Customers tab.** The first screen when accessing the link is a data-table which contains all of the MCFL articles.

The gear box in the table header pops up a modal that allows agents to save **‘Default Settings’.** The default settings are used to fill the Agent options in the template, which currently are a header and text in the header and the company logo style in the footer.

For each article there are currently two options. **‘Generate PDF’** creates the PDF with the agent’s default settings, while **‘View Preview’** opens up the template as a preview and allows the agents to make some edits right there and see how it would look like in real time (the data get filled with the agent's defaults at the start). The editor here is the same inline editor that is used for the ecards and the logo options are also the same as the ecard logo options.

At the bottom of that preview page there is a slider that allows the agent to save the new data as their defaults which gets triggered when the agent clicks the **'Generate PDF'** to create the custom PDF.

Aug 27 Delta Media Group has added options to the System Notifications located under Globals on the Company Side. Now, companies can specify what types of notifications will get sent out to agents.

Sep 4 The agent and admin resources pages now feature a nesting system for the list of internal pages. In addition, the content section has been made scrollable to prevent overflow and formatting problems.

Also, when editing an internal resource page on the admin side of the Delta-Net, a new checkbox is available.

When **"Restrict Page to admins only"** is checked, the page will no longer be visible from the agent side Agent Resources page.

Sep 6 An estimated performance box has been folded into the creation process of Ad Wizard. These numbers are calculated based off of the type of ad being created and the number of days selected to run. As the agent adjusts the date range on this step the numbers will be updated in real time.

Sep 6 A company site version of the **'Recently Sold Properties'** page has gone live for all companies. The page will display up to 30 of the most recent sold properties for the company, along with a map view of their locations. It can be found on any company site by navigating to the following address: **{COMPANY_DOMAIN}/listings/solds**

Sep 9 The pages system **'Redirect URL'** field has been enhanced to provide an easy way to use campaign URLs with UTM tracking.

The **'Build Campaign URL'** button will open the campaign url builder in a modal to walk an agent through the steps of creating the UTM URL. When complete they can click the **'Insert Redirect'** button to insert that url into the redirect field.

Now the agent can advertise and share shorter URLs like http://dhall.dmgdemo.com/monthly-features and still have the UTM tracking benefits.

Sep 10 Office admins have been given access to office level Facebook settings, limited to their office. Previously they would have had to work with a root admin to get to these settings.

Sep 10 Delta Media Group has added the ability to add office blogs. The admin interface for blogs has changed slightly. There is now a drop down to select the office. If you are an office admin only the offices you are in will show in the drop down. If you are a root admin the drop down contains all offices plus the default option of **"company blogs"**.

Sep 10 Delta Media Group has added a responder to the blog subscription form. This responder sends if the customer subscribes to a blog and they previously did not have portfolio account.

Sep 11 The Facebook Connector has had its new listings additional filters completely overhauled to support additional filters for all listing type posts. Each section can support its own criteria. To access these filters agents can simply click the **'Open Filter Settings'** in that section to bring up the filter in a modal.

The existing new listings filters have been migrated to the new format.

Sep 11 A time field has been added to every to-do form on the DeltaNet®, along with a new 'All-Day' checkbox, which is automatically checked when the to-do is created by default, while also allowing you to specify a specific time range if you so desire.

If the all-day checkbox is unchecked but the time fields are left blank, they will autofill to 8:00 AM and 5:00 PM, respectively.

Sep 12 Delta Media Group has made multiple changes to the campaigns, especially on the admin side, based on a users privilege level.

Display wise, office admins will now be able to only see campaigns that are created for their office(s), and if they are not a member of any office then they will not be allowed to make any changes or see any campaigns.

First change is that a user with a lower privilege than the 'creation user' cannot see or edit a campaign on the admin side (they can still use it on the agent side), this means that if a root admin creates a new campaign, then no office admins can edit that campaign.

Second, we have added a 'Privilege Restriction' dropdown which allows the creator to select which privileges can use the campaign. For example, if Office User is selected, only office user privilege users and above can use the campaign on the agent side. Also, a user can only limit to privileges that are the same or lower than his, meaning, an office admin cannot limit a campaign to root admins.

Lastly, there is now an office limitation. Office admins can select only offices that they are a member of, while root admins can select any offices. If no office is selected, the functionality is a bit different. For office admins, we will automatically select all available offices, however, for root admins, no office will be selected, making the campaign available to all existing and any new offices.

On the agent side, the new restrictions have been put in place.

Sep 12 Agent photos now fully support transparent PNGs. The upload photo experience has not changed for the agents.

Sep 12 Agent custom fields now supports default values. When an admin enters a value into this field that value will be copied into a newly created user's custom field responses automatically.

The user can use the Custom Fields section of **Website -> Overview** to customize the value.

Sep 17 A new setting has been added under **Admin > Preferences > Search**. Under the Default Results View Type dropdown is a new checkbox, labeled as **'Always use this view type when performing a quick search.'** When this setting is active, the previous results view will not be saved or taken into account during the next quick search.

Sep 18 Quite a few additional columns have been added to the Admin Listings table on the **Admin > Listings > Listings page**. The following columns are now available for use in this table:

- Area
- Custom ID
- City
- State
- Zip Code
- Subdivision
- Furnished
- Living Square Feet
- Total Square Feet
- Bedrooms
- Bathrooms
- Year Built
- Water Front
- Listing Date
- Expiration Date

A **'Save Table Layout'** button has also been added to the **Admin > Users > Users** and the **Admin > Listings > Listings** pages. When clicked, it will update the default Admin Users/Listings Table layout for that user. From that point on, the table will display the saved columns by default each time the user visits the page.

Sep 19 Companies now have the option to have variations of listing descriptions based on their own needs. In an upcoming addition to Ad Wizard, a company needed to have 3 new description fields that supported different lengths. Their dedicated copy writers will then write custom copy based on the MLS comments that are optimized for that specific length. This can be found under **Admin->Listings**.

This portion has been built so that we can define any number of inputs needed for a company and will be able to easily pull them out and use them in specific locations. If a company does not have any input definitions their experience remains unchanged.

Sep 20 One more column has been added to the Company Listings table found on the **Admin > Listings > Listings page: 'Upcoming Open Houses'**

This column will display any and all upcoming Open House dates for properties found in the table.

Sep 24 Companies can now define the minimum & maximum price used in searches. This differs from the existing default minimum & maximum fields in that they will not allow a search to be performed with a value smaller or larger than their setting. The default values will populate the search with their value when the customer has not provided another value.

Sep 25 A new team setting has just launched that will allow a team member's photo to show when the listing belongs to that team member and the visitor is on a team site. Also this will route leads generated from this detail directly to that team member instead of the team site. When the listing is not a team member's listing the functionality remains unchanged.

Sep 25 Delta Media Gropu has added the ability for agents to define the go:image for market watches created under **Listings > Market Watches.** If no image is selected the current default will still be used. There were some templates that did not have a default so that has been added to go along with this change. The ability to define the image is available when creating or editing a market watch and is also available for all market watch types. The image selector is moxie manager. This does not affect any existing market watches.

Sep 25 The company 'Recently Sold Properties' page has been updated to include a count of the total number of sold properties for the company over the past year, as well as pagination allowing users to page through all of those listings. Previously, the page was limited to the 30 most recently sold listings for the company.

Sep 27 Delta Media Group has added the ability for agents to opt customers out of specific campaigns. See screen shots.

There is also a link in the emails where the customer can opt themselves out of the specific campaign. It is located at the bottom of the email with the global opt out link.

Sep 27 Admins can setup emails in campaigns that will disable the agent from editing the text, but will allow the agent to select a custom gallery photo.

In the Admin interface they can enable the new setting at the bottom of the email form, and select a default photo from a drop down box.

In the Agent interface everything in the form is disabled except for the drop down to select a gallery photo.

Sep 27 Delta Media Group has added a new option to the available actions for MCFL Articles in the DN that allows agents to create a manual facebook post. This is available on the agent side **Customers > MCFL Articles > Actions > Facebook Post.** Upon clicking this the agent gets taken to the manual posting page, in a new tab, where the form is pre-filled with some of the article data. The agent can change the image and add text before posting.

Sep 30 An update has gone live for the Delta-Net Customer Center that will allow for users to see which phone numbers are on the Company or National Do Not Call Lists at a glance.

A new action button has also been added next to phone numbers: A **"ban"** symbol, or a circle with a strike through, can now be found after the other available actions.

When this button is clicked, a new modal will open asking users if they want to add that phone number to their company's Do Not Call List.

If they decide to continue, the page will be updated and the phone number will be hidden.

The company needs to have the Do Not Call system turned on. If the system is off, the functionality will remain the same as before.

Oct 7 Delta Media Group has added a button to the admin side of MCFL where an admin can download a CSV file. The CSV file contains the agents name and MCFL status, frequency and total customer count.

Oct 7 The New Customer modal has been updated and now matches the contents of the Edit Customer modal. Now, users can fill in fields when creating customers that previously were only available from the Customer Overview page. Many visual adjustments were also made to the modal, and it should be easier for users to tell when the system is processing a request, or when a request has succeeded/failed on the page.

Oct 9 The agent domains page found at **Agent > Website > Domains** has received a bit of a visual overhaul. The table is now responsive, sortable, and searchable, making it easier to use.

Oct 15 Delta Media Group has added agent filters to the property search in the DeltaNet. The search is located under **Listings > Property Search**, on both agent and admin side. On the agent side, under the **'Filter Options"** tab there is now a **'My Listings'** checkbox, that, when checked, will show only the agent's listings.

On the admin side, under the **'Company Options'** tab, there is an agents input field. This is an autocomplete, multi select field, that will filter the listings by the agents selected.

Oct 15 Delta Media Group added a setting that allows agents to control how far back we go to pull in listings for their solds page. The setting can be found under **Website > Listing Display > Sold Listings** (bottom of the page), and valid values are 'No Limit' and anything between 1 and 10 years.

Oct 18 Delta Media Group has added some new filters to the Customer List table for both admins and agents. There is now a new 'Viewed' tab available in the header with multiple options available under it (see included screenshots). These new options allow filtering by the properties the customers have viewed.

Oct 18 Some changes have been made to the **'Active Customers with No Assigned Agent**' lead report found under **Admin > Leads > Reports**.

- The customer name is now clickable, opening the customers profile.
- An 'Actions' dropdown button has been added, allowing users to view the customer profile, view the syslog for that customer, or delete the customer.
- Deleting a customer will open a new confirmation modal to ensure no customers are easily accidentally deleted from this interface.

This will hopefully make it easier for admins to parse through and sort out any unassigned leads in the system.

Oct 18 The total number of company properties and the estimated total of all of those property values is now displayed under the **'Company Listings'** header on the admin listings page **(Admin > Listings > Listings).**

Oct 18 Two checkboxes have been added to the Basic Profile Information section of the Edit User modal:
'Show on Agent Roster' and 'Show on Company Roster'

These are the same settings that are present on the Website > Overviews page for agents. This change should allow admins to more quickly access and change these settings for their agents.

Oct 18 An update has gone live for Open House Connector that will allow agents to send their surveys to open house guests in the form of an email link. This will allow for guests to answer the surveys at their own leisure, and essentially turns the app into a check-in form. Users can enable this setting under **Listings > Open House Connector > Settings > Survey Auto Responder to Guest.**

If this setting is enabled, the autoresponder will contain a line following the agent signature that reads as follows: *"P.S. Please take just a few moments to fill out the following survey. I would really appreciate your feedback."*, followed by a link to the survey.

When clicked, the link will take the guest to the agent site to take the survey.

Once this is submitted, the user will be greeted with a page letting them know that they are all finished:

Admins can also force this setting on for all agents using Open House Connector by using a new setting found in the admin Open House Connector interface.

Finally, the update also brought some pretty major changes to the flow of creating and editing survey questions in the DeltaNet, and users no longer need to click a 'Save Changes' button for their survey changes to stick. The process should now be more straightforward and overall easier to use.

Oct 21 There is now a new system notification digest. The digest includes all emails from campaigns, ecards, and eblast that are scheduled to go out 3 days in advanced. This gives agents the chance to maybe update / disable the email before the email is sent.

If system email notifications are enabled, this email will be on by default. If the company doesn't want this email to go out at all then the admin will have to go in and disable it from the global preferences page. If it is enabled and just an agent wants it disabled the agent will have to disable it via the agent overview page in the Deltanet. The email will be personalized to include the company colors.

Oct 21 Delta Media Group has added eblast templates to the send mail modal on the customer over screen.

Oct 21 An update has gone live for Open House Connector that introduces the ability to add notes to a customer when manually importing an open house guest. In addition, the overall layout of the manual guest import has been re-worked.

Just a reminder that in order to manually import guests into the DeltaNet, the agent must have the auto-import feature disabled.

Oct 23 Delta Media Group has added a new company preference setting to disable agents from creating new email campaigns. It is located in the company global preferences, and it is the last option under the agent access section. This settings default is to allow.

Oct 24 The Custom Code area for agents (Website -> Custom Code) has been rewritten to be more user friendly.

Previously agents would be presented with free-type text boxes for domains and pages to apply custom code too. Both of these inputs have been replaced with drop downs so now agents can pick their domain (or all domains) and their page (or all pages) from a list.

Next a new optional drop down has been introduced to setup a robots meta tag. If the agent chooses to ‘Tell robots to ignore this page’, which is one of the choices, the system will create the appropriate meta tag snippet and insert it automatically.

Oct 24 Vimeo has been added as a supported video provider for listing details. The process of adding a video is the same as the other providers (Youtube, WellcomeMat, etc)

Also each provider’s area on the listing edit screen has been updated to include the video preview via the embed code.

Oct 24 When companies have custom request sources they now have the ability to define when a CC of the lead assignment will happen based on those sources. If nothing is selected in this box it will work like it always has and CC the defined person on all assignments. Otherwise it will only CC the defined person when the request source is one that is selected.

The request source list shows only the custom sources for that company. If a company does not have any source, this box will not display.

Oct 28 In the customer email history widget the “eblast / mail merge” option was split into two options.

Oct 28 A new Sold Listings template has gone live for agents. Agents can find the template under **Listings > Sold Listings > Sold Template.** The new template is called **“Responsive”**, and it will act as the default Sold Listings template going forward.

With this new template, a change was also made to the setup process for a Sold Listings page in the pages system. When setting up a Sold Listings page, agents will find a new checkbox: **’Show Listing Comments’**
Listing comments will only display on the Sold Listings page if this has been checked. The old ’Show MLS Comments’ checkbox is still available, but is only checkable once the agent has chosen to show listing comments.

Pre-existing Sold Listings pages remain unchanged by these updates. Those agents will need to head to **Listings > Sold Listings** in order to migrate to the new template.

Finally, the company Sold Listings page has been updated and will now better fit the entire width of the display.

Oct 30 Working with selected customers from a customer list search now supports applying labels to those selected customers. When results of a customer list search are returned agents can click **‘Select Customers’** to check which ones they want to ‘open’

The next screen then shows a toolbar to navigate through the selected customers, or apply a bulk action. Adding or Removing labels will only impact the selected labels and will not modify other labels on a customer.

Oct 30 Delta Media Group has added the ability for admins to customize the messages that are sent to agents when a lead is assigned or re-assigned by an admin in the DeltaNet®. These messages can be found on the **Admin Side > Preferences > Messages.**

There are 19 new messages available under the **'Lead Management System'** group. The messages available for editing are for the following:

- Message to agent that lost the lead because it was re-assigned to another agent
- Message to agent telling them that they have been assigned a lead that has no outstanding requests with a certain fee
- Message to agent telling them that they have been re-assigned a lead that has no outstanding requests with a certain fee
- Message to agent telling them that they have been assigned a lead that has outstanding requests and they need to manually process it with a certain fee
- Message to agent telling them that they have been re-assigned a lead that has outstanding requests and they need to manually process it with a certain fee
- Message to agent telling them that they have been assigned a lead that has outstanding requests and it has been automatically processed with a certain fee
- Message to agent telling them that they have been re-assigned a lead that has outstanding requests and it has been automatically processed with a certain fee

Certain fee means that it is either a fee lead, a no fee lead, or an unknown fee lead **(you get this by selecting Lead Administrator' on the assign screen)** meaning there are 3 variations for each of the 6 specific messages above.

Oct 30 A new action has been added to eCard history that will let agents delete messages in the email queue that have not yet sent for that ecard.

Nov 1 A new global email blast template. There are two features to this email blast template. One is that it is based off of the companies primary color. The second feature is that it loads the currently logged in users social icons at the bottom. To view the template just go to the email blast interface, and in the **"Drafts & Templates"** widget's search input type **"newsletter"**.

Nov 1 Delta Media Group has updated the inline editor for ecards that include listing features. The editor will now have a drop down with all the properties features in it. When clicking on an option it will insert the feature where your cursor is located in the text.

Nov 4 A couple of features have launched to help both the platform and Ad Wizard.

Agents can begin creating Authorize.net payment profiles. With a profile on record agents can manage their own credit card information by a secure Iframe directly to Authorize.net. This credit card information never touches our system and is securely stored in the Authorize.net platform.

The first spot that profiles can be used is within Ad Wizard. To get started agents can click on the **'Edit Account'** button and then the **'Manage your payment profile'**

When we determine the agent has a payment profile we will default to a payment process that uses it. The agent can click the green pay button and nothing else is needed. Agents can still choose to enter another card manually by following the **'click here'** link

On the entering credit card information manually screen they can still choose to go back to the payment profile method.

Nov 4 Another update involving Ad Wizard has launched for companies which is the Publication Wizard.

First a company can manage publications they generate ads for under the Publications button in the main navigation. In here they name the publication, define a publication cycle (the frequency of issues weekly, monthly, quarterly, custom, etc) and which fields they would like exported to send to the publisher.

When a company admin creates a new ad they have the Publication ad type available to them

This takes them to the publication wizard interface that lets them select the publication, define the issue, and begin filling in listings.

They can either use the autocomplete to search for listings, include all company listings, or include individual office listings. These are listed out in the **'Your included listings'** area for review and optional removal from the publication.

The publication/issue will then appear as a card along with any other ads the company has created. Clicking the green button on the card will create a CSV containing the columns defined by the publication in step 1.

Lastly, a few new search options have been added to the Ad Wizard main screen that will let users search by publication, by year (the second drop down), or by keyword. The magnifying glass icon will search and show results on screen where the floppy disk icon will search and export the results to CSV

Nov 4 A new update has gone live for the Open House Connector™ app on iOS and Android devices. This update will allow agents to toggle between seeing only their open houses and seeing the entire company's open houses while on the open house selection screen. The update also allows agents to search for an address on this screen, which should be helpful when an agent is hosting another agent's open house and needs to search through the entire company's list of open houses.

Nov 6 Company Root Admins now have the ability to send eCards to agents. This will allow the admins to showcase what types of ecards exist in the DeltaNet for agents to send to their own customers.

Nov 7 A new team setting has launched that will allow team information to be shown as the listing agent on the company website for team members.

Nov 8 Delta Media Group has added the ability for admins to edit ecard keywords. To edit the keywords for an ecard go to the ecard interface on the agent side. If the current logged in user has a privilege level greater than or equal to 20 or if they are authenticated as an agent a little pencil icon will show up on the template card next to the ecards keywords list. When that pencil icon is clicked a modal opens and there will be a tokenized field to edit the keywords. These keywords are saved per company. If the field is left blank and then saved the keywords will revert back to the default keywords that design set when creating the ecard.

Nov 11 Delta Media Group has added the ability for companies to define a **'Regions Scope'** for articles. Regions are a new 'object' we are creating. The idea is that a region is a group of multiple offices within one company. Currently, if any company wishes to create regions it will need to go through support@deltagroup.com. Once a company has regions entered, they will appear as options when creating/editing an article. This works similarly to the office scope, meaning shared company articles will appear on the user's blog only if the user's primary office is in one of the regions defined for the article.

Nov 12 There has been a small update to the upcoming email digest notification. If an email is scheduled to go out and its supposed to go to less then three people it will now show the email addresses that it is going to send to.

Nov 14 The agents that are paying for standard and upgrade have been moved into Authorize.net Customer & Payment profiles.

This integration in the DeltaNet allows agents to maintain the payment information we use for any transactions we need for agents. Right now this includes standard and upgrade packages when the agents are paying, as well as paying for ads within Ad Wizard.

As an additional benefit to agents we've enabled a service Authorize.net provides that will allow the expiration date of cards to be updated automatically with no intervention by the agent. This will help ensure continued service without interruption due to invalid credit card information.

To access the payment profile agents can click on **Preferences->Payment Profile.** If they do not have an existing customer profile they will be prompted to create one. They will then be presented with the following screen to add a new payment method.

When a payment profile exists the agent can edit the expiration date of the card, edit the billing address, or delete the entire payment profile and add a new one if they have a new card number.

Nov 18 A new 'Print Article' button has been added on the "My Customer For Life" Preview Article page under **Customers > MCFL Articles > Actions > View Preview.** It can be found next to the pre-existing **'Generate PDF'** button. Clicking the new button will open the article in the current browser's print dialog box.

Nov 19 Ad Wizard has been updated to support editing ads that have not yet been paid for. Once they are paid for they become 'locked' as that is the ad that is published on the 3rd party ad platform.

This only applies to new ads created moving forward.

All aspects of the ad are editable except for template selection. Agents can tweak verbiage, adjust dates the ad will run, or modify audience between zip code or radius for example.

During the review step of Ad Wizard agents can choose to save these changes to the existing ad or create a new ad with these changes.

Nov 20 A new transaction widget has launched that will let agents enter transaction price, date, and address separate from MLS/ Listing data. This still replaces the purchase date previously entered on the customer profile screen, but makes it easier to enter transactions disconnected from the MLS.

This information is used in CRM campaigns for transaction date anniversaries as well as in Pipeline Manager for calculating goals.

The transaction data that was launched a few months ago under the Saved Properties widget is still available. Entering a transaction through that widget will connect the transaction to the MLS data.

Nov 21 Facebook Connector has been updated to schedule posts during peak usage hours for Facebook users. These hours are 7-9am, 12-2 pm, 6-9pm. The goal of this is to get in front of users when they are active in order to generate engagement.

When we have content to publish we will calculate when the next peak slot is and pass along to Facebook the scheduled publish time. The minute of the hour is randomly chosen.

Example: Content was generated/published at 12:02 am in Connector, but did not actually appear on this agent's wall until 7:40am. In that time there were already 3 likes and 1 comment for the post.

Nov 22 Delta Media Group has added the ability for Admins to subscribe their agents to company blogs. On the Admin side of the DeltaNet, **Marketing > Blog**, there is now an **'Agent Subscription'** box under the **'Subscribers'** tab. There is a checkbox that allows the company to subscribe/unsubscribe all their agents to that specific blog. If this checkbox is on then all current active agents that haven't specifically unsubscribed from that blog will receive an email update. Agents can unsubscribe from blogs by using the unsubscribe link that is in the email they receive.

Nov 22 Two new columns have been added to the My Customer For Life Agent Participation Report found on the Admin side of the DeltaNet under **Customers > MCFL® Campaign**:

1) 'Total Customers' shows an agent's total number of DeltaNet customers.

2) 'Customers Subscribed (%)' shows the percent of an agent's DeltaNet customers that are currently subscribed to MCFL.

Nov 22 The custom pages system for both agents and companies have been updated to support custom text on the submit button per page.

This means that on Page 1 the contact form button can read 'Send Now' and on Page 2 the same form button can read 'Ask me'

If the button text is not filled in the standard 'Get more information' text will be used.

Nov 25 Delta Media Group has updated the market watch settings to allow agents to disable some segments from market watches.

Nov 26 The Open House Availability system has been updated to automate some of the steps as well as provide companies a way to customize its messages.

To recap the OHA system lets a listing agent define a date that a listing is available for an open house. Other agents see these availabilities in the OHA widget in the Welcome screen.

If an agent wants to host an open house they click the 'Accept Open House' button.

This modal has been updated to require a time range that the hosting agent wants the open house to be before allowing it to be sent to the listing agent.

The OHA widget then shows that listing as a 'pending' status by the yellow checkmark to let other agents know.

The listing agent will be emailed the notice of the acceptance and be able to go to the listing detail from the email to accept/decline the offer.

A new proactive notice has been added to OHA that will notify both agents that action has not yet been taken if the proposal is still 'pending' after 2 days. This will continue to email both agents 1 time per day until the open house date, or the listing agent takes action.

If the agents have an outside conversation and determine a different date/time than originally proposed, the listing agent can adjust that in the new modal. After the agent clicks the green accept button the open house will be created with this information automatically and both agents will be notified.

Three new messages have been created for admins to customize each step of the process. Here they can provide further instructions specific to that company to the agents.

These messages will be complimented with system set values like date/time & listing address.

Nov 27 The Admin Dashboard has gone live for the Open House Connector™ app.

When an agent is hosting an open house, a new 'Admin Dashboard' button will be available in the Admin drawer that is displayed upon tapping the Admin button below the guest sign in. Selecting this button will prompt the user to authenticate using their PIN number.

Once authenticated, the user will be met with the new Admin Dashboard interface. On the left, the user will find a searchable list of all of the guests that have signed in to that open house. On the right, the user will find brief directions on how to use the interface.

After selecting a guest on the left, the right section will be populated with the survey results from that guest. If the user has the auto import feature disabled, each guest will have a status (imported, pending import, or not imported), as well as a button allowing them to import their guest into the DeltaNet.

When the user taps the import button, a dialog box will appear explaining what will happen if the agent proceeds, and it will allow the agent to enter notes about that guest.

Currently, this interface is only available when online. This will change in the future, but for now agents must be online to import guests or access the Admin Dashboard.

Dec 4 The Team Management interface found under **Admin > Users > Team Management** has been updated and now features drag and drop sorting for team leaders and members.

Previously, team leaders and members were sorted using green up and down arrows to the left of a leader or member's name. Those arrows have been removed, and users can now simply drag and drop leaders and members where they want them in the order.

This should help admins who manage larger teams to quickly place a user where they need them, rather than having to repeatedly click an arrow and wait for the process to complete.

Dec 6 Company admins now have the ability to convert an agent's existing group to a virtual group that will be shared with other agents based on that agent's primary office.

This will let a company setup an agent account that is primarily used to maintain a company level group of contacts. Then this list can be shared so that agents can select this group to market to through ecards and eblasts. The marketing and branding will be based on the agent sending the ecard and not the actual agent that the group belongs to. The office restriction to the group allows companies to break out these virtual groups so that only appropriate groups are available to agents.

Dec 9 Delta Media Group has pushed live a change to detail pages where if a coming soon pocket listing has an active mls listing it will redirect to the active mls listing.

For this to work the address must be almost exact, and the company ids must match. The address consist of address, unit_number, city, state, zipcode.

Dec 13 The customer import CSV field mapping screen has been reworked to help avoid confusion for agents.

Each box represents a system field. Agents can then see the field choices from their file in the dropdown. When they select a choice real preview data from their first 5 rows will be shown as an indicator of what will be going into that system field.
The idea is that they can easily see that they may have selected the wrong field before they import something incorrectly.

Dec 13 A new dropdown has been added to the DeltaNet property search under the **'Search Results'** heading. It reads as **'Show # Results Per Page'**, and it defaults to 30. Users can select from 30, 60, 90, or 120 results per page. Changing this value will automatically refresh the set of results.

A note has also been added under the **'Email Results'** button that reads as follows: *"NOTE: Property Search Emails will only include listings from the current page."*

Dec 16 A new question type is now available to use within Open House Connector™: **"Represented by Another Agent"**

Questions of this type will exhibit special behavior depending on a guest's response. If the guest chooses **"Yes"**, then the agent will no longer have the ability to import that guest into their DeltaNet account as a customer. In addition, the guest will not receive the survey autoresponder upon submitting the survey.

If the guest chooses **"No"**, the import remains enabled and the guest will receive the autoresponder.

The pre-existing default global question available to all companies and agents, **"Are you currently being represented by a Real Estate Agent?"**, has been updated and is now using the new question type.

Companies and agents can replace this question with their own if they so desire by heading to the Survey Questions interface and creating a new Represented by Another Agent question. The wording of the question can be changed, but the answers are locked as "Yes" and "No".

Represented by Another Agent questions are limited to one instance per survey. Therefore, only one question of this new type will be active at a time. The user will be met with a notification if they attempt to enable more than one Represented by Another Agent question.

Dec 18 Admins have been given the ability to select an individual to receive the lead from forms on company websites. This dropdown can be found under **Admin->Preferences->Pages->(Custom Page)->check the 'Add contact form to webpage'**. If the company has a career recruiting page for example, and would like the form to be directed to the person in charge of recruiting, they can select that person here.

This new option streamlines the process.

Dec 18 The Listing Reports interface under **Admin > Marketing > Listing Reports** has been updated and now allows users far more customization over the final report. The new **"Show"** dropdown will let users choose what data they want to be displayed for each listing.

The new **"Status"** select dropdown will allow for users to limit the results to listings that are active or listings that are pending.

Finally, a new **'Email Report'** button will allow users to email their reports to a selection of agents/offices, customers/groups, or an email address of their choosing.

Users will first select the scope of their email, and then will use an autocompleter fo find the agents/offices, the customers/groups, or an email address that they want to send the report to.

Dec 19 Four new filters have been added to the Customer List Advanced Search: Address, City, State, and Zip Code. To access the advanced search, head to Customers > Customer List and click on the binoculars in the upper right hand corner of the Filters box.

Dec 23 Ad Wizard has been updated to detect office logos for branding.

When logos exist a new **'Pick a logo'** preview drop down is added to the creation process that lists variations of the office logos.

Dec 27 Delta Media Group has added a new setting under the company global vars market watch settings. This new setting hides all references to days on market on the market watch reports. We changed the help text to **"Hide all references to days on market in market watch reports."**

NEW FEATURES | 2019

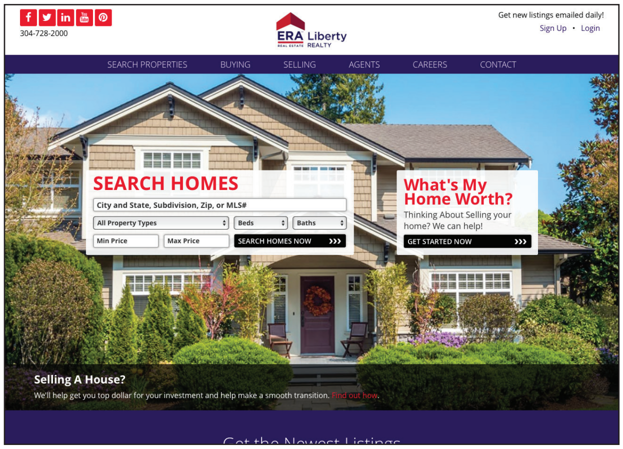
Dec 30 When agents have more than 1 Facebook business page associated to their account, a new **'Post To'** option will be available when they create an agent market watch.

This will allow them to have better control over which market watches go to which Facebook page.

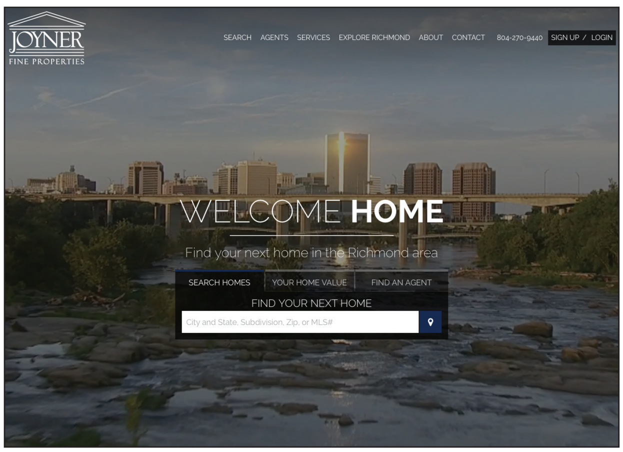
Dec 30 The agent/admin who delegated a lead to an agent will now be displayed on the Customer Overview page as **'Delegated By'** under the pre-existing **'Assigned Agent'** field (if the lead was delegated at all).

Dec 30 Delta Media Group has added an email preview button to ecards and eblasts. We have also updated the seller report preview to a free form text box.

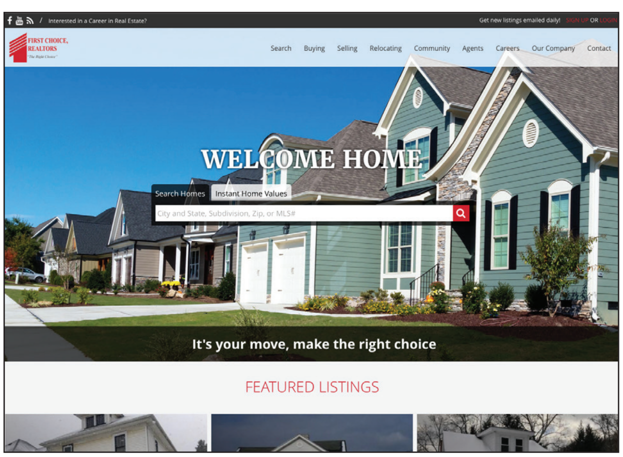
SITES LAUNCHED | 2019



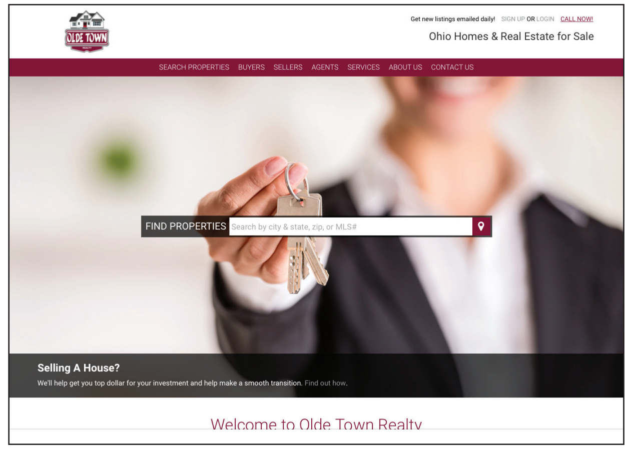
January 9, 2019
ERA Liberty
www.allwvhomes.com



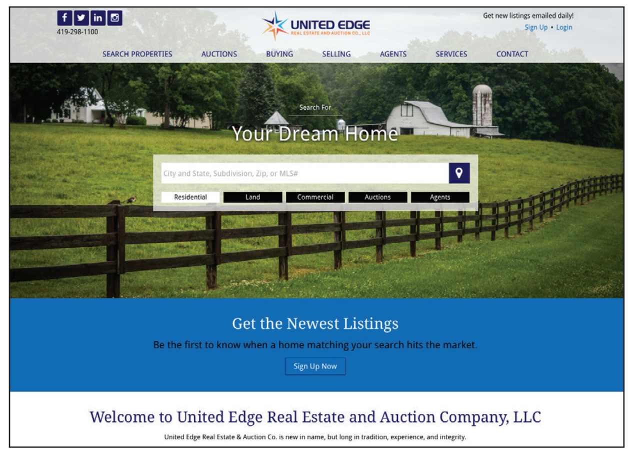
January 21, 2019
Joyner Fine Properties
www.joynerfineproperties.com



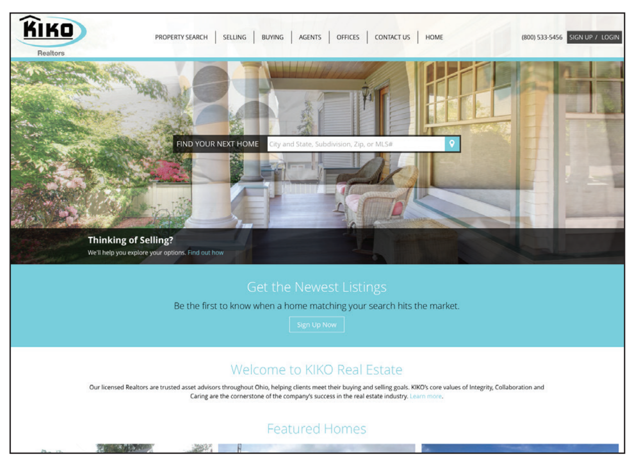
January 25, 2019
First Choice, REALTORS
www.1stchoicerealtors.com



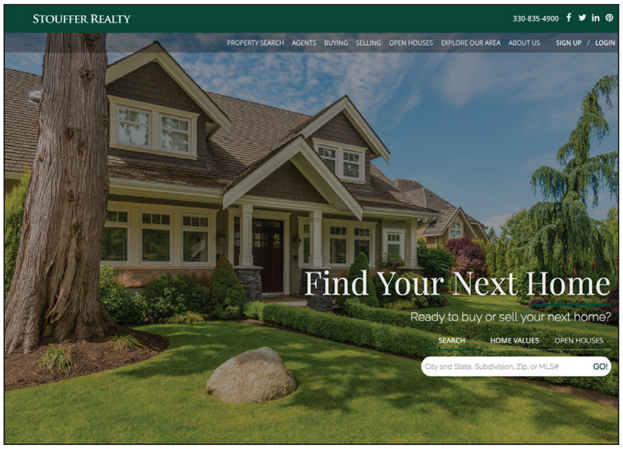
January 25, 2019
Olde Town Realty
www.oldetownrealtyoh.com



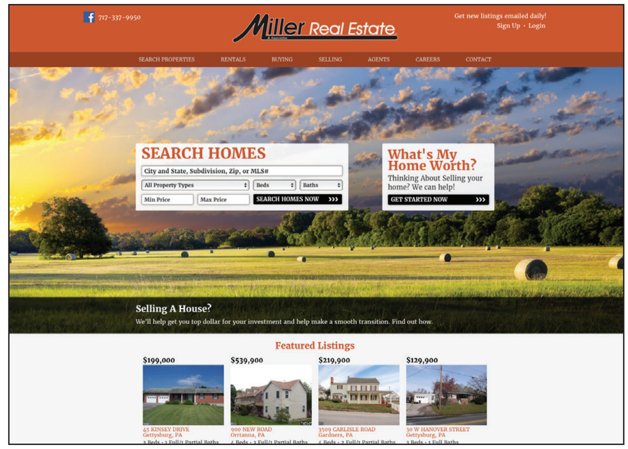
January 30, 2019
United Edge Real Estate
and Auction Company, LLC
www.unitededgerealestateandauction.com



February 6, 2019
Kiko Real Estate
www.kikorealestate.com

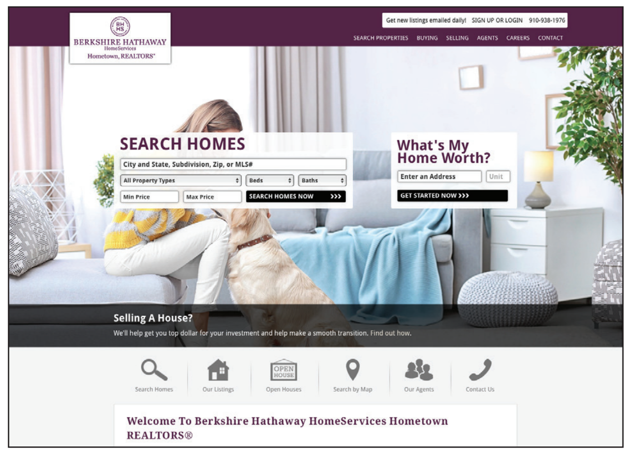


February 11, 2019
Stouffer Realty
www.stoufferrealty.com

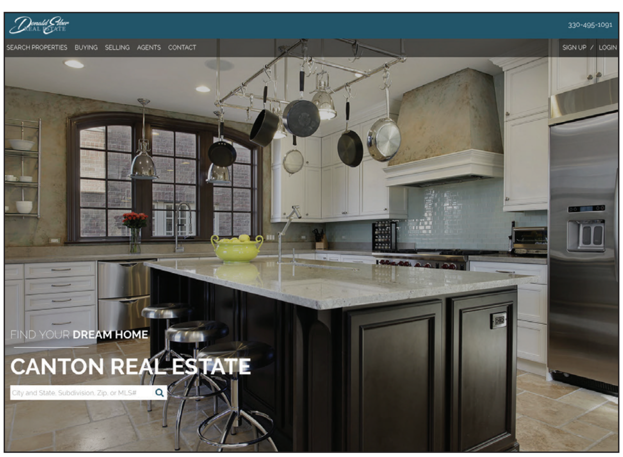


February 21, 2019
Miller & Associates Real Estate
www.miller-re.com

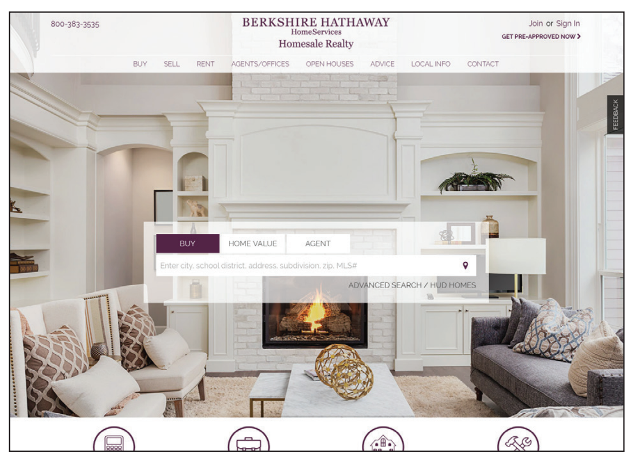
February 14, 2019
Arizona Best
www.arizonabest.com



February 26, 2019
BHHS Hometown
www.berkshirehathawayhomeservice-
shometownrealtors.com

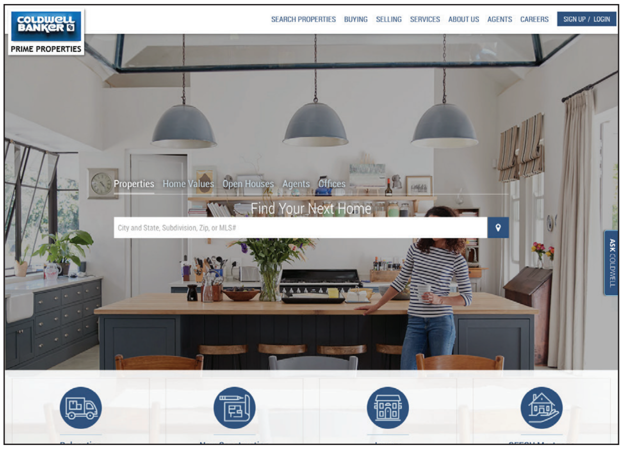


February 14, 2019
Donald Esber Real Estate
www.donesberrealestate.com

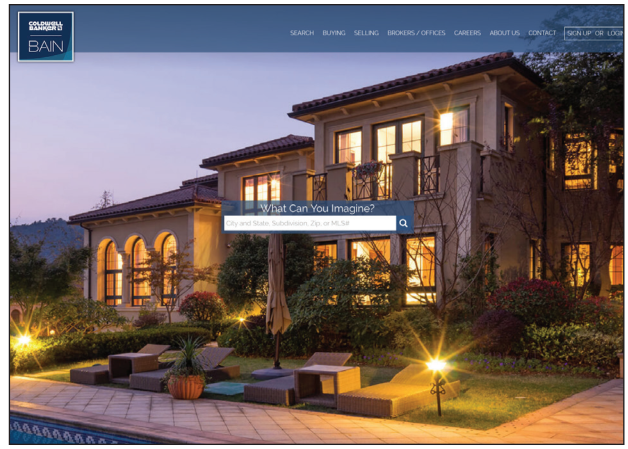


February 28, 2019
Homesale Realty
www.homesale.com

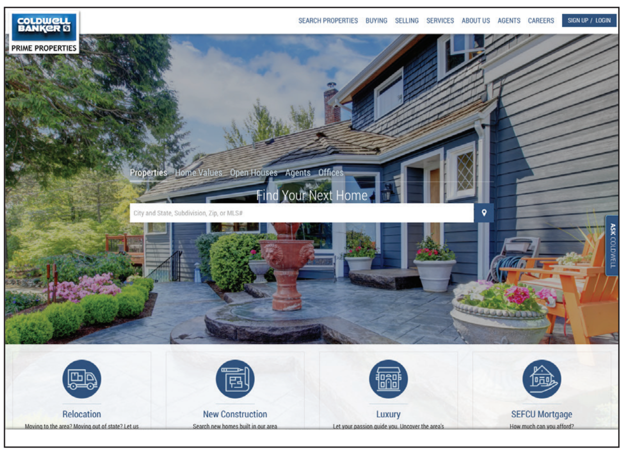
SITES LAUNCHED | 2019



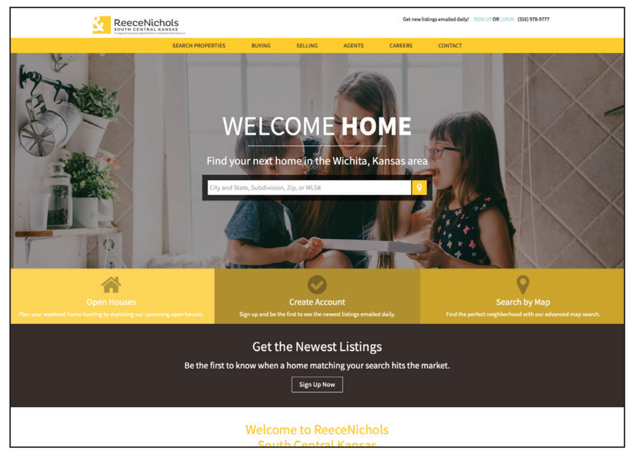
February 28, 2019
Coldwell Banker Prime Properties
www.coldwellbankerprime.com



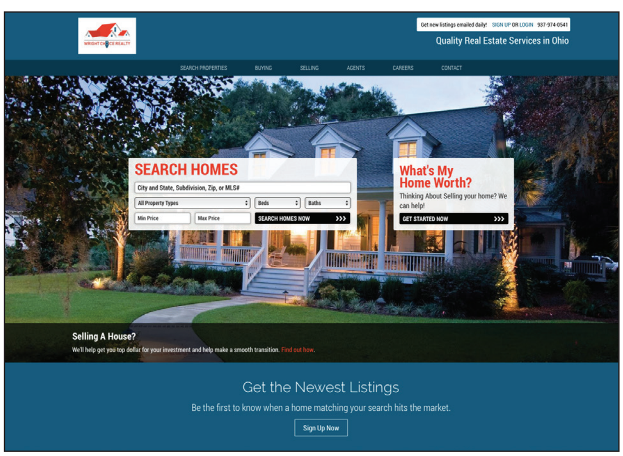
March 7, 2019
Coldwell Banker Bain
www.coldwellbankerbain.net



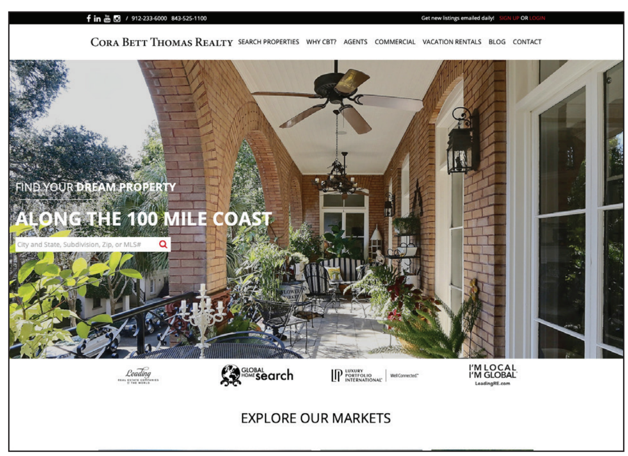
February 28, 2019
Coldwell Banker Choice Properties
www.coldwellbankerprime.com



March 28, 2019
ReeceNichols South Central Kansas
www.rnresidential.com

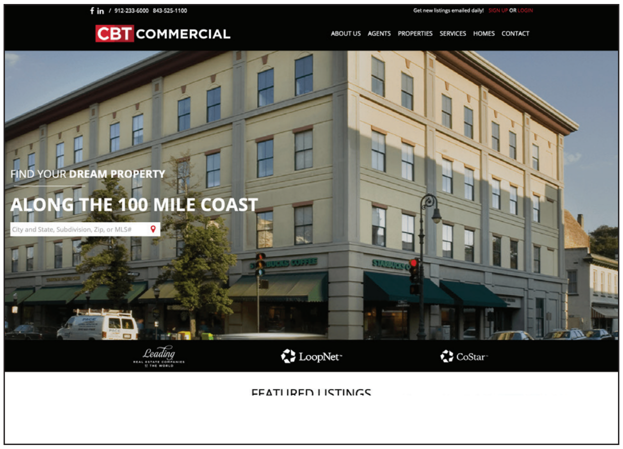


February 28, 2019
Wright Choice Realty LLC
www.wrightchoicerealty.com

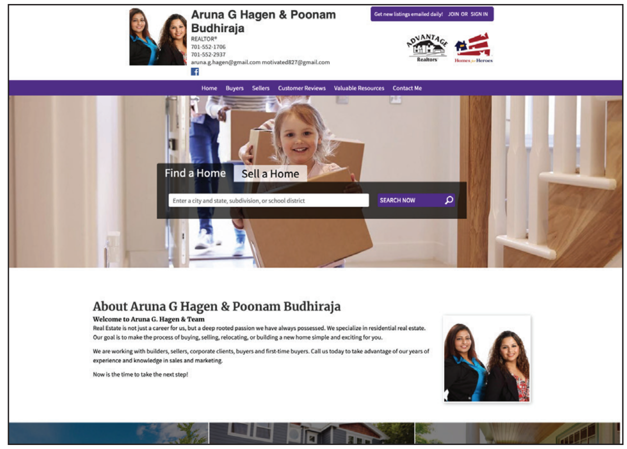


March 29, 2019
Cora Bett Thomas Realty
www.corabettthomas.com

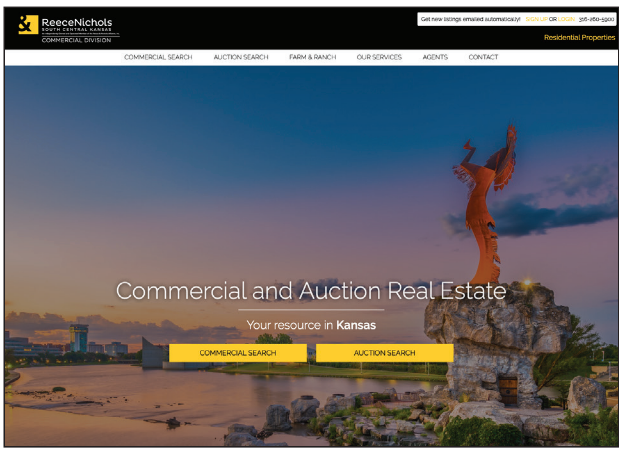
2019 | SITES LAUNCHED



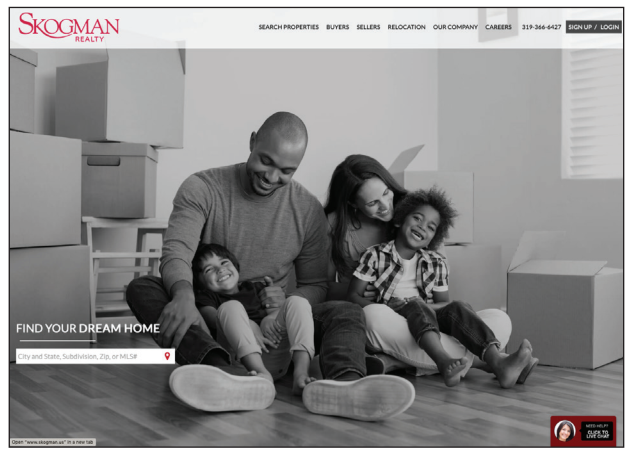
March 29, 2019
Cora Bett Thomas Commercial
www.cbtcommercial.com



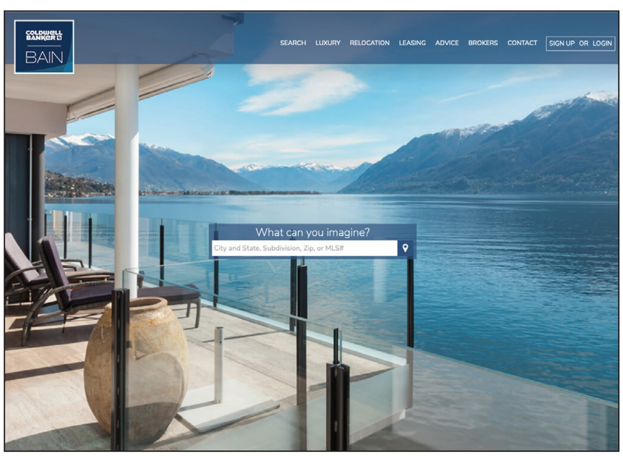
April 16, 2019
The Aruna G. Hagen & Team
fargomoorheadndhomes.com



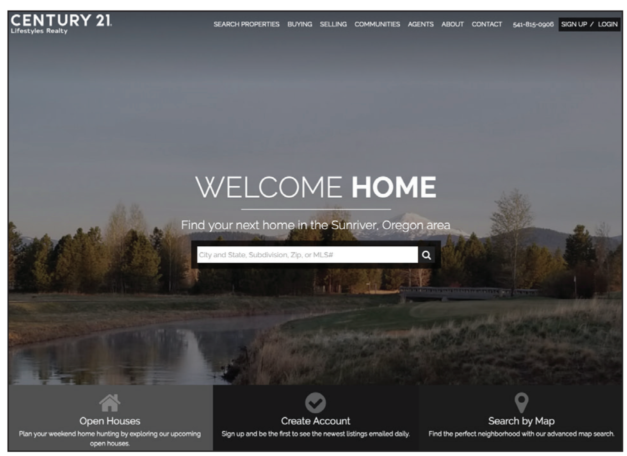
April 8, 2019
Reece Nichols of South Central Kansas Commercial
www.rncommercial.com



May 2, 2019
Skogman Realty
www.skogman.com

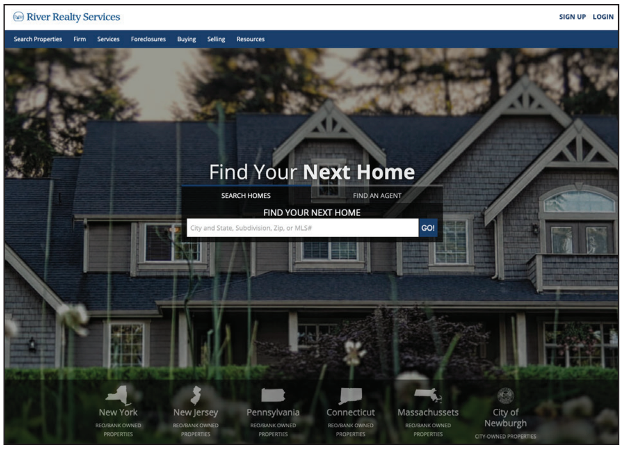


April 11, 2019
Coldwell Banker Bain
www.coldwellbankerbain.com

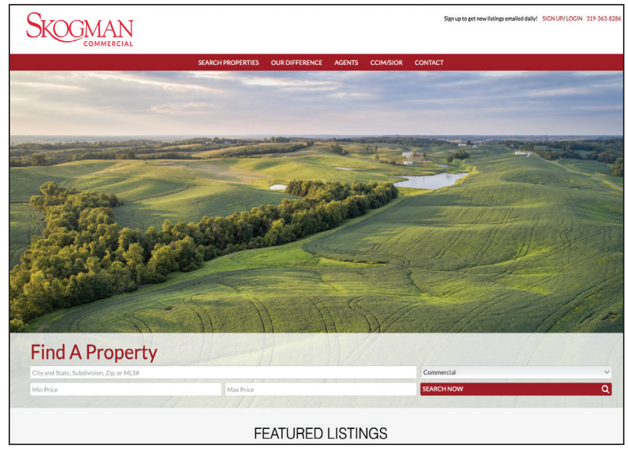


May 20, 2019
Century 21 Lifestyles Realty
www.isellsunriver.com

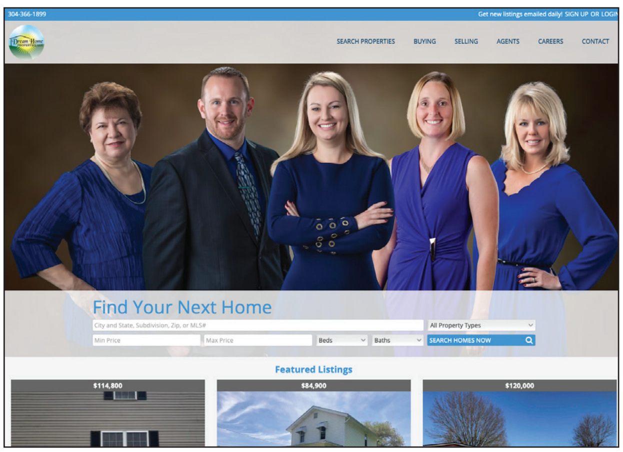
SITES LAUNCHED | 2019



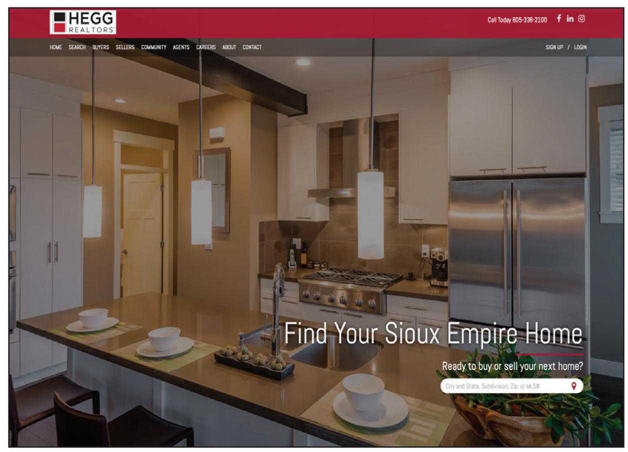
June 3, 2019
River Realty
www.riverrealty.com



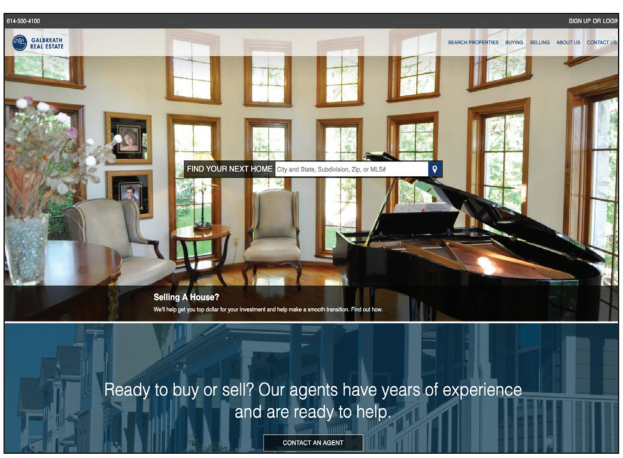
June 20, 2019
Skogman Commercial
www.skogmancommercial.com



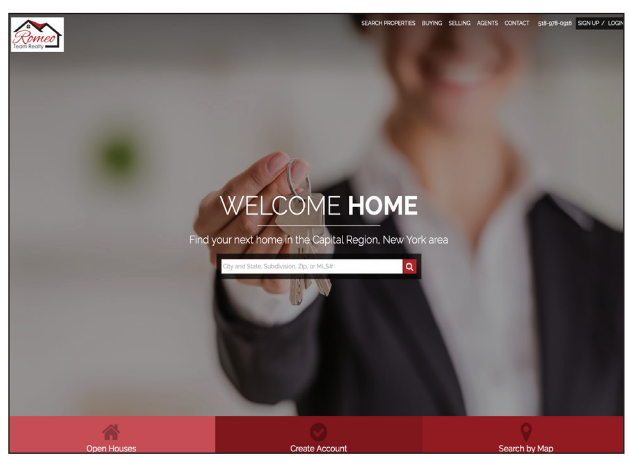
June 5, 2019
Dream Home Properties, LLC
wvdreamhomeproperties.com



July 1, 2019
HEGG REALTORS
www.hegg.com

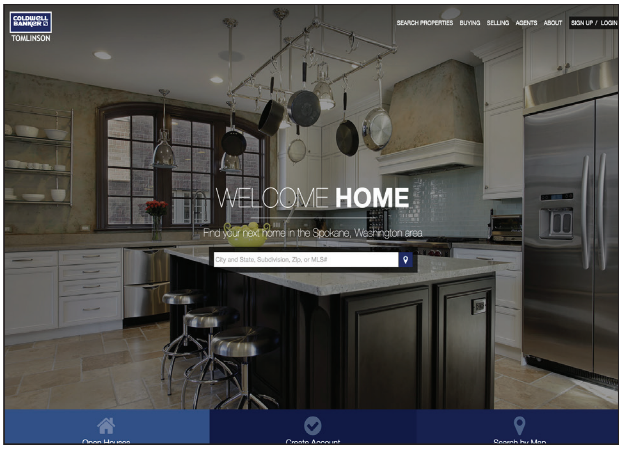


June 18, 2019
Galbreath Real Estate
www.galbreathrealestate.com

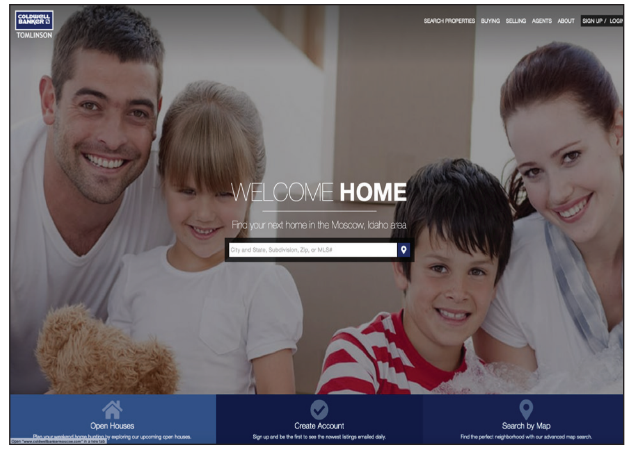


July 19, 2019
ROMEO TEAM REALTY
www.victoriaromeorealtor.com

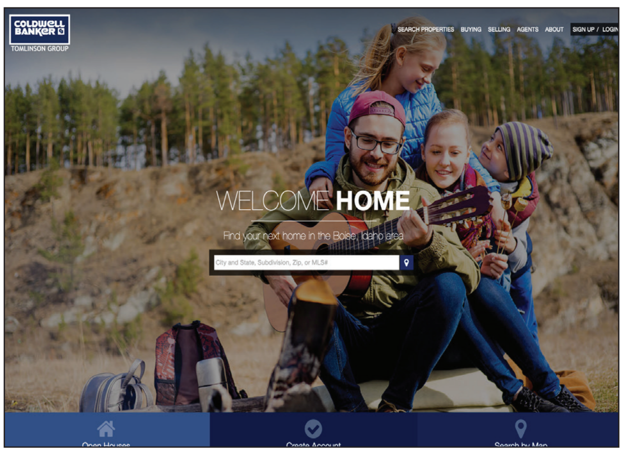
2019 | SITES LAUNCHED



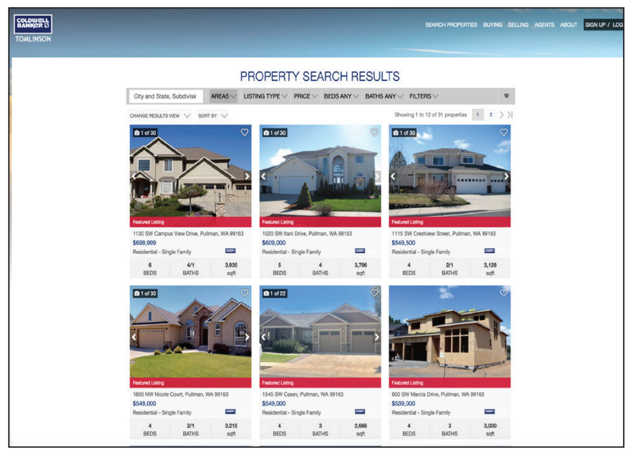
August 7, 2019
Coldwell Banker Tomlinson
www.tomlinsonspokane.com



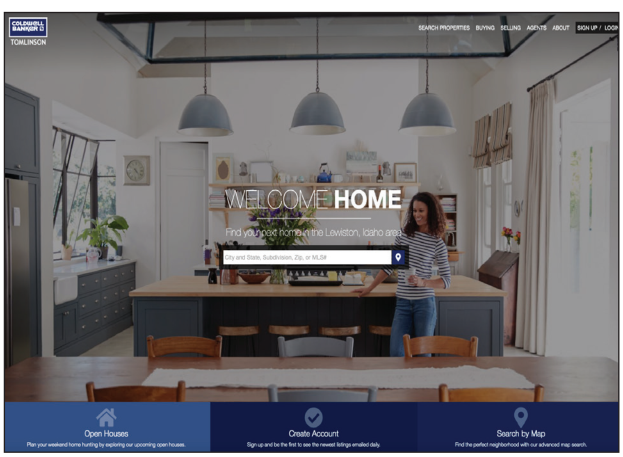
August 7, 2019
Coldwell Banker Tomlinson Moscow
www.coldwellbankermoscow.com



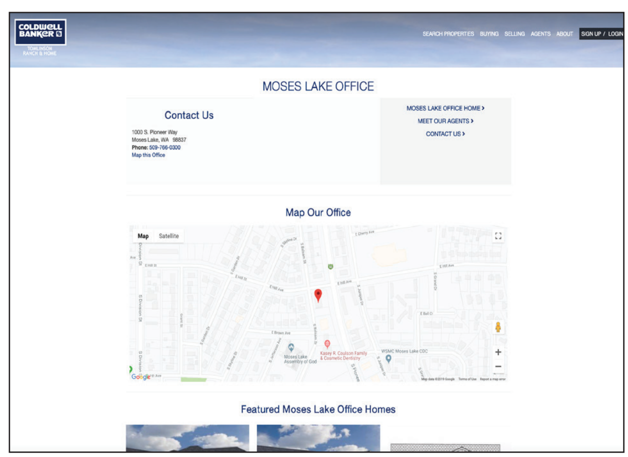
August 7, 2019
Coldwell Banker Tomlinson Group
www.cbtomlinsongroup.com



August 7, 2019
Coldwell Banker Tomlinson Pullman
www.coldwellbankerpullman.com

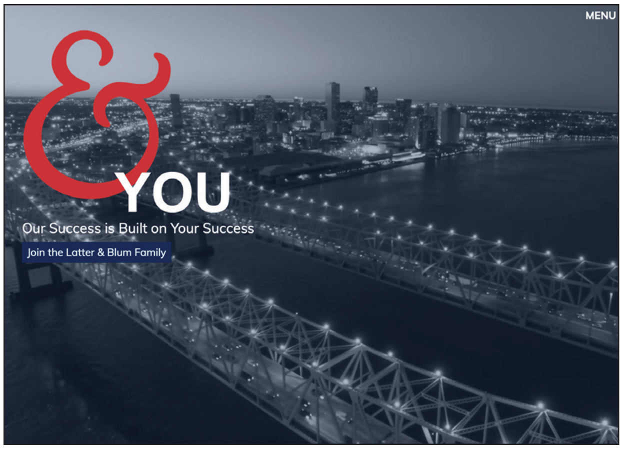


August 7, 2019
Coldwell Banker Tomlinson Lewiston
www.coldwellbankerlewiston.com

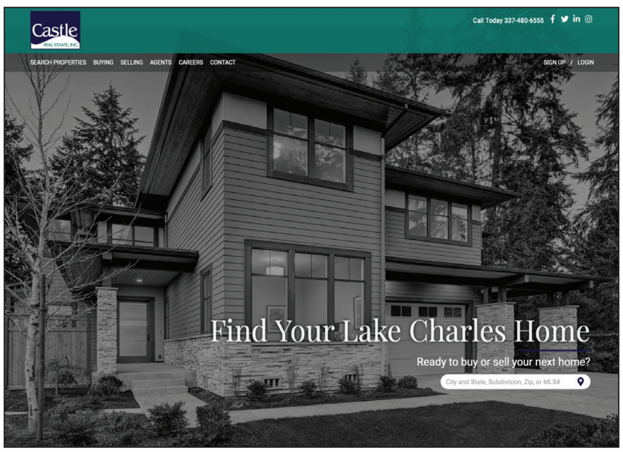


August 7, 2019
Coldwell Banker Tomlinson Moses Lake
www.coldwellbankermoseslake.com

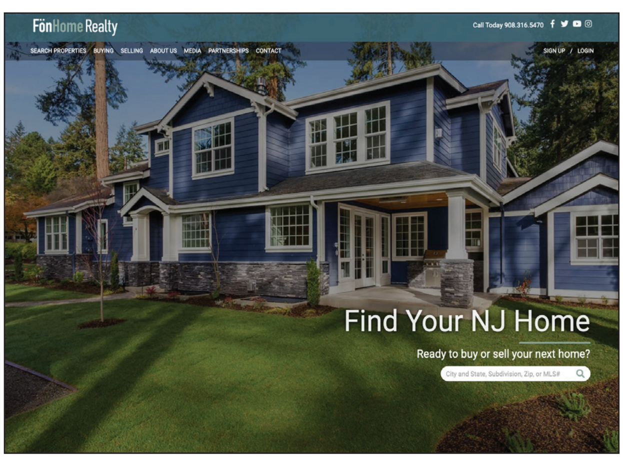
SITES LAUNCHED | 2019



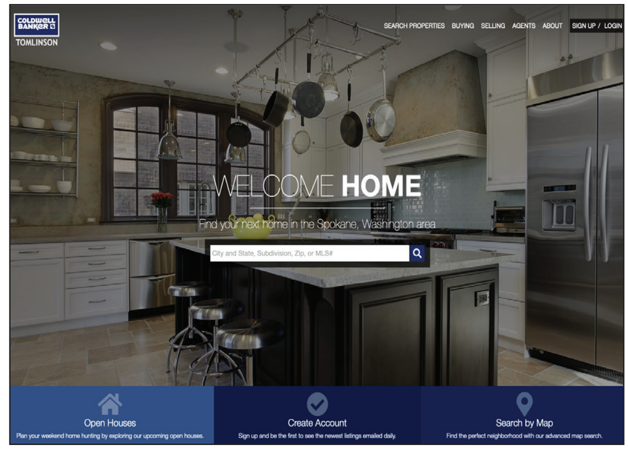
August 8, 2019
Latter and Blum Recruiting Site
www.joinlatterandblum.com



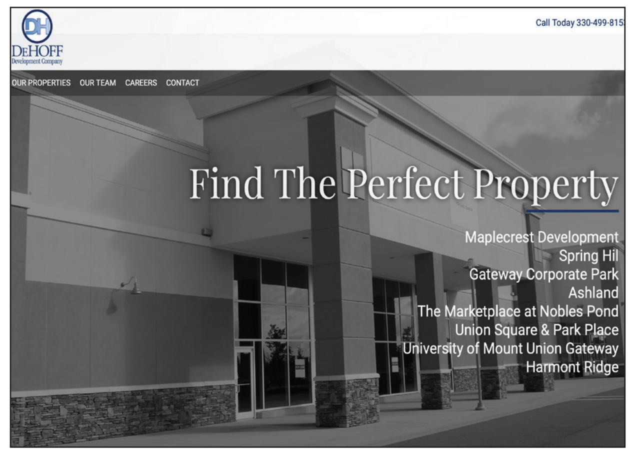
August 16, 2019
Castle Real Estate
www.castlere.com



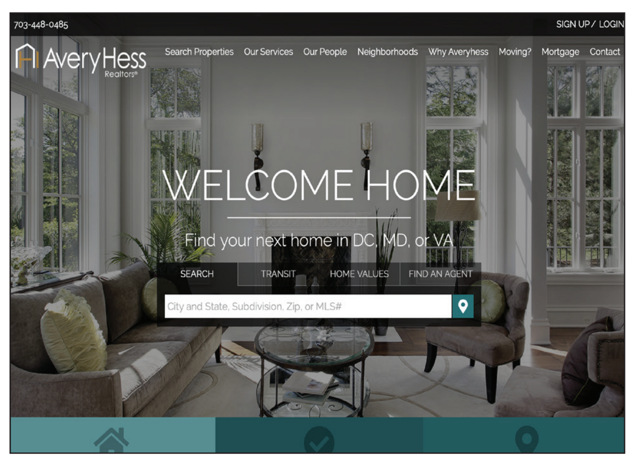
August 27, 2019
FonHome Realty
www.fonhomerealty.com



August 28, 2019
Coldwell Banker Tomlinson Spokane
www.cbspokane.com

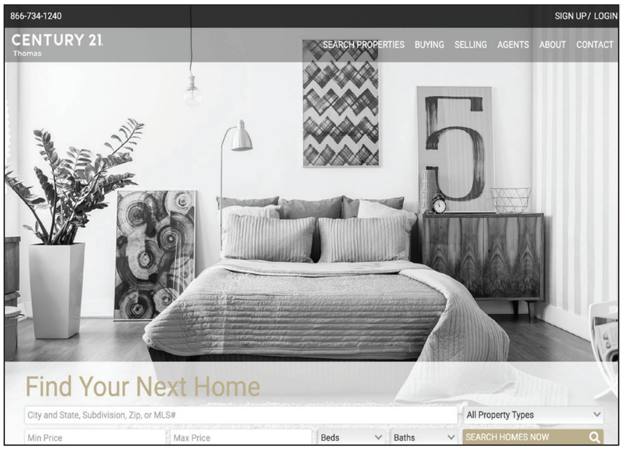


September 11, 2019
Dehoff Developments
www.dehoffdevelopment.com

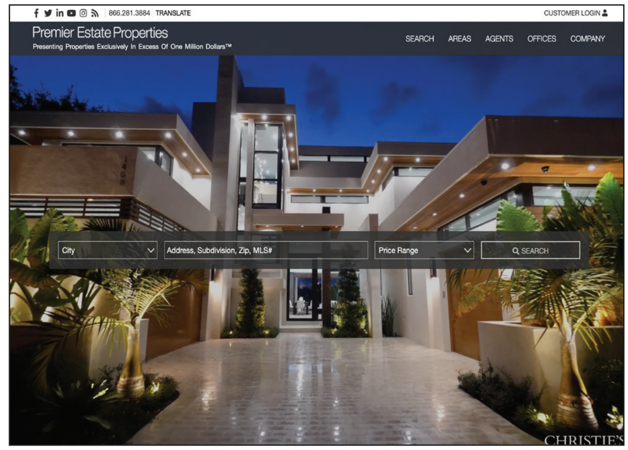


September 12, 2019
AveryHess Realtors
www.averyhess.com

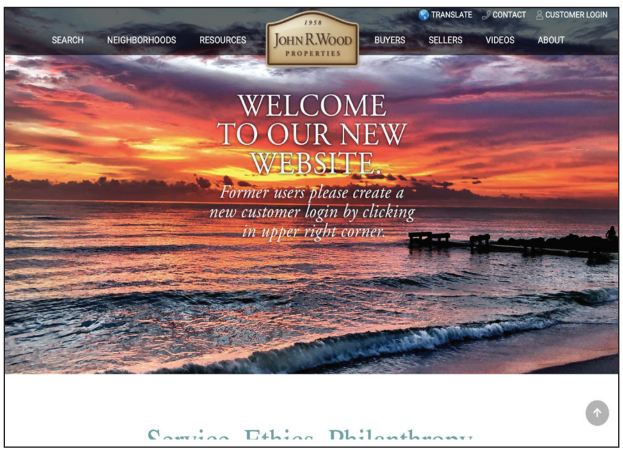
2019 | **SITES LAUNCHED**



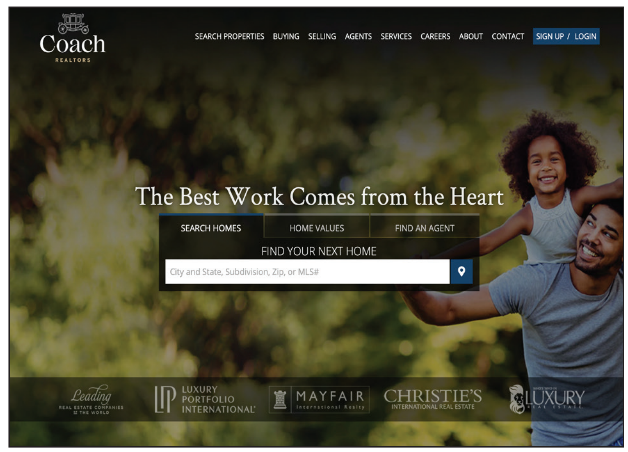
September 23, 2019
Century 21 Thomas
century21thomas.com



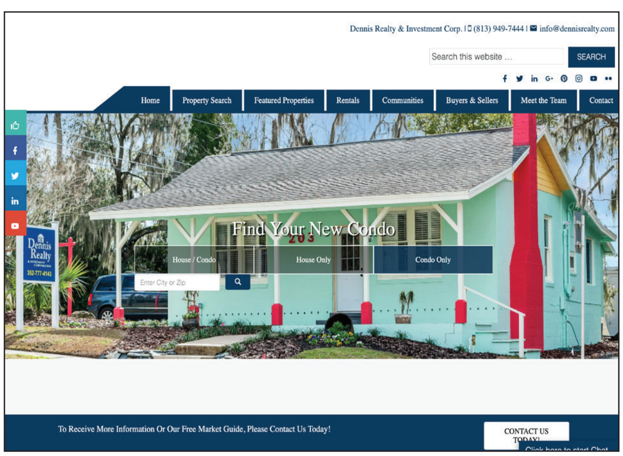
November 4, 2019
Premier Estate Properties
premierestateproperties.com



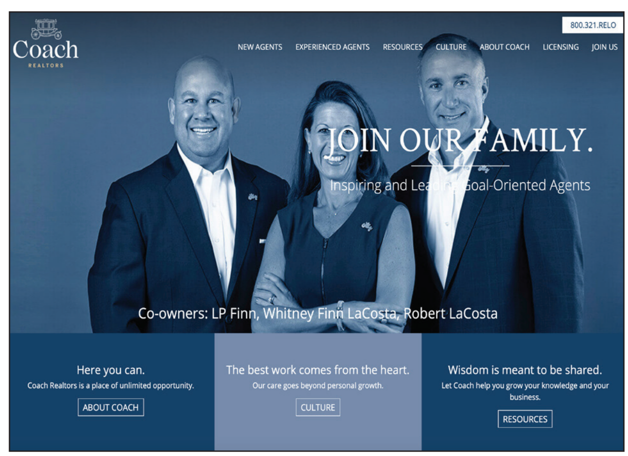
September 24, 2019
John R. Wood Properties
www.johnrwood.com



December 12, 2019
Coach Realtors
www.coachrealtors.com



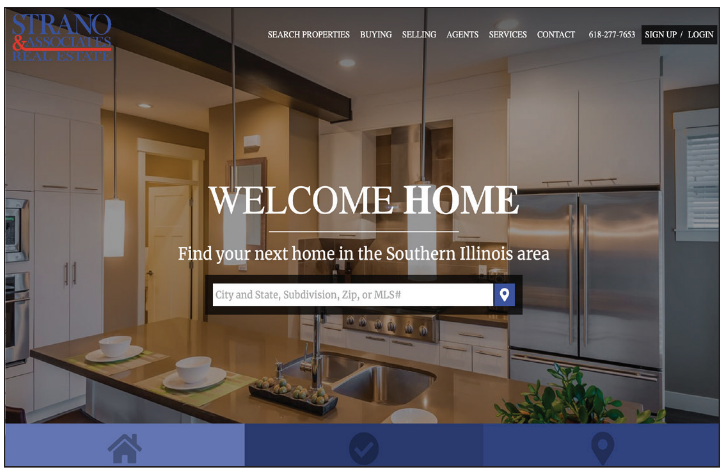
October 17, 2019
Dennis Realty
www.dennisrealty.com



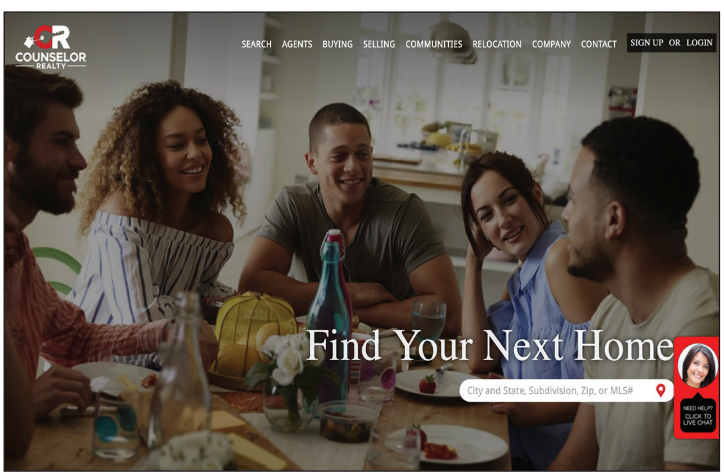
December 12, 2019
Coach Realtors - Careers site
www.joincoach.com

SITES LAUNCHED | 2019

December 12, 2019
Coach Realtors - New site
www.hereyoucan.com



December 16, 2019
Strano & Associates
www.strano.com



December 17, 2019
Counselor Realty
www.counselorrealtyofrochester.com