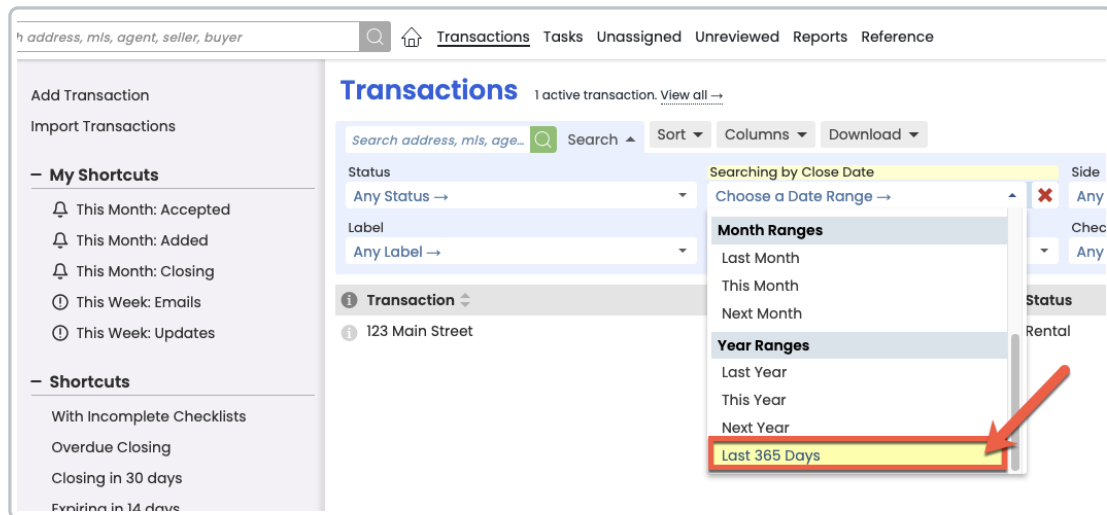


What's New (December 19, 2021)

SEARCHING & FILTERING

Assess your company's performance based on rolling 365 days All reports and Transaction List searches now offer a "Last 365 Days" option. Combine this new option with all the existing search and filter options to target and view the exact data you need to see.



[Learn more about Searching & Filtering Transactions here →](#)

ADMIN CONTROLS

Never forget to update agents' commission info on their anniversary: If you'd like admins to be automatically reminded to update agents' commission split information on their anniversary, head over to [Company Settings](#) and check "Email admins agent anniversary reminders". When checked, location and master admins will receive an email reminder 5 days before each user's Start Date anniversary.

[Learn more about Managing Agent Commission Splits here →](#)

No confusion about when New Offers can be created The option to add a new offer has been removed until it's an appropriate time. If you have the "Allow New Offer" feature enabled in your account, going forward, the New Offer option will only show on the left menu of transactions if that transaction is in a Pending or later status. That way, agents won't accidentally add a new offer without first entering the original offer into the main transaction.

Search address, mls, agent, seller, buyer

Transactions Tasks Unassigned Unreviewed

123 Main Street Added on Oct 6, 2021 by
Last updated just now by

Email docs and notes to this transaction: [4562059-111861-TX-262](#)

General

Status: Pending
MLS #: 123123123
Label: Residential
Side: Listing
Location: Paperless Real Estate

Buyer & Seller

Seller: G. McGee
Seller Lead Source: Walk In

Checklists 0/18 ✓

— 2 - Pending

☐ Counter offer

[Learn how to Create a New Offer here →](#)

Associate document names with labels and categories once. Reap the benefits forever Each time a document is added to a transaction, it can now take on the doc label and permission category pre-associated with the document's name. Pre-associating labels and categories to doc names will save your team the time of having to set them manually as each doc is added.

Search address, mls, agent, seller, buyer

Transactions Tasks Unassigned Unreviewed Reports Reference

Standardized Document Names

Add a list of predefined standardized doc names your users will select from when adding a document to a transaction. Optionally, if a doc name will always have a specific [Doc Label](#) or [Permission Category](#) associated with it, pre-assign those here.

[Learn more here →](#)

Add Doc Name

+ Bulk add doc names

Doc Name	Default Permission Category
Agency Disclosure	Listing
Closin Buyer / Agent Agreement	Buyer
Closin Closing Disclosure	Buyer
Commission Disbursement Authorization	
Earnest Money Check	
Earnest Money Check - 2nd Deposit	
Home Inspection Report	
HUD-1 Settlement Statement- Fully Executed	
HUD-1 Settlement Statement- Preliminary	
Inspection Report	

People

Manage Locations
Manage Users

Customize

Company Settings
Transaction Statuses
Transaction Labels
Document Labels
Document Names
Lead Sources

Templates

Business Holidays
Checklists
Break Apart Docs

Financials

Agent Fees
Client Fees

[Learn more about Setting Up Standard Doc Names here →](#)

For offices that don't track compliance in Pipeline, remove Review from your view If your office doesn't track compliance in Pipeline (e.g., TC offices, Teams, etc.), you can now disable the Document Review feature to remove the unneeded fields and extra effort involved in marking docs as reviewed. To turn off review, uncheck "Enable Reviewed Docs functionality" on the

[Company Settings](#) page.

PRO TIPS & SHORTCUTS

Quick-select all docs in a category when sending docs When sending a message from within Pipeline, quickly select all docs within a category by holding down the [Shift] key on your keyboard, then clicking any doc within the category. All docs in that category will be selected. You can individually deselect any that shouldn't be sent or [Shift]+click again to deselect all docs in the category.

Attached Docs

☐ Send docs as zip file link

☐ Attach this transaction's coversheet

Check the yellow boxes below for docs you want to email.

☐

Label

Document Name

Added On

Reviewed

Office Docs

visible to office staff

☐

Four

Agency Disclosures

Dec 7, 2021

☐

☐

Agent

Dec 7, 2021

☐

Listing Docs

visible to listing agents on this transaction and office staff

☐

Missir

Listing Agreement

Dec 7, 2021

☐

☐

Missir

Listing Agreement (#2)

4 mins ago

☒

☐

For Br

Seller's Disclosure

4 mins ago

☒

Sale Docs

visible to listing and selling agents on this transaction and office staff

☐

Rejec

Amendment to Seller's Disclosure

4 mins ago

☒

☐

Lemo

Short Sale Agreement

4 mins ago

☒

Buyer Docs

visible to selling agents on this transaction and office staff

☐

Four

Earnest Money Deposit

4 mins ago

☒

☐

Purple

Inspection Report

4 mins ago

☒

Notes & Sent Emails

Search Notes

System

status

Jan 30, 2020

Status changed from Listing to Expired / Withdrawn (Automatic Expiration).

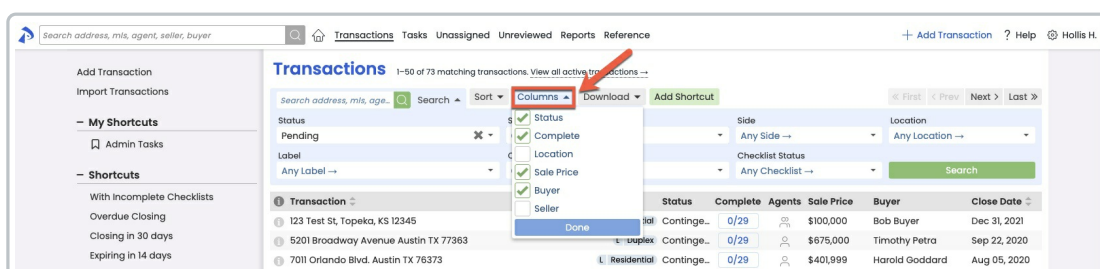
System

Transaction expiry notification sent to:

Transaction Key Dates and Milestones	
11/24/24	Obtain Executed Contract
11/25/24	Send Escrow copy of Fully Ratified PA
11/27/24	Send Survey & T47 to Buyer
11/29/24	Earnest Money Due
12/3/24	Inspection Due Date
12/3/24	Inspection Report Due
12/3/24	Third Party Financing Deadline
12/8/24	Option Period End Date
12/11/24	Buyer to Acquire Property Insurance
1/3/22	Final Walk Through
1/4/22	Closing Date
Listing Agents	
John Smith / ABC Realty (outside / co-op) E: john@example.com	
Selling Agents	
Quincy Grosso E: quincy@example.com	

[Learn more about Setting and Using Key Dates here →](#)

Avoid click-thru by viewing Sale Price, Buyer, and Seller from your Transactions List: If your workflow will be helped by viewing Sale Price, Buyer, or Seller on your Transactions List, enable them under the Columns tab.

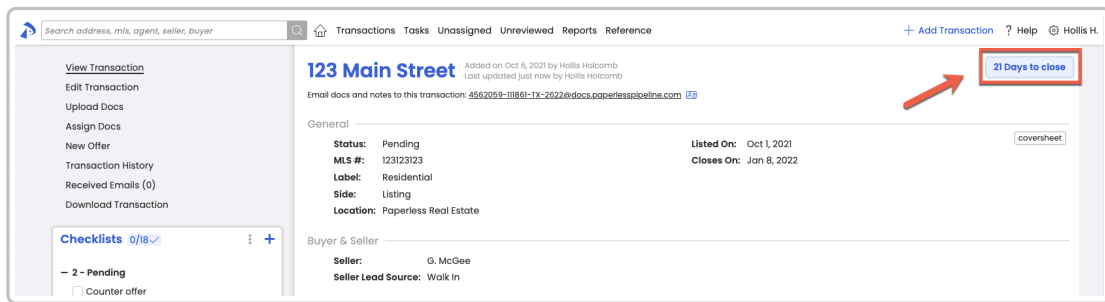


[Learn how to Show and Hide Columns on the Transactions List →](#)

Know the stage of a transaction at-a-glance: Transactions now display key stages in the upper right corner of each transaction as that transaction progresses through its life cycle. Key stages include:

- Days on Market
- Days since Accepted

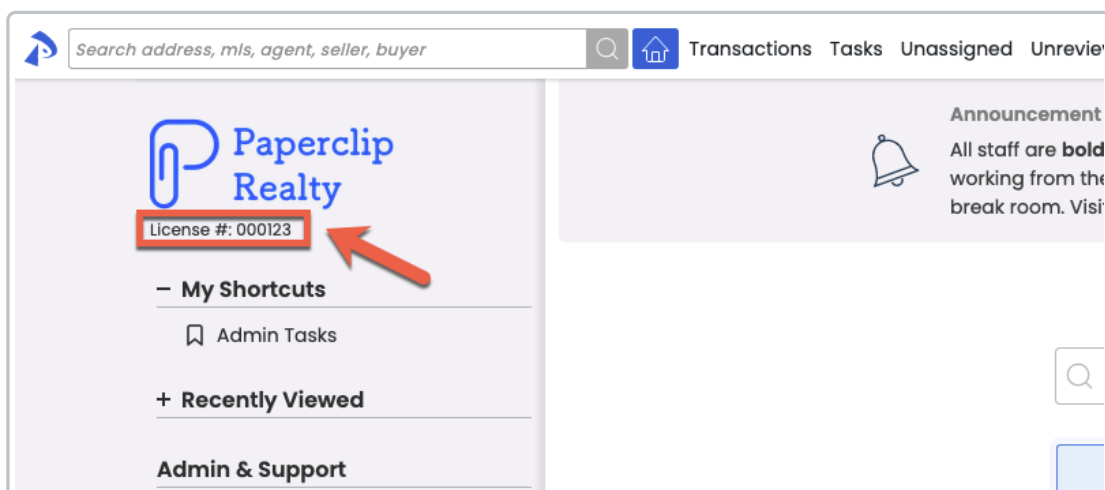
- Days to close



New look for completion ratio meter: The completion ratios displayed on the Transactions List have a new look. The ratios have stayed put, but their background is now a single blue color that's appropriately filled in based on how complete the transaction's checklist is.

Transaction	Status	Complete	Agents	Sale Price	Buyer	Close Date
98 Cinnamon Road	Offer Pen...	14/67	1	\$120,000	James Willenthrope	Nov 16, 2021
789 Jingle Way	Offer Pen...	12/20	1		Peace	
90 Candy Lane	Offer Pen...	6/24	1	\$520,000	Jim Jones	
456 Second Street	Offer Pen...	21/21	1	\$611,655.55	testname	
123 Main Street	Offer Pen...	4/16	1			
944 Orchard Lane Juniper FL 76789	Offer Pen...	0/45	1	\$475,000	Holly Parker	Aug 11, 2020

Broker license number at your fingertips Your broker license number is now displayed for all users under your company's logo on the home page.



Add your broker license number here →

COMMISSION MODULE

For Teams: Set the proper payee name for your broker payables: If you're a Team who needs the Broker Payables on CDAs to reflect your brokerage's name instead of your team's company name, enter their brokerage name in the CDA Settings' "Broker Name for Commission Disbursement" field. That name will be properly reflected as the Payee for any brokerage payables throughout the Manage Commissions process and on the CDA.

Financial Settings

☒ Use start dates of agents to determine fiscal years for year-to-date calculations

☒ Use agent's commission split to calculate sales volume

Broker Name for Commission Disbursement

Unlimited Real Estate

Customize the Broker payable name listed on the Commission Disbursement Authorization. If your brokerage's share of the commission should be made payable to name other than "Coffee is for Closers Realty", enter the Broker Name here. Leave blank to use Coffee is for Closers Realty.

Transaction Settings

☒ Enable auto-expiration of listings

☒ Require transaction label

Gross Selling Commission: \$100,000.00 (20% of \$500,000.00)

Transaction Gross Commission: \$200,000.00

Escrow

Company: Escrow 123

Officer: Susan Smyrna Email: montana@unlimitedrealestate.com

Phone: 3335556666

Payables

Unlimited Real Estate \$200,000.00

Authorized By

Carol Francis

Carol Francis
Broker/Owner
December 18, 2021