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# 2009 REAL ESTATE INDUSTRY **BUYER'S GUIDE**

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**Virtual Properties**

*One Internet System; Leads to Closings*

Established 1995: Your Trusted Technology Team

# From the Editor

We frequently are asked for the names of reliable leading suppliers of services and products to the residential realty business. We also frequently receive comments on those firms that are leaders in various categories in this regard.

To assist our clients and customers we have created the REAL *Trends* Buyers Guide that will be a list of firms that we know provide a wide variety of services to residential brokerage firms. We plan to have a comprehensive Buyers Guide, a unique offering to provide those who practice residential brokerage to have an easier way to find those who are leaders in these service and product areas.

Welcome to the REAL *Trends* Buyer's Guide.

The Buyer's Guide has been created for broker/owners, managers, sales professionals and teams of residential real estate firms. Now, finding the products and services you need to help you do day-to-day business better is faster and easier than ever before. The REAL *Trends* Buyer's Guide gives you and your company access to the most up-to-date information on leading companies providing products and services to the residential real estate industry.

## Searching the Buyer's Guide

With both company name via alpha order and category search options, the REAL *Trends* Buyer's Guide helps you find new business opportunities.

## Your Company Listing

Your recommendations are important to us. Do you know of an excellent firm that you currently do business with that we should include in the Buyer's Guide? If so, please e-mail us at [realtrends@realtrends.com](mailto:realtrends@realtrends.com).

To update company information or suggest ways we can improve and build the Buyer's Guide please contact Doniece Welch at (303) 741-1000 or via email at [dwelch@realtrends.com](mailto:dwelch@realtrends.com).



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Our goal is to make the REAL Trends Buyer's Guide the most comprehensive listing of service and product providers for the residential real estate industry!

# Product and Service Providers

## Adigida Solutions

[www.ProspectConverterCRM.com](http://www.ProspectConverterCRM.com)

*Contact us at:*

Adigida Solutions  
6009 Wayzata Blvd., Ste. 109  
Minneapolis, MN 55416  
Phone: 612-333-2220

E-mail: [rkalman@adigida.com](mailto:rkalman@adigida.com)

*We specialize in:*

Relocation & Referral Management  
Software, Lead Management &  
Conversion, Broker-branded CRM,  
Brand Building Marketing Tools

*Years in Business: 10*

*Where services are offered: Nationally*

*Let us help you:*

Dramatically increase the  
conversion rate of the Internet  
leads you generate by employing  
lead management software.

## American Home Shield



[www.ahsrealestate.com](http://www.ahsrealestate.com)

*Contact us at:*

American Home Shield  
889 Ridge Lake Blvd.  
Memphis, TN 38120  
Phone: 800-735-4663

*We specialize in:*

Home Warranty,  
Home Protection Plans

*Years in Business: 38*

*Where services are offered: Nationally*

*Let us help you with:*

Home Warranty,  
Home Protection Plans

## Bowden's Market Barometer

[www.bowdensmarketbarometer.com](http://www.bowdensmarketbarometer.com)

*Contact us at:*

Bowden's Market Barometer  
12162 72nd Court North  
West Palm Beach, FL 33412  
Phone: 561-791-2409

E-mail: [ms-she@msn.com](mailto:ms-she@msn.com)

*We specialize in:*

Development Assistance,  
Data, Trends

*Years in Business: 18*

*Where services are offered: Nationally*

*Let us help you with:*

Development Assistance,  
Data, Trends

## Colmar Associates



*Contact us at:*

Colmar Associates  
P.O. Box 2234  
Rancho Santa Fe, CA 92067  
Phone: 858-759-2443

E-mail: [dave@colmarassociates.com](mailto:dave@colmarassociates.com)

*We specialize in:*

General real estate brokerage  
consulting

*Where services are offered: Nationally*

*Let us help you with:*

Confidential strategic planning  
including merger/acquisition,  
operations and profitability,  
benchmarking, management and  
long-range planning.

# Product and Service Providers *cont.*

## eRealInvestor

[www.erealinvestor.com](http://www.erealinvestor.com)

*Contact us at:*

eRealInvestor  
2240 N. Point Street, Ste. 2  
San Francisco, CA 94123  
Phone: 415-992-3430

E-mail: [contact@erealinvestor.com](mailto:contact@erealinvestor.com)

*Where services are offered:* Nationally

*Let us help you with:*

Patent-pending software to analyze your next property purchase for you or your clients.

## First American Title Insurance Company

[www.firstam.com](http://www.firstam.com)

*Contact us at:*

First American Title Insurance Company  
1 First American Way  
Santa Ana, CA 92707  
Phone: 800-854-3643

E-mail: [bsebring@firstam.com](mailto:bsebring@firstam.com)

*We specialize in:*

Title Insurance  
Settlement Services

*Years in Business:* 120

*Where services are offered:* Nationally

*Let us help you with:*

Title insurance or settlement services

## Mediashop PR

[www.mediashoppr.com](http://www.mediashoppr.com)

*Contact us at:*

Mediashop PR  
110 East 42nd Street, Ste. 1714  
New York, NY 10017  
Phone: 212-867-8778 x228

E-mail: [jill@mediashoppr.com](mailto:jill@mediashoppr.com)

*We specialize in:*

Public Relations, Media Relations, Marketing and Social Networking Campaigns for Real Estate Brokerages and Developments

*Where services are offered:* Nationally

*Let us help you with:*

Public Relations, Media Relations, Marketing and Social Networking Campaigns for Real Estate Brokerages and Developments

## Murray Consulting, Inc.

*Contact us at:*

Murray Consulting, Inc.  
7501 Village Square Drive, Ste. 200  
Castle Rock, CO 80108  
Phone: 303-741-1000

E-mail: [smurray@realtrends.com](mailto:smurray@realtrends.com)

*We specialize in:*

Valuations, Mergers & Acquisitions, Strategic Planning, General Consulting, Speaker

*Years in Business:* 22

*Where services are offered:* Nationally

*Let us help you with:*

Valuation services, Strategic planning or operational services, To buy or sell a residential real estate firm



# Product and Service Providers *cont.*

## The Staver Group

[www.thestavergroup.com](http://www.thestavergroup.com)

*Contact us at:*

The Staver Group  
28 S. 10th Street  
Fernandina Beach, FL 32034  
Phone: 904-321-0877

E-mail:

[bstanton@thestavergroup.com](mailto:bstanton@thestavergroup.com)

*We specialize in:*

Speaking and Coaching

*Where services are offered:* Nationally

*Let us help you with:*

Leadership coaching and development

Creating an exceptional customer experience

## VHT, Inc.

[www.VHT.com](http://www.VHT.com)

*Contact us at:*

VHT, Inc.  
1250 E. Touhy Avenue,  
Ste. 110W  
Des Plaines, IL 60018  
Phone: 800-790-8687

E-Mail: [support@VHT.com](mailto:support@VHT.com)

*Where services are offered:*

Technology -Services;  
Online - Photography and  
Online Video Property Tours

*Let us help you with:*

Real estate visual marketing services

## Virtual Properties, Inc.

[www.virtualproperties.com](http://www.virtualproperties.com)

*Contact us at:*

Virtual Properties, Inc.  
2979 Triverton Pike Dr.,  
Ste. 100  
Madison, WI 53711  
Phone: 608-271-9601

E-mail:

[zellmer@virtualproperties.com](mailto:zellmer@virtualproperties.com)

*We specialize in:*

Technology Services

*Where services are offered:* Nationally

*Let us help you with:*

A trusted technology team

## WAV Group

[www.waves.wavgroup.com](http://www.waves.wavgroup.com)

*Contact us at:*

WAV Group  
Arroyo Grande, CA 93420  
Phone: 805-473-9119

E-mail: [marilyn@wavgroup.com](mailto:marilyn@wavgroup.com)

*Where services are offered:* North America, Europe, Asia and South America

*Let us help you with:*

Strategic planning, marketing technology evaluations, consumer and industry research or operational consulting, executive recruiting, marketing/communications planning