



Fortis for Real Estate

Liberate agents from paper and fax

In real estate, seconds or minutes can determine the difference between success and failure in a property sale. In an increasingly electronic and fast moving industry, real estate agencies need to find new ways to gain competitive advantage.

Electronic Offer and Sales Process

Fortis provides the vehicle to put all property information online, from plot plans to wetland maps to offers to P&S and mortgage applications. **Fortis** puts the selling process in the agent's control.

The benefits are (1) faster communication between buyer and seller, (2) more and better value-added services by the agent to the buyer and seller, (3) security from competitive bidders and of personal information, (4) complete time-stamped history of a transaction, and (5) regulatory compliance.

Real Estate Knowledge Base

As an agency moves its buy and sell activities to electronic media, **Fortis** builds a knowledge base that becomes an agency's competitive edge. The benefits are unlimited storage of the real estate history of the agency, and the ability to search and find all information by buyer, seller, and property. Take individual agent's files and turn them into the agency's proprietary collective intelligence.

Property Development

To achieve a competitive edge in property development, close management of costs, timetables, and marketing activities are paramount.

Fortis provides a unique resource to gain control of the paper-intensive processes that can create development and marketing bottlenecks. **Fortis** provides major benefits with the permit process, project change orders, and contract and subcontract management.

Fortis can be integrated with major project management tools such as Timberline and Microsoft Dynamics.

CBL & Associates – manages 24 malls nationwide, achieving major administrative efficiency and cost savings. They integrate **Fortis** with the REALM property management system.

Countrywide Title – moved all of their title search and transmittal functions into the **Fortis** electronic repository,

achieving 500% search time improvement.

Coral Shores Realty – implemented a paperless real estate sales process encompassing 800 employees and 4,500 clients, eliminating manual transmittal of 45,000 documents per month and achieving 62% administrative staff productivity improvement.

Marketing

Fortis provides a searchable repository of property and community information with Web portal access.

Sales

Fortis increases the selling success rate by efficiently managing the volumes of paper and signoff steps in the selling process.

Mortgage and legal

Fortis brings together documents from agents, title searchers, appraisers, lawyers, and mortgage providers to streamline the closing process.

Development

Fortis is a powerful vehicle for design specifications, change orders and as-built information.

Management

Fortis is used to manage all the records and paper trails involved in property management, collection, and payables.

Fortis for Real Estate

Fortis provides one document management backbone that integrates with your administrative and business systems.

Real Estate Applications

Fortis is in use successfully in virtually every aspect of the real estate value chain. Some of the applications of **Fortis** in real estate include:

- Offers and P&S
- Loan application
- Inspections, and disclosures
- Agency administration
- Change orders, and subcontracts
- Property research and marketing
- Title search
- Property closing
- Property development
- Facility management

Scalable Solutions

Fortis is used by a wide range of real estate enterprises, from small agencies to large title search firms and major real estate developer, and property managers. These include:

- Coral Shores Realty
- Weichert Realtors
- Republic Title
- Main Street Homes
- British Property Federation
- Bancplus Mortgage
- McGrath Real Estate
- Countrywide Title
- Jonathan Sharp Ltd.
- The Lightstone Group

Integrated Document Management

Fortis provides a full range of document management capabilities including:

- Electronic transmittal
- Flexible and powerful search
- Versioning and archiving
- Records management and retention
- Security and management
- Image capture and OCR
- Viewing and annotation
- Disaster recovery

