



REALTOR
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Realtor[®] Edge

Reaching Over 12,000 Realtors[®] And Growing

THE OFFICIAL PUBLICATION OF THE REALTOR[®] ASSOCIATION OF GREATER FORT LAUDERDALE

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Strategic Alliances Often a Recipe for Successful Futures

RAGFL's Affiliate members are ready to help you succeed

As a rule of thumb, most home buyers and sellers do not enjoy the process of seeking out all the vendors and services needed to make a home purchase or sell the one they currently own. Lucky for them, more and more Realtors[®] are making it their business to be a one-stop shop for referrals and information regarding what companies the clients should use for all the services they need. Do you have your strategic alliances ready when the call comes?

A PROPER PARTNERSHIP

A referral network is only as good as the people who respond to those calls, so when setting up partnerships, be careful to select the right companies. A good rule of thumb is to judge whether or not you yourself would use this business. If you're ready to refer a client to a mortgage team that company needs to be as committed to your clients and the high level of customer service that you currently provide to them.

RECOGNIZED EXCELLENCE

Every Realtor[®] strives to brand themselves in the market as the expert in a certain niche, and as that brand is developed you want to do everything to guard the integrity of that brand, so choose corporate partners who have recognizable brands as well – clearly ones with good reputations for excellent services. Working with a respected lender will assure your clients receive a good package from both you and the lender.

RAGFL has approximately 100 affiliate member organizations ready to partner with you to assist your clients when buying and selling. Whether your clients need home inspection services, mortgage and financing information, home warranty companies, or a professional decorator, RAGFL can direct you to potential new relationships with industry experts. For a complete list of our Affiliates please visit R-World.com. Go to the Member tab and click on Affiliates.



Commercial Real Estate Professionals Pack Room at 2008 Forecasting Event

On February 28th, over 120 of the top commercial real estate leaders and practitioners from across South Florida converged at the Fort Lauderdale Marriott North to attend the 2008 Commercial Real Estate Forecast. Sponsored by the Society of Commercial Realtors[®] of

Greater Fort Lauderdale (SOCR), the event's key guests presented the issues and challenges facing the local commercial real estate market as well as gave valuable insight into the state of the business for the coming months.

(Continued on page 6)

The mission of the Realtor[®] Association of Greater Fort Lauderdale is to secure the interests of its members and their ability to conduct a thriving business, to promote the highest standards of professional practice in the real estate community, and to support members in maximizing their individual potential for success.

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1765 N.E. 26 Street
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Don't Miss Out!

Keep your RAGFL profile current

If we don't have your most up-to-date contact information, you could be missing out on valuable Association notifications, important news and up-coming event details. Most importantly, you could be missing out on signing up for one of our many valuable and free RAGFL education courses (Remember—RAGFL was voted #1 education program in the State of Florida). We want to be your partner in business

and continue to help you be as successful as you can, but we need your correct information to do so!

To ensure your information is accurate, please go online to www.R-World.com/my account. Once logged on, update any outdated information. Review your profile often and update it as needed. We look forward to seeing you at one of our many classes and events throughout Broward County!



RAGFL Realtor® Rally - Save the Date!

Mark your calendar now for Thursday, June 5, 2008 for the Realtor® Association of Greater Fort Lauderdale's Realtor® Rally! The event will take place at the Broward County Convention Center. Save the date and stay tuned for more details on www.R-World.com.

Looking Ahead

Be sure to save the dates for these key RAGFL events!

Be sure to save the dates for these key RAGFL events!

Membership Breakfast – Friday, April 4th

NAR Mid-Year Legislative Meetings – Monday, May 12th – Friday, May 17th

Realtor® Rally – Thursday, June 5th

Typical Florida Real Estate Firms

Do you fit the profile?

What's a "typical" Florida real estate firm look like? A survey commissioned by the Florida Association of Realtors® (FAR) and conducted by the National Association of Realtors® (NAR) finds that it has one office, invested more in technology last year and increased its spending on training. Does your firm fit the profile? Here are some survey highlights:

- Characteristics of real estate firms
- In Florida, real estate firms have been in the business for a median of 12 years and 45 percent of firms have been in the real estate business 15 years or more.
- Seventy-one percent of firms operate one office.
- Eighty-seven percent of Florida firms did not open a new office in 2005 and 96 percent did not close any offices.
- Slightly more than half of Florida firms don't own any of their offices compared with 43 percent of firms nationally.
- Eighty-three percent of firms are corporations, 7 percent are proprietorships and 2 percent are partnerships.
- The median number of licensees in

Florida firms is five, one among all firms and three among those firms with part-time licensees.

- Among all firms in Florida, twice as many licensees joined firms in 2005 as left. A median 4 licensees joined firms compared with 2 licensees leaving.
 - Firms with 3 offices and 4 or more offices each have a median of 26 licensees compared with a median of 14 licensees among firms with 3 offices and a median 12 licensees among firms with 4 or more offices nationally.
 - Seventy-two percent of residential firms in Florida are actively recruiting agents mostly as a means to help grow their primary real estate business.
 - Sixty-five percent of firms have 1 to 4 employees (non-licensees) on staff per office.
 - Six percent of independent, non-franchised firms offer vacation or sick days to their independent contractors compared with 23 percent of independent, franchised company firms.
- www.floridaRealtors.org

"Most of life is routine—dull and grubby, but routine is the mountain that keeps a man going. If you wait for inspiration you'll be standing on the corner after the parade is a mile down the street."

—Ben Nicholas

Calendar of Events

April 2

2:00 p.m. Grievance Committee (C)

April 3-4

8:30 a.m. Real Estate Professional Assistant Course (EA)

April 8

9:00 a.m. Boot Camp (EA)

April 9

8:30 a.m. New Realtor® Orientation (WA)

9:00 a.m. Government Affairs Committee (C)

4:00 p.m. Realtor®/Lawyer Committee (C)

April 10

9:00 a.m. MLS Committee (WA)

April 11

8:30 a.m. Understanding the Retail Real Estate Market (EA)

April 16

9:30 a.m. Home Staging (WA)

10:00 a.m. Professional Development Committee (EA)

2:00 p.m. Home Staging (EA)

April 17

10:00 a.m. Executive Committee Meeting (C)

11:00 a.m. Board of Directors Meeting (B)

April 23

8:30 a.m. New Realtor® Orientation (EA)

April 24

8:30 a.m. SOCR Networking (EA)

10:00 a.m. SOCR Board of Directors Meeting (B)

April 25

9:15 a.m. Charitable Foundation Committee Meeting (C)

April 28-May 2

8:00 a.m. GRI II (WA)

April 30

12:00 p.m. International Real Estate Council Meeting (EA)

Key:

(EA) = RAGFL East Auditorium

(WA) = RAGFL West Auditorium

(B) = RAGFL East Boardroom

(C) = RAGFL East Committee Room

(L) = RAGFL East Computer Lab



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GOVERNMENT

Leadership Travels to Tallahassee and Washington to Protect Industry

March 25 and 26 were great days to be Realtors®—Great American Realtor® Days. Each year, the Realtor® Association of Greater Fort Lauderdale's (RAGFL) leadership travels to Tallahassee to join Realtors® from across the state to discuss our priorities. President Randy Bates led our group this year, which was greeted with open arms by Broward's Legislative Delegation. Our leaders personally met with almost all of the members of the Legislature representing Broward to discuss our legislative priorities. At the top of our list: further tax relief, especially for first time home buyers, more insurance



Adam Sanders

reform, protecting the affordable housing trust funds, in addition to other important issues impacting our state and our industry. The Florida Association of Realtors® capped off our first night in town by hosting a block party near the Capitol to celebrate our involvement in the legislative process.

Federal issues are also of the utmost importance to RAGFL's leadership. In May, RAGFL's leadership heads to Washington to address those issues. As the foreclosure crisis continues to impact our industry, the banking industry continues attempting to obtain approval to conduct real estate transactions, and an adversely high amount of real estate professionals continue to do without affordable health care coverage, these issues will certainly be in the spotlight during our May trip to our nation's Capitol.

Spring Ahead with New Business Opportunities

By RAGFL President Randolph "Randy" Bates, e-PRO, GRI

Springtime is upon us already... or at least that's what the calendar says. But here in South Florida, you'd never know it. Some say we only have two seasons—hurricane and tourist seasons. But, however you classify our seasons, most people around the world consider South Florida paradise—especially those who have recently suffered through a bone-chilling winter with record-breaking snowfalls.

As we do every April, Spring is the time to move those clocks ahead. And while you are at it, why not spring ahead with a revitalized marketing plan—targeted not only at local, full-time South Florida residents, but those seasonal neighbors who will be jetting back to their more permanent homes soon. Now is the time to get organized—be



Randy Bates, GRI, ePRO

sure to make comprehensive packets of your listings containing any and all information on your properties for sale/rent to give to those folks before they leave. Even if they may not be in the market for a new place, when they arrive back to their homes well-rested and sun-glistened, you can bet some of their friends will be interested

in planting some roots in South Florida. Let them know you would be happy to introduce them to South Florida and all it has to offer! Networking and referrals are the top ways to ensure you continue to add to your rolodex and increase those business opportunities. The Realtor® Association of Greater Fort Lauderdale—your partner in business. Do you have questions or suggestions, send an e-mail to president@r-world.com.

...why not spring ahead with a revitalized marketing plan—targeted not only at local, full-time South Florida residents, but those seasonal neighbors who will be jetting back to their more permanent homes....

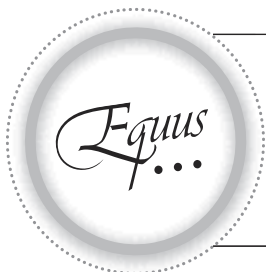
Are You a Good Neighbor?

The National Association of Realtors® (NAR) *Realtor® Magazine's* Good Neighbor Award program recognizes Realtors® who've made an extraordinary commitment to improving the quality of life in their communities through volunteer work. This year, five winners will receive \$10,000 grants for their cause.

The deadline for Realtors® to submit their applications is Friday, May 23rd. Finalists will be announced in August 2008. Nominations must be accompanied by a completed entry form to be considered Realtors® may nominate themselves or may be nominated by another NAR member, a state or local association, or the community organization they served).

For more information and complete rules and eligibility, go to www.realtor.org/realtormag (click on Good Neighbor logo) or call 800/874-6500. Good luck neighbor!

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Real Estate Professional Assistant Course

Thursday, April 3rd through Friday, April 4th

As a busy Realtor® you need more than just a helping hand. You need a professionally trained assistant. The Real Estate Professional Assistant (REPA) course is a comprehensive two-day certificate program that provides an intensive introduction to the real estate business and to the specific ways support staff can become valuable assets to their employers. Every administrative employee in the brokerage office will benefit tremendously from this quick-start program. Employers will save time and money with this resource for professional training while giving new employees a

sense of “belonging” and “career” that comes from identification with the industry. Following the course, the professionally trained assistant will:

- Understand the business of real estate
- Comprehend key marketing concepts
- Know how to manage the transaction
- Be familiar with local listing and sales forms
- Know the difference between licensed and unlicensed
- Understand the types of agency repre-

- Know what MLS is and be familiar with input forms and reports
- Be familiar with the level of professionalism and ethics expected of them

The Instructor for the Real Estate Professional Assistant Course will be CIPS Instructor of the Year, Marcus Wally, MBA, CIPS, GRI, RSPS, AHWP, ITI, TRC. Thursday, April 3rd through Friday, April 4th. RAGFL Members \$299.00; Non Members \$339.00. Please register by credit card online at www.R-world.com or call 954-563-7261.

Staging your Listing for Sale

Wednesday, April 16th

In this Buyer's Market, your ability to make your listing stand out from the competition is a very common concern for sellers, and your top priority. Staging is the process of preparing a home for sale regardless of price or location. This two hour course will help a Realtor® incorporate an array of staging services into their service portfolio. Receive insight and guidelines on how home staging can enhance a real estate business, types of staging services, marketing, client relations, stag-

ing strategies and tricks of the trade on how to stage a home.

Did you know?

- Buyers form an opinion within the first 10-20 seconds of entering the property
- Staged homes sell 40% faster than un-staged homes (according to *Business Week*).
- Staged Homes sell for an average of 5% more than un-staged homes (according to *Realty Times*).

- Staged Homes attract a broader range of buyers, as they are more appealing.

The course will be held Wednesday, April 16th from 9:30 a.m.-11:00 a.m. at RAGFL East Auditorium, 1765 NE 26th Street in Fort Lauderdale or Wednesday, April 16th from 2:00 p.m.-3:30 p.m. at RAGFL West Auditorium, 5850 Hiatus Road in Tamarac. Register at www.R-World.com or contact a Professional Development Counselor at 954-563-7261.

GRI II – Essential Real Estate Techniques

Monday, April 28th – Friday, May 2nd

Essential Real Estate Techniques is a “sales from the ground up” approach to your business. You will learn construction terminology, how to improve energy efficiency, the difference between an appraisal and a market analysis and what it means for buyers and sellers. Real estate investment will be explored so you can better assist your customers in identifying investment property. GRI II is ac-

credited for 30 hours of Broker post licensing or 11 specialty CE hours. GRI II – Essential Real Estate Techniques will be held Monday, April 28th – Friday, May 2nd at RAGFL East Auditorium, 1765 NE



26th Street in Fort Lauderdale. Members \$237.00; Non-Members \$277 by April 18. Members \$262.00; Non-Members \$307 after April 18. Register at www.R-World.com or contact a Professional Development Counselor at 954-563-7261.

Boot Camp – Career Development from the Ground...UP

Tuesday, April 8th

It's time to put aside what's not working and to adopt proven ideas that achieve positive results. You are the only person that can make it happen!

Boot Camp isn't a “feel good, soft touchy-feely” program. No... it's about facing the realities of succeeding in the real estate profession. The material discussed in this program, if practiced on a regular basis, will virtually guarantee your success.

It isn't easy... because there is no easy road to success. This program is about learning what to say, when to say it and being accountable for the results.

As you will learn in this four-hour program, you are the key to your success. Nothing will happen until you do something. Take what you learn from this seminar, apply it in your daily practice and you'll advance your career to the point where you are light years ahead of your competition.

Boot Camp will give you a new perspective on real world scenarios you'll encounter nearly every day. Try the ideas introduced at this workshop... and get ready for your financial success to soar!

Class will be held on Tuesday, April 8th from 9:00 a.m.-1:00 p.m. at RAGFL East Auditorium, 1765 NE 26th Street, in Fort Lauderdale. 4 (CE credits) Boot Camp – Career from the Ground... UP! With Steve David, CRB, CRS, GRI.

Register at www.R-World.com or contact a Professional Development Counselor at 954-563-7261.

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Understanding the RETAIL Real Estate Market

8:30 a.m.-4:30 p.m. on Friday, April 11th at RAGFL East Auditorium

The retail real estate market is unique and dramatically different in many respects from the industrial, office and multi-family real estate sectors. In order to be successful in the retail arena, either as a sales agent/broker or as a commercial real estate investor, you must have a crystal clear understanding of the retail market as well as what factors drive the landlords, retail tenants and investors in this market. Have you ever wondered:

- What is an anchor tenant and what role do they play in shopping center development and operation?
- Why do anchor tenants generally pay less rent than non-anchor tenants?
- What a trade area is and how it is defined?

- How a retailer gathers market data, performs a site evaluation and selects a site?
- What a retail gap analysis is and how to use it to identify opportunities in the market place?
- How to obtain internet access to retail data sources?
- What constitutes demographic data, why do retailers use it and how can you obtain it?
- What is psychographic analysis and how do retailers utilize this analysis to capture more customers?



Maureen Miller, SOCR



- What sources of retail real estate market information and research are available to aid your analysis?

The answers to all of these questions and many others can be found in the one day course Understanding the Retail Real Estate Market. If you want to significantly enhance your understanding of the retail real estate market

so you can better serve your clients and/or enhance your investment performance in this arena, then this course is for you! To register, contact Maureen at 954-567-5029 or go to www.R-World.com.

Are You up to Speed on Green? It seems more and more cities are adopting green building standards these days. Jones Lang LaSalle says that currently 1 in 7 cities throughout the U.S. already have green building programs or enhancements in place. And that number is expected to rise to 1 in 5 in the next year. Are you making sure your clients and contacts are up to speed on programs in your area? NAR has a collection of Green Building resources at your disposal on our website. And keep up to date with GlobeSt.com's new Green Outlook at www.globest.com/green.



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Expected Closing Date

The field ECD, "Expected Closing Date", is required when status is changed to Pending Status (PS). Failing to maintain an accurate ECD "Expected Closing Date" within a 5-day window is a fineable MLS violation. Our automated iCheck system checks for expected closing dates that

have expired but the status still remains PS or Backup (B). If this occurs, you will receive an email requesting you to extend that date in order not to be fined. In the event the listing has closed, it will serve as a reminder to correct the status to Closed Sale (CS).

Preserve the Integrity of Your MLS

Observe the Rules

RAGFL prides itself on the high level of our MLS data accuracy. But MLS data accuracy is only as good as the information provided by *you*—the user. Here are a few of the *most* common violations to the MLS Rules and Regulations:

- Folio Number – missing or incorrect
- Listing entered twice
- Information entered other than field's dedicated purpose
- Inaccurate expiration date
- Incorrect 4-digit MLS Area Code
- Failure to enter listing within 5 business days of final signatures

- Failure to report Pending or Closed Sale within 5 business days of activity
- No Seller, Designated Realtor® or authorized signature on change forms
- Inaccurate listing type entered
- Disallowed information in Remarks, Directions, Internet Remarks or Photo sections; i.e. names, phone numbers, email addresses, web addresses, bonus or compensation reference, lockbox combinations, alarm codes, gate codes, open house info, etc.
- Leaving any Commission Field blank—must include \$ sign or % symbol; must be greater than "0"
- Failing to update the expected closing date on pending backup listings

- Branded virtual tours including URL, printable flyers or additional links
- Violations of the MLS Rules and Regulations trigger a \$100 fine per incident. Do it right the first time!



What Puts iMapp Ahead of the Rest?

Check out a few of the great functions that position iMapp above the competition!

- Access to 35 Florida Counties Tax Info, Mapping and Aerials.
- Reciprocity Vehicle! —Search and view other MLS databases (all activity, not just for sale in Florida)
- One-Click for Parcel Mapped Comparative Sales Analysis
- Comps Criteria Changed "On the Fly" with a One-Click Update
- Four Comparable Property Statistics

- Foreign Mailing Label Format
- "Rubber band" a Parcel Map Area for Mailing Labels
- Fully Interactive Parcel Maps
- GIS Parcel Maps for Speed/Accuracy
- Maps highlight ALL MLS Activity (Actives, Solds, Expires and Pending on Parcel Maps)



Commercial Real Estate Professionals Pack Room at 2008 Forecasting Event

(Continued from front cover)

Our top lineup of industry experts included: Jack McCabe, Economist of McCabe Research and Consulting; Chris Metzger and Greg Martin of Cushman and Wakefield of Florida who spoke on the industrial market

and the office market respectively and Bill Rotella of The Rotella Group who discussed the state of the retail market. Special thanks goes out to the following key event sponsors: The Fitzgerald Group, IronStone Bank and Federal Engineering and Testing.

MLS Statistics for RAGFL*

	February '08	Previous Month	Change	Previous Year	Change
New Listings					
Single Family	2,450	2,134	15%	2,949	-17%
Condo-Townhouse	2,894	2,513	15%	3,789	-24%
Total all Property Types	8,062	7,040	15%	9,576	-16%
Available Inventory					
Single Family	12,378	12,132	2%	11,537	7%
Condo-Townhouse	16,290	16,170	1%	16,223	0%
Total all Property Types	37,740	37,604	0%	36,685	3%
Single Family Sold					
Closed Sales	271	381	-29%	452	-40%
Average Sale Price	\$478,422	\$443,208	8%	\$491,224	-3%
Median Sale Price	\$323,000	\$305,900	6%	\$350,000	-8%
Total Sold Dollar Volume	\$129,652,362	\$168,862,248	-23%	\$222,033,248	-42%
Closed in 30 Days	22%	22%	0%	18%	22%
60 Days	14%	18%	-22%	19%	-26%
90 Days	14%	11%	27%	16%	-13%
120 Days	14%	13%	8%	15%	-7%
121+ Days	36%	36%	0%	32%	13%
Condo-Townhouses Sold					
Closed Sales	391	411	-5%	548	-29%
Average Sale Price	\$213,687	\$222,577	-4%	\$246,545	-13%
Median Sale Price	\$145,000	\$163,700	-11%	\$195,000	-26%
Total Sold Dollar Volume	\$83,551,617	\$91,479,147	-9%	\$133,106,660	-37%
Closed in 30 Days	19%	18%	6%	22%	-14%
60 Days	14%	16%	-13%	19%	-26%
90 Days	14%	14%	0%	16%	-13%
120 Days	12%	11%	9%	11%	9%
121+ Days	41%	41%	0%	32%	28%

*Note: The above statistics were compiled early March, additional sales for February may be reported that are not reflected.

February 2008 iCheck Error Rules and Statistics

Description	Errors Today	Errors Last 30 Days	Errors Last 365 Days
Invalid Address Field	0	8	96
Contact Info in Remarks Field	0	66	885
Contact Info in Internet Field	0	12	220
Contact Info in Directions Field	0	6	97
URL in Remarks Field	1	25	414
URL in Internet Field	0	13	177
URL in Directions Field	0	9	84
Invalid Broward County TaxID in FOLIO Field	0	11	170
Invalid Dade County TaxID in FOLIO Field	1	9	100
Invalid Palm Beach County TaxID in FOLIO Field	0	2	28
Style Mismatch	0	45	616
Open House in Remarks Field	1	21	276
Open House in Internet Field	0	4	27
Active with No Showings in Remarks Field	0	7	105
Invalid Compensation Fields	0	8	153
Unacceptable Phrases in Remarks Field	0	80	1,428
Unacceptable Phrases in Internet Field	1	11	178
Unacceptable Information in Development Field	0	1	63
Unacceptable Information in Subdivision Field	0	2	224
Branded Virtual Tour	1	104	5730
Expected Closing Date not updated	2	362	1799

Courtesy Notice Statistics

Description	Notices Today	Notices Last 30 Days	Notices Last 365 Days
Listings Set To Expire in 10 Days	311	5,522	69,951

While it's virtually impossible to manually check every listing entered into the MLS system, iCheck automates a large portion of that task, making for faster and better oversight. It provides a near real-time level of quality and control, both in verification of data and rules compliance, and automated notification of corrections needed. iCheck – Enhancing the Accuracy of MLS Data

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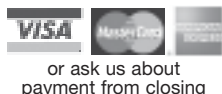
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Some of the Year's Best Gadgets

At the International Builders' Show in Orlando, Florida, more than 1,900 exhibitors showed new and innovative products. Here are some of the new products that attendees found the most interesting.

- TurboChef, a do-it-all single oven, cooks up to 15 times as fast as a conventional oven by mixing high-speed heated air with precise microwave blasts. Unlike a regular microwave, it can brown and sear. It's 30 inches wide, costs \$5,995 and comes in 200 custom colors.
- ThermoSpa is a 53-inch-deep hot tub that lets a user soak and work out at the same time. It comes with optional attachments, including a rowing machine and a treadmill. The prices start at \$17,000.
- DTV II (digital thermostatic valve) is a computerized control panel for a

shower. The computer controls water temperature, water flow, music, mood lights, and steam. It cost \$10,000 plus installation.

- Gen Alert Plus, made by Briggs & Stratton, is a device that connects to an outdoor generator and will call a phone number to let the home owner know that there's a problem with the system or if it has kicked in because of a power failure. The system also allows a home owner to reset a home thermostat, even if it isn't directly connected to the generator.



www.Realtor.org

Got Enough Space?

Need some extra USB ports on your computer to plug all those mobile devices into? The Yego USB Flash Drive gives you two USB ports for one. Just plug the Y-shaped flash drive into your desktop or laptop and you'll quickly boost the number of USB ports on your computer so you don't have to keep swapping your digital camera, iPod, or other devices. Connect Yego drives and expand your storage even

more. The USB 2.0-compliant device, offered in 1GB to 8GB capacities, needs no external power or battery to operate. It includes an LED indicator so you know which port is in use, plug-and-play convenience, security functions, and full-speed transfers up to 480Mbps. Starting at \$13 for 1GB capacity. Advanced Media Inc., Ritek, Diamond Bar, Calif.; 800-823-2505; www.ritekusa.com

Talking Picture Show

Liven up your property tours by syncing audio to your photos—with minimal effort. SoundsReal offers an audio slide show service that allows you to load property images and fill out an online form about the property. The company automatically creates a script for you and uses a professional voice artist to narrate your tour. Add your personal stamp by recording your voice for the introduction and



closing. SoundsReal hosts the shows on its site. You'll receive a URL to add to your e-mail and Web site to drive traffic to your audio slide show. The service is free to use if you agree to allow SoundsReal to play a 10-second ad within your show.

Or, if you prefer your show to be ad-free, it's \$29.95 per month for up to 30 talking shows. Sounds Real.com, Green Bay, Wis.; 800-310-3226; www.soundsreal.com.

Type Away on a Virtual Keyboard

Tired of thumb cramps from using those tiny keys to type on your PDA? With the I-Tech system, you can aim a red laser across a surface to create a full-size, 63-key operating keyboard. The projected image works just like a normal computer keyboard—you'll even hear a clicking sound that reassures you it's registering your keystrokes. Use the laser keyboard for e-mail, word pro-

cessing, and spreadsheet tasks. The battery-powered I-Tech laser, which is about the size of a small cell phone and communicates via Bluetooth, is compatible with smart phones, Macintosh and Windows PCs, newer BlackBerries, and most handheld devices (PDAs and tablet PCs). \$179.99. Hutchison Harbour Ring Ltd., Grawn, Mich.; 866-228-9132; www.virtual-laser-keyboard.com.

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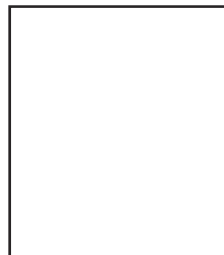
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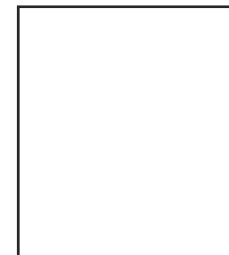
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