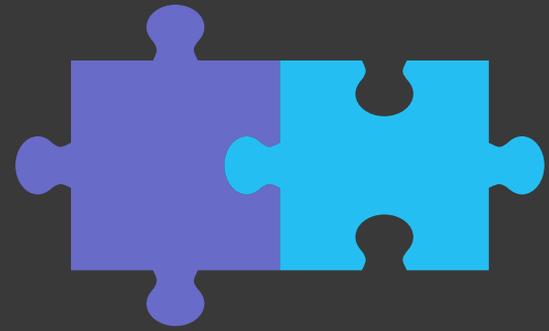


Completing the Puzzle

OUR ECOSYSTEM

Collaboration center changes how consumers and agents interact through the buying and selling process. Utilizing the power of Collaboration Center and Paragon Connect, agents can be confident in their business decisions by exposing their clients to the most reliable source of data and technology.



HOW IT WORKS



CC

COLLABORATION CENTER Buyer Side

A buyer will use the Collaboration Center application to organize listings into favorites, possible, and rejected. This helps the agent concentrate only on the listings the buyer is interested in.

CC

COLLABORATION CENTER Seller Side

Sellers are informed when prospective buyers have marked their listing as favorite, possible or rejected. The Seller Side also gives your seller instant access to competing listings.



PC

PARAGON CONNECT Agent Side

All the data and activity from the Collaboration Center is integrated with Paragon Connect. Now the agent will have the ability to make the best business decisions based on the information provided from these tools.

2022
PARAGON CONNECT

WELCOME
TO THE FUTURE

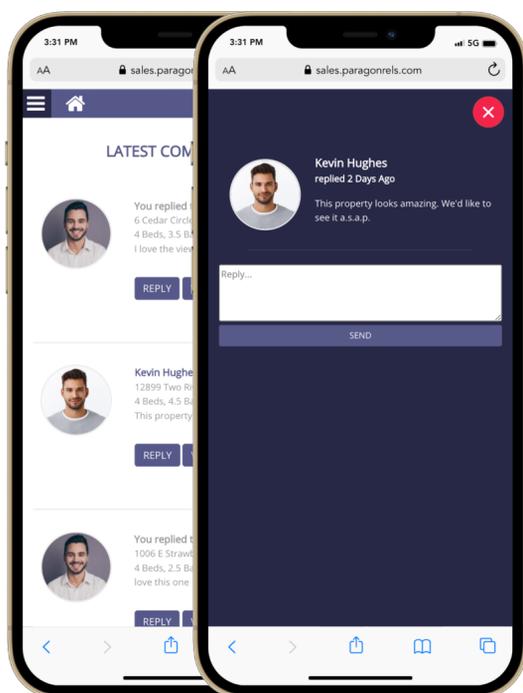
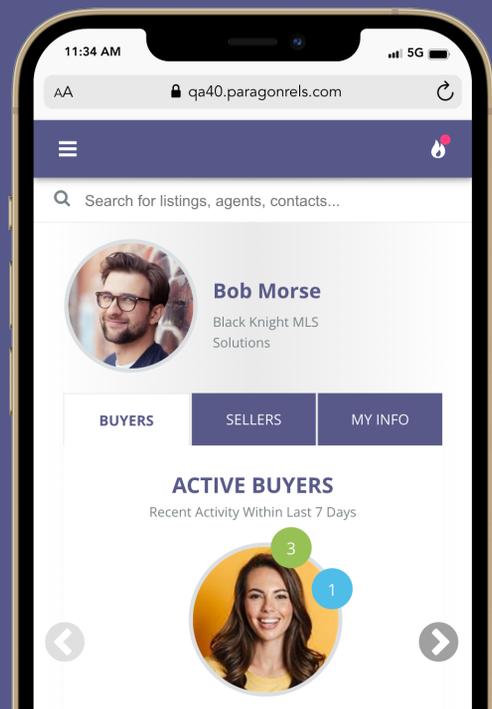


BLACK  KNIGHT®

Introducing PARAGON CONNECT

Paragon Connect leverages responsive design technology and principles to help make it faster, more intuitive, and accessible.

FOR AGENTS



Access on a smart phone, tablet, or even a desktop computer.

Introduction

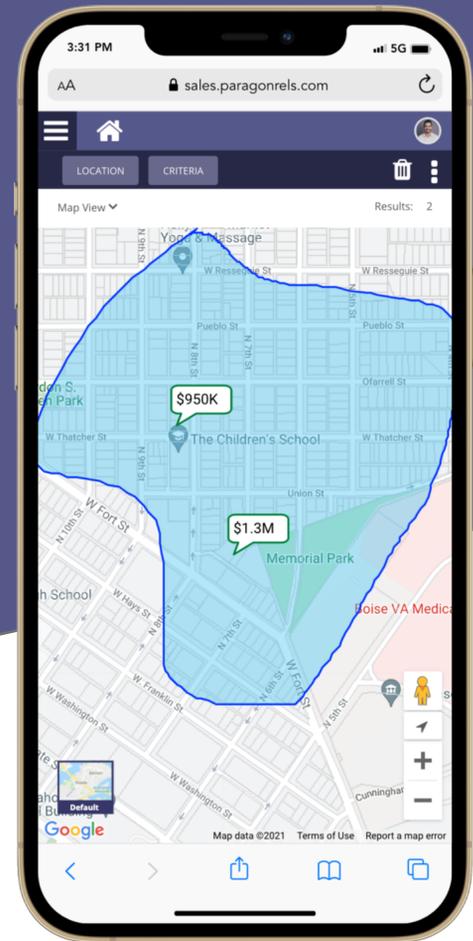
Black Knight is excited to announce our next generation of Paragon Applications. Paragon Connect is our newly developed mobile technology designed for Real Estate agents on-the-go and represents our vision of a modern, mobile, and responsive interface that reimagines the commonly used Paragon functionality and workflows. This application leverages responsive design technology and principles to help make it faster, more intuitive, and so easy to use.



HIGH LEVEL

Features

Take a peek at some of the features and functions that set Paragon Connect apart.



Paragon Connect



AGENT ONLY

Paragon Connect is an agent tool to work with and manage Paragon data. It works in conjunction with the Paragon Collaboration Center and other third party integrations.



DATABASE

Utilizes the same Paragon database. Any changes made in Paragon Connect (new contacts, saved searches, etc.) will also show up in Paragon and vice versa.



100% RESPONSIVE

Whether you're on-the-go or in the office, Paragon Connect's responsive design ensures it displays perfectly based on your device.



DEVICE OPTIMIZED

Optimizes visuals based on the size of your resolution, enabling you to have access to even more features and functions based on the device you are using.



DATA ANALYTICS

Captures data from actual buyers, so sellers can view how many buyers are in the Paragon ecosystem. Provides comps within a specified radius, site traffic and level of interest, which could lead to price adjustments.

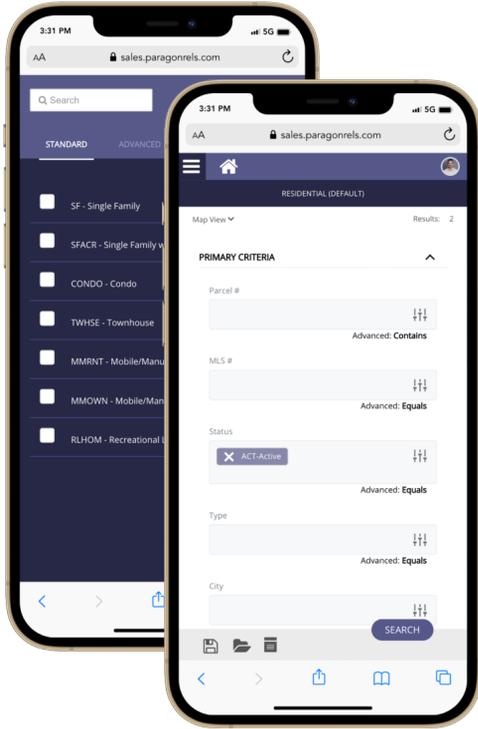


CLIENT CENTRIC

Provides you with details about how often seller sites are viewed, which listings buyers like, and greater insight into buyer and seller activity.

Property Search

Let's review the two primary search functions used to locate listings within Paragon Connect



Search Form Method

Traditional search form used to locate listings based on prospective buyer search criteria. Example: Client is interested in a property with 3 bedrooms, 2.5 baths priced around \$500k. Using form search, agent would enter criteria to locate listings based on client's desired criteria.

Key Features

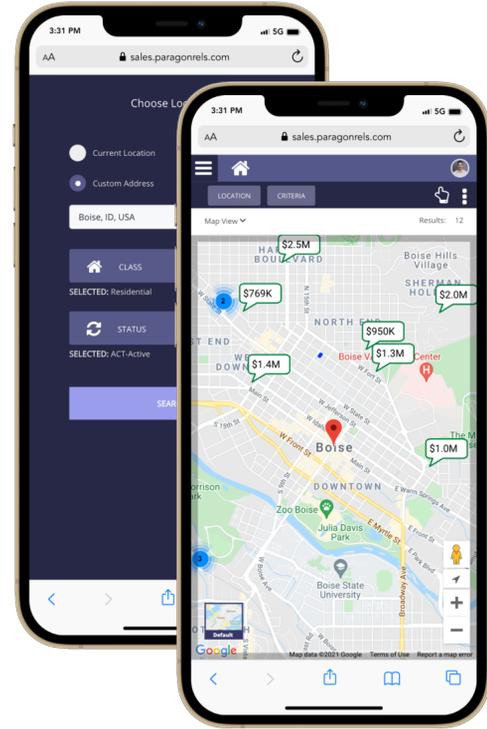
- Search by Class or Multi Class
- Map results displayed as a best fit
- Auto complete forms or expand to view more options
- Search fields and layout is identical to Paragon
- Save search
- Setup Notifications

Field Label

✕

⋮

Advance: **Equals**



Location Based Method

The location based method, is used to locate listings based on your current location or a specific address. The map acts as a filter and will refresh results based on any zooming or panning around the map. You can also further filter results by adding any search criteria.

Key Features

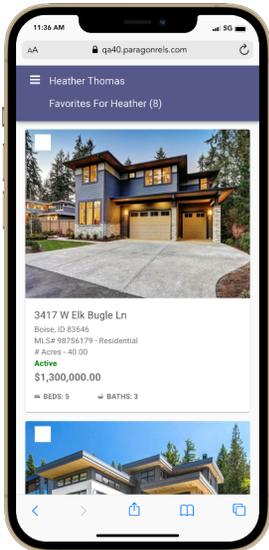
- Search around your exact location
- Use any custom address to locate listings
- Map filters results as you pan or zoom
- Can add search criteria to further narrow results
- Save Search
- Setup Notifications



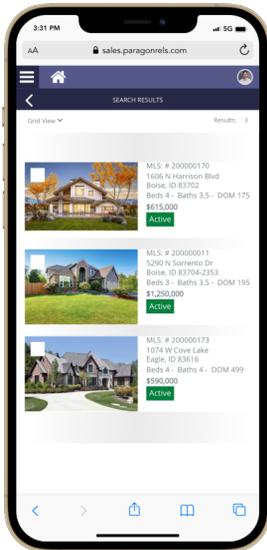
Indicates your location or custom address entered into location-based search.

Report Views

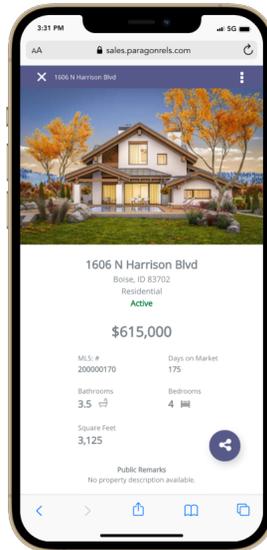
Lets take a look at the views and reports available inside Paragon Connect



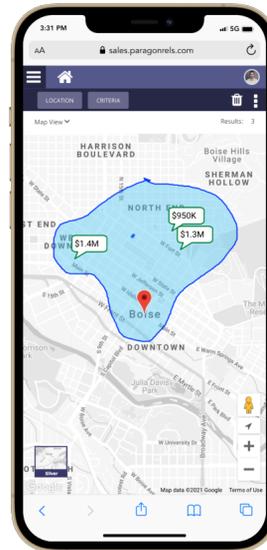
THUMBNAIL



GRID



DETAIL



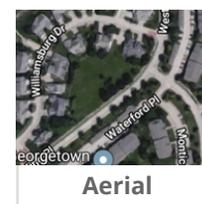
MAP

Available Reports

Paragon Connect comes equipped with four different report types. You have a thumbnail view, grid view, map view, and a detail view. The thumbnail report and grid views will load 20 listings by default and lazy-load additional listings as you scroll down. The detail view's property information is completely customizable per organization. You can create as many sections as you want and add any fields to these sections. The map view utilizes Google Maps and Street View.

Map Types

There are a variety of map types available within the mapping view of Paragon Connect. Just like most systems, the report has a standard default map and an aerial map. But in addition to those defaults, the mapping application has a night mode, silver mode, and a retro mode. The silver mode is great for overlaying layers on top of the map, making it easier to view and interact with map layers. The night mode is great for those who burn the midnight oil. The map types are sticky and remain selected while in your current session.



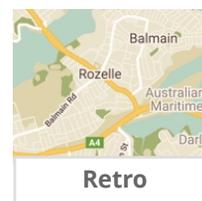
Aerial



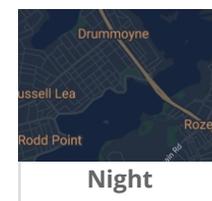
Silver



Default



Retro



Night

Detail Report

The detail report provides administrative staff control over how the fields are displayed

Customizing Report

The detail report in Paragon Connect contains more than just listing fields. It contains a variety of tools, reports, analytics, and more. The report is customizable by the MLS. The application allows the MLS to create sections and add fields to each section.

The layout of how these fields are displayed can be customized as well. Fields can be displayed in a single column or two columns. The system also allows you to format paragraphs of text and provides a special layout for features. The customization of this report is extremely simple and can be updated at any time by the MLS administrative team.

1837 Manhattan Ave
Boise City, Idaho 62338
Active

MLS Number: 3827383
Bedrooms: 4
Bathrooms: 2
Days on Market: 72 days
Square Feet: 4,290 ft

Remarks: You will love this delightful 3-story Tudor with old-world charm and breathtaking views of Beaver Lake. This 4-bedroom, 3-bathroom home has a 2-car garage—giving you 1,800 sq. ft. of spacious elegance, natural oak floors throughout, and a modern gourmet kitchen. Imagine curling up to a cozy fireplace with a good book. Every night, drift off to sleep to the subtle sounds of the natural lake and forest, then wake up to a spectacular sunrise over the lake.

12 buyers in Paragon are looking for a property like this!

General			
Price per Acre	\$205	County	Valley
Price per SQFT	\$258.29	Age	11 - 20 Years
Property Excluded	Seller's personal items	Type	Single Family
Bedroom 3 Level	Upper	Land Size	5m Lot 5999 SF
App Below Grade Urfin	2400	#Acres	0.120
Year Built	2004	Legal Description	Tamarack Resort P.U.D. Phase 1
Sale/Rent	For Sale	Property Included	Refrigerator, washer/dryer, stove,

Report Features

- Photo gallery
- Map and Street Map of listing
- Videos
- 3D/VR Embedded
- Full MLS listings
- Public Records
- Property History
- AVM's
- Mortgage Calculator
- Community Reports

One Column

Label	Data

Two Column

Label	Data	Label	Data

Features

Label	Data	Label	Data

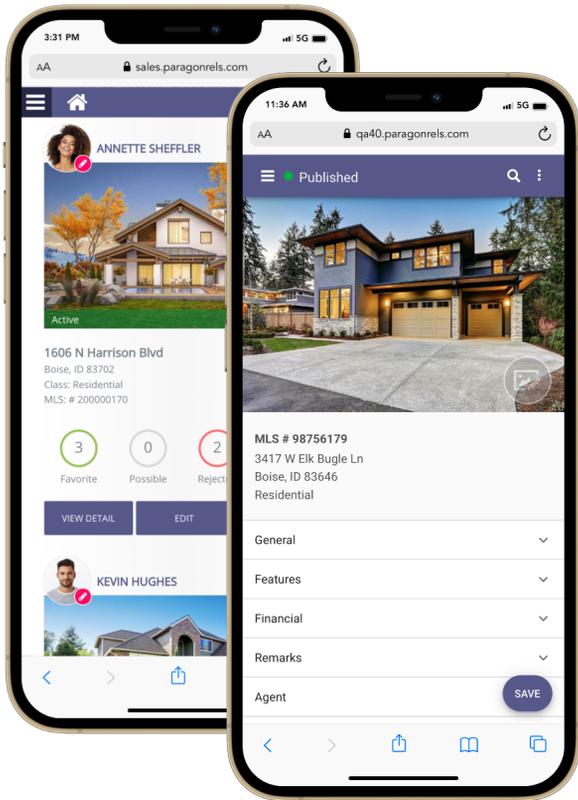
Description

Label

Data

Listing Maintenance

Edit your listings on any device

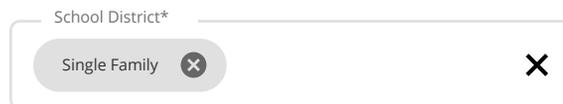


Edit your Listings

Access and edit any of your listing data from the palm of your hand. The Paragon Connect listing maintenance module gives you full access to all fields, lookups, geographical data and more.

Key Features

- Quickly displays all your listings
- Edit any field, lookup, date field, and more
- Search for any field within the form
- Use auto complete or full screen search modals to find data
- Advanced search options available (equal to, not equal)
- Filter form to display required fields



Error Tracking

Listing form validates your content based on rules and configurations set by your organization. These business rules drive the accuracy of your listing data. If an error is found the system will display the error below the field. The listing will not be saved to the system until all errors are resolved.



*Type cannot be residential with current address

Warnings

Not every issue within the listing form is an error. In some scenarios a warning will be given to the user. When a warning occurs the end user can either update the data or accept the warning and continue. The system will provide a toggle button for the end user to accept the warning.



*Recommend selecting an outdoor area



Snap a Photo

Add Listing Photos

User your mobile device to add listing photos

Snap your Own Photos

Enjoy the freedom of being able to use your smart phone to capture and upload photos to your listings. Snap a portrait or a landscape photo, or just go through your phone and select the photos you want to upload.

Key Features

- Photos allowed to be uploaded Use your smart phone to capture photos
- Browse through your photo library to upload photos
- Reorder your photos in the order you like
- Add a label to each photo
- Add a description to each photo



Enhance your Photos

With Paragon Connect you have the luxury to crop, flip, rotate, and color correct your photos. You can add photo elements like shapes, icons, text, arrows and more to highlight areas of a photo that might be of importance to the agent or consumer.

Key Features

- Crop, flip, rotate photos
- Add a shape from the provided library
- Add an icon from the provided library
- Place custom text on your listing photos
- Free hand draw on the photo
- Add labels
- Delete one or more photos



Filter



Shape



Icon



Text



Draw

Contact Manager

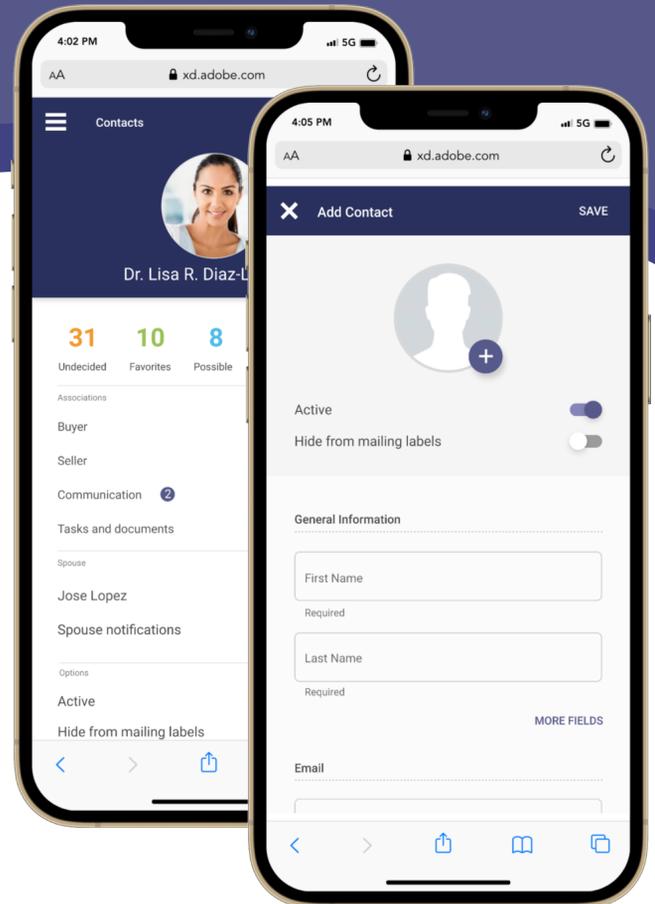
Add/Edit and manage your contacts

Contact Manager

Access your vast variety of contacts on your phone. Missing a contact? Quickly add or import prospects to your contact list. Setup an auto notifications using our collaboration center tools and functions. Track their buyer and selling information directly from their contact profile.

Key Features

- Add/Edit/import contacts
- Email or text your contacts
- Setup Buyer and Seller notifications
- Create notes/tasks
- View history of contact activity
- Review current and past comments
- Opt in/out compliant



New contact manager screens coming to Paragon Connect soon.

Working with Buyers

Once you have created or imported a contact, you can associate a saved search to this contact. The contact would then be set up with a Collaboration site where he/she will be able to review listings, mark them as a favorite, possible, rejected, add comments, request showings, create their own searches and more. All buyer's activity is tracked within Paragon Connect. See sample comment from buyer in Paragon Connect below.



You replied to **Stacy Anderson**

1278 Basch Way S, \$875,000
4 Beds, 3.5 Baths - MLS 3849383
Can do! How's tomorrow afternoon...

REPLY

VIEW DETAIL

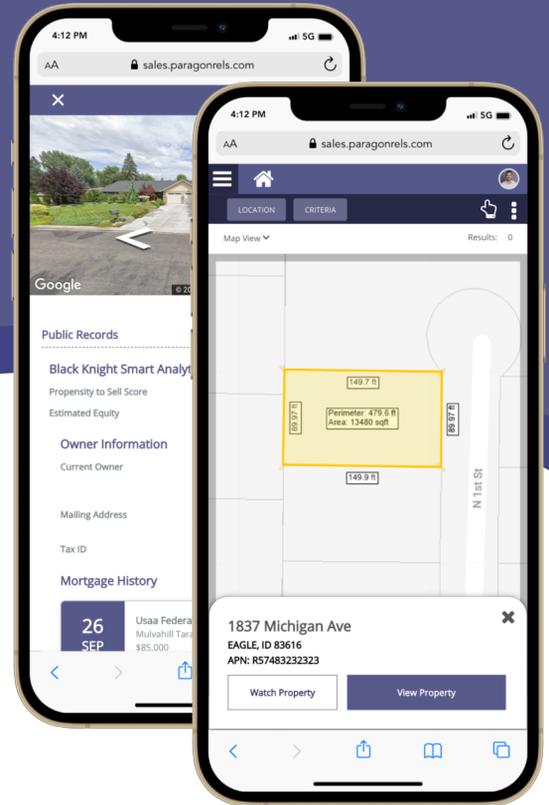
Working with Sellers

Most sellers can only see how well their house fits in the market by the number of showings scheduled. However, with Paragon Connect we can paint a larger picture. As an agent, you can see the number of prospective buyers that have viewed the listing, marked it as a favorite, possible, or rejected. You can tell you how many agents have recommended it, saved it in a search or added a comment about it. Below is a sample from the sell side of Paragon Connect.



Public Records

Search and view Public Record data



Interactive Parcels

Utilizing Paragon Connect's interactive parcels, an agent can gather more information about a property than ever before. Not only is the public record information available, but an agent can view AVM's from Black Knight, RPR, and Zillow. There is also the Propensity Score that indicates the likelihood this property will go on the market.

*Currently available for US customers only

Key Features

- View Parcel, dimensions, and overall square footage
- Display full public record data on property
- Propensity Score
- Estimated Load to Value
- Estimated Equity
- AVMs (Black Knight, RPR, Zillow)
- View Mortgage History

Combine MLS & Tax Data

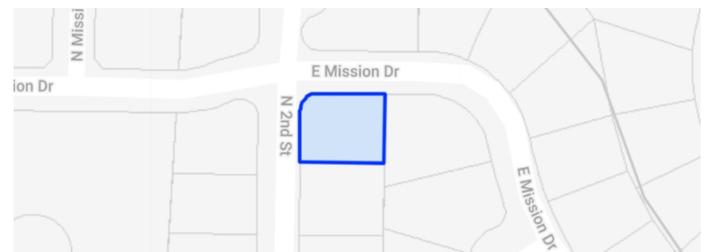
Paragon Connect combines both listing data and public record data into one report. This report also contains property history, AVMs, mortgage calculator, buyer demand score, videos, 3D/VR models, community reports, and the ability to send this listing information off to any third party integration.

Propensity Score

Propensity to List has been added to the parcel property panel for Premium Tax users. The feature uses a proprietary algorithm that considers a variety of data to include Sales History, Loan to Value Ratio, Estimated Equity, Owner Occupied, Foreclosure Activity and Neighborhood Trends and assigns one of the following scores that reflects the probability that a property will be listed for sale: Low, Medium, High, Very High and Listed.

Property Watch

A Property Watch allows you to watch a property and be alerted to any changes on a property or properties. Perhaps you have a client who is interested in a specific property and says, "Hey, let me know if anything changes about this property." A Watch will help support that request. Put Watches on the properties of open house visitors who sign your guest book and be the first to approach them about listing when the property valuation increases.



Email Alerts

When any of the defined changes occur for a watched property, an alert is generated. Alerts are delivered in an email direct to the agent. Also a new section on the property overview appears detailing the updated changes.

2020

17
NOV

New Loans
Recording Date: 11/09/2020, Loan Type: New Conventional, Shotgun?: No

16
SEP

Value Change
Previous Value: \$217,000, Current Value: \$241,500, Percent Change: 11.29%

Calculators

Financial calculators to finesse budgets

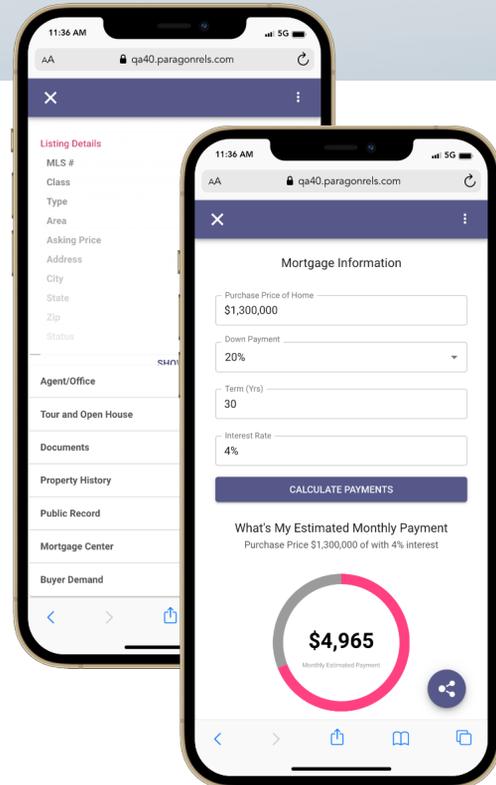


Mortgage Calculator

On every detail report in Paragon Connect you will find a mortgage calculator. This allows the agent to quickly calculate monthly mortgage payments. The Agent can choose and adjust the term and interest rate, along with the purchase price of the home and down payment amount.

Key Features

- Enter purchase price of home
- Down payment amount
- Terms - 15 or 30yr
- Interest rate
- Calculates estimated monthly payments
- Breaks down total by principal and interest



Mortgage Information

Purchase Price of Home

Down Payment

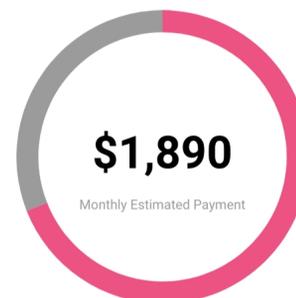
Term (Yrs)

Interest Rate

CALCULATE PAYMENTS

What's My Estimated Monthly Payment

Purchase Price \$495,000 of with 4% interest



Breakdown Payment

■ Principal (31%) ■ Interest (69%)

Note: Estimated monthly payment based on a fixed APR loan for the mortgage amount plus taxes, maintenance (when applicable) and does not include insurance or other applicable fees. Information provided as a guide only.

Listing Carts

Save, collect, and share listings

Listing Carts

Collecting, saving, and sharing listings is an important task that every Real Estate agent undertakes. In Paragon Connect, you can create as many carts as you want. You can move a single listing or multiple listings into your carts. Once in a cart, you can email, text, get driving directions and more.

Key Features

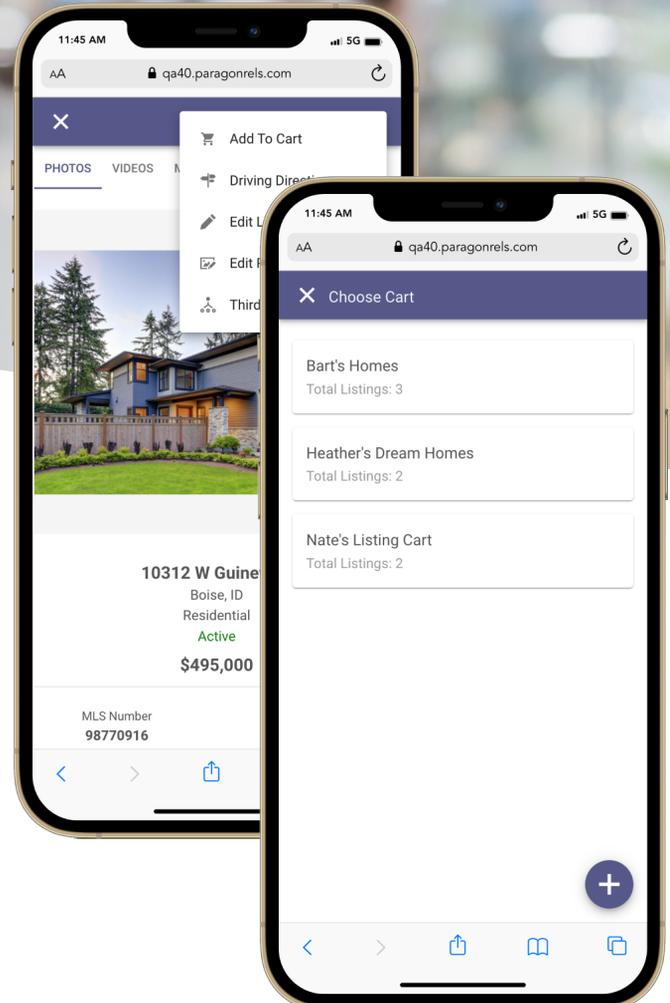
- Add, modify, delete listing carts
- Collect and store several listings in a cart
- Remove and manage your listings in any cart
- Add listings to multiple carts
- Email, text, copy link, and share your listings
- Create and manage same carts in either system

Adding Listings

You can collect and add listings to a cart throughout Paragon Connect. Anywhere you can view one or more listings you will find the ability to collect listings into a cart. All you need to do is select the listing or listings you want to add to a cart, click the three dot overflow menu, and from there you will find an option to add listings to a cart. You can add to an existing cart or create a new cart. It's that simple.

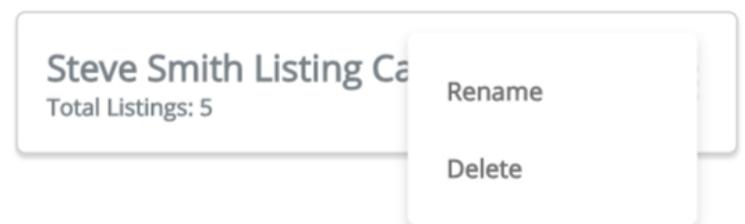
System Options

-  Add to Cart
-  Driving Directions



Cart Options

Once a cart is created, you can always rename it. You can also delete any cart from your list of saved carts. Opening a cart will display all of your listings in that cart. From there you can interact, remove a single listing, or remove all listings.



Map Layers

Map shape overlays

Map Layers

Map layers provide a visual representation of key indicators when reviewing a property, neighborhood, or general area. Paragon Connect provides six default map layers in every system. This includes a layer to view the city boundaries, county lines, flood plains, neighborhoods, postal codes, and any traffic maps fed from Google maps.

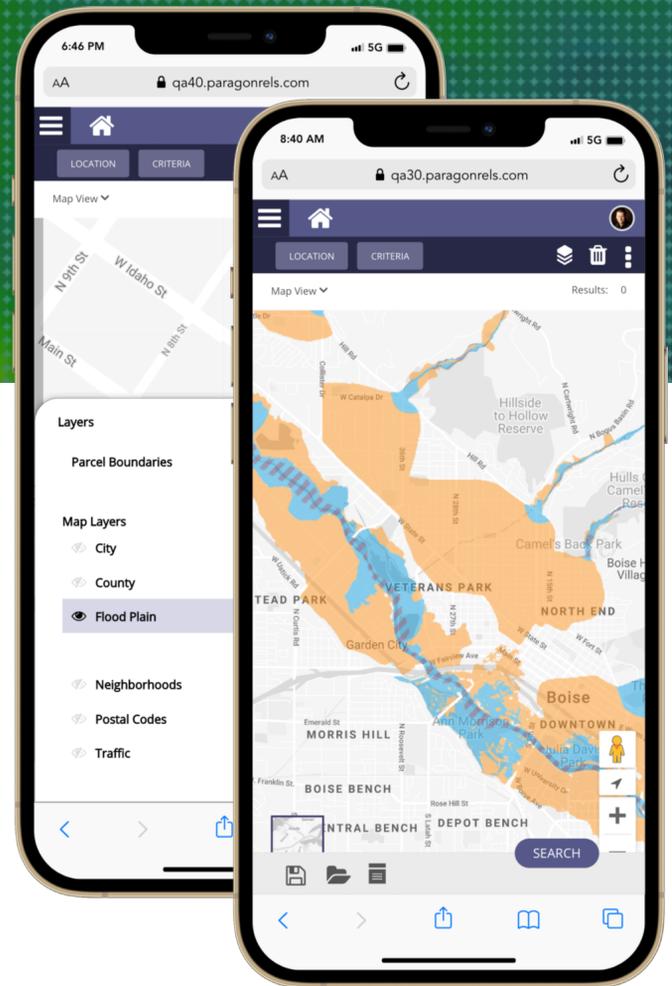
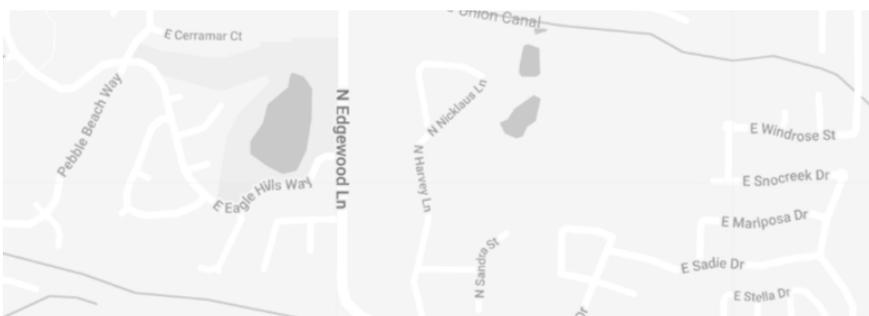
Default Layers

- City
- County
- Flood Plain
- Neighborhoods
- Postal Codes
- Traffic

Pro Tips

A little pro tip for our Paragon Connect users. Switch the map type to the “Silver” map type to remove any coloring to the map. This allows for your map layers to be recognized easier on the map.

Another tip, you can enable multiple layers at one time. Even with a map layer enabled, you can still click/tap and interact with the parcel layers displayed on the map.



Coming Soon!

As of the 5.84 release, only the six default map layers are available. In an upcoming release, custom map layers will be made available inside of Paragon Connect. This includes any imported custom shape files or any custom map layers created in Paragon Professional.

In addition, the ability to filter by these map layers is another feature coming soon. This will allow you to filter by those custom layers.

Open House

Search, Create, and Manage Open Houses



Schedule

Schedule an Open House and choose an available date from the calendar. Select live stream or an in-person event. Choose the desired timeframe and document any other important information needed for this event, like "refreshment



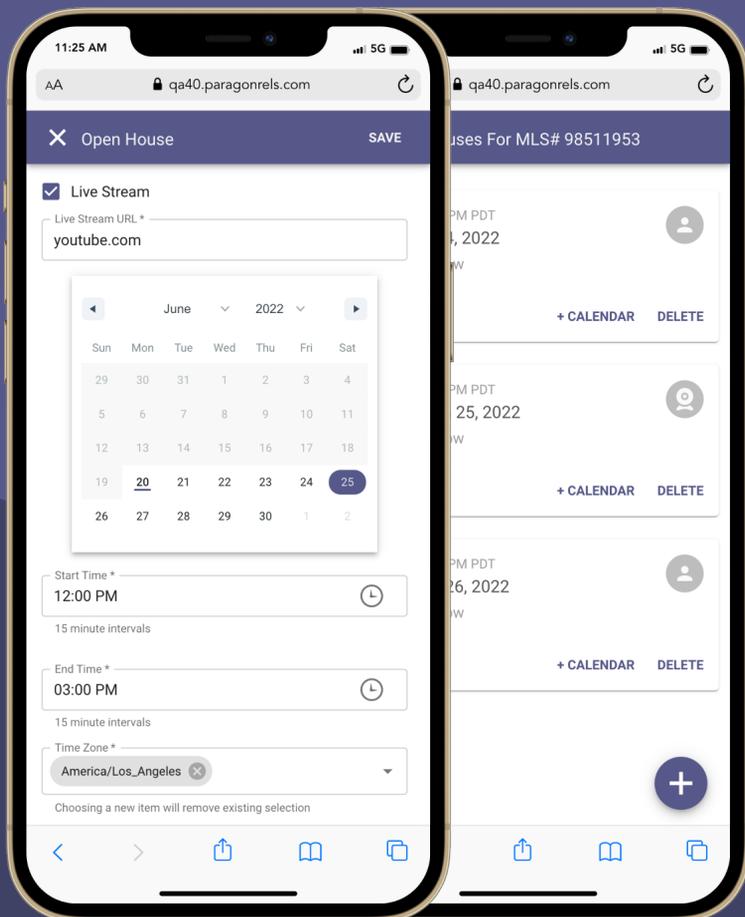
Multiple Events

Are you planning on scheduling multiple open houses? Use the calendar control to choose multiple days in a row for your event.



Search

Search Tours and Open Houses and quickly identify any upcoming events. Results include listing information, date, time of event, and any other details provided. You can even add an event to your default calendar on your device.



Buyer Activity

Track your buyers preferences and activity

Buyer Side Activity

Paragon Connect really focuses in on what your prospective buyers are doing. How many listings did they mark as favorite, possible, or rejected? Did they create any new searches in the Collaboration Center site? Did they send any comments? All of this is tracked on the main dashboard of Paragon Connect and within each contact. The dashboard tracks the activity performed within the last 7 days.

ACTIVE BUYERS

Recent Activity Within Last 7 Days



- Marked as a favorite
- Marked as a possible
- Marked as rejected
- Created new custom search
- Created a new comment



Number of Visits

Number of times buyer visited Collaboration Center site within the last 30 days



Track Activity

In addition to delivering your client's interest in properties, Paragon Connect also tracks the following important information: How many new searches did the client create, how many tasks are upcoming in the next 7 days. Are there any searches about to expire? You can also see any of the latest comments created by any of your prospective buyers.

NEW SEARCHES

5

UPCOMING TASKS

2

SEARCH EXPIRING

1

Sample Comment



You replied to **Steve Johnson**
24 North Ave Montvale, \$639,000
3 Beds, 2 Baths

Pool looks a little small. But it looks refreshing. Can we setup a showing?

REPLY

VIEW DETAIL

Seller Activity

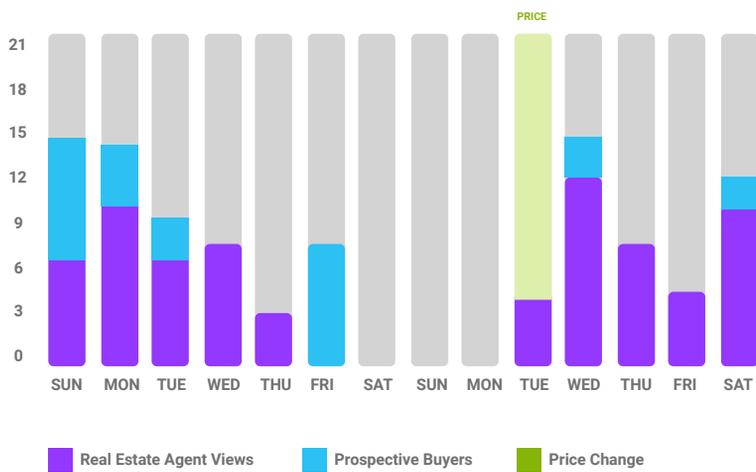
Gather more intel on how your sellers listing is performing in the market

Sell Side Activity

As an agent, you can now gain more insight into how many times the listing has been viewed, how many people have marked it as a favorite, possible, or rejected, and even how often it's appeared in searches. We take all the buyer preferences and feed them into the sell side of Paragon Connect.

Listing Views

The following chart below shows the number of times your listings have been viewed by Real Estate Agents and prospective buyers.



Prospective Buyer Activity

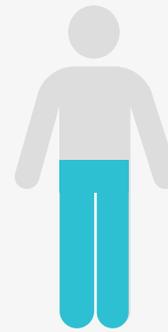
The following statistics provide you with insight into how prospective buyers are categorizing your listing as part of their home buying process.



2

Real Estate Agent Recommendations

The number of agents that have recommended your listings to their prospective buyers.



VS



Real Estate Agent Views

The number of Real Estate Agents that have viewed details of your listing

Prospective Buyer Views

The number of prospective buyers that have viewed details of your listing

4

VIEWS FROM EMAIL

Real Estate Agent(s) that have viewed your listing via an email

5

FACEBOOK VIEWS

Prospective buyers who shared your listing to Facebook

15

CONSUMER COMMENTS

Prospective buyers who have made comments on your listing

18

AGENT COMMENTS

Real Estate Agents who have made comments on your listing