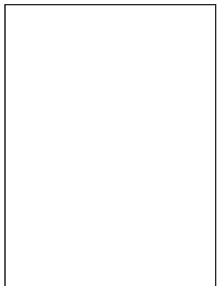


Your questions deserve answers



by Lin McIntosh,
President HIS

We appreciate the many inquiries we receive from members and customers—especially because several of these inquiries have become the source of

enhancements and revisions we made, or are making, to our databases. (See the accompanying article for more on this.) The examples below indicate the wide variety of our users' concerns and activities. Please post your suggestions or questions or responses at service@hawaiiinformation.com. We read, consider and respond to each. The insert which accompanies this issue of InfoCurrents will introduce the members of our staff. It is they who answer your questions and follow up on matters related to your service.

Why did HIS use Internet Explorer as the foundation of WebREsearch? I prefer Netscape!

At the time we started development, Internet Explorer was free and Netscape was not, and Internet Explorer offered better tools. The Java scripting language in Internet Explorer allows us to combine fields in our searches; i.e., searching more than one property type, searching

User requirements shape HIS data services

The work practices and data processing needs of HIS members constantly evolve and change. This has often motivated changes to our data services.

A policy of gradual, but continuous implementation of change has allowed us to keep our users current without subjecting their work routines to periodic upheavals and disruptions. (We continue, for example, to maintain and update our text services even as we urge that users transition to the graphic interface only available on our Web-based services.)

Continuity of concept and system design not only allows members and customers to grow into the use of the features and options available to them; it also allows for the responsive, flexible and timely development of our on-line systems.

The box below shows some examples of how user input has led to the enhancement of our services or has put ideas for change on the table for possible action. Please contribute comments and suggestions of your own at service@hawaiiinformation.com.

What user inputs motivate change?

Suggestion: Make percentage interests searchable and a downloadable field in REsearch TMK. Result: Percentage interests can now be displayed in a custom format by entering "Congo" Interest among the individual fields specified after the Show prompt. Turn around time: 24 hours.	Suggestion: Attach District, Area, and Neighborhood designations to MLS and TMK records in order to allow searching and sorting on names as well as on TMK designations. Result: Attempting to determine how high a priority this is for our users.
Suggestion: Create a Customer Format in REsearch MLS that does not show listing Office or listing agent information. Result: Customer Format is now an option in both REsearch MLS and WebREsearch. Turn around time: 1 week.	Suggestion: Offer an option to send a page break to the printer after every individual record found in a search in order to have every record start on a new page. Result: New being implemented.
Suggestion: Make TMK maps available on-line. Result: Feature is partially implemented. Turn around time: About 3 months from now to full implementation.	Suggestion: Make sure that no contracts ever fall out of escrow by eliminating the procedure in MLS for changing a status from 'AG' to 'AAC' to 'A.' Result: Very sympathetic but we just can't—really, and you were only kidding anyway.

Number of Sales, \$ Value of Sales, and Median Prices for Jan, Feb, and March 1999

Number of Sales									
	Jan-98	Jan-99	% Chng	Feb-98	Feb-99	% Chng	Mar-98	Mar-99	% Chng
CND	15	22	46.67%	11	21	90.91%	15	28	86.67%
RES	16	23	43.75%	25	33	32.00%	18	45	150.00%
LND	6	15	150.00%	11	12	9.09%	14	16	14.29%
Total	37	60	62.16%	47	66	40.43%	47	89	89.36%

Total \$ Value of Sales									
	Jan-98	Jan-99	% Chng	Feb-98	Feb-99	% Chng	Mar-98	Mar-99	% Chng
CND	2,249,990	3,799,400	68.86%	1,864,000	3,817,250	104.79%	2,593,000	4,520,720	74.34%
RES	11,247,000	5,487,799	-51.21%	5,856,351	7,836,250	33.81%	6,000,800	13,841,288	130.66%
LND	1,458,000	3,520,500	141.46%	2,405,500	2,383,056	-0.93%	3,687,000	3,909,000	6.02%
Total	14,954,990	12,807,699	-14.36%	10,125,851	14,036,556	38.62%	12,280,800	22,271,008	81.35%

Median Prices									
	Jan-98	Jan-99	% Chng	Feb-98	Feb-99	% Chng	Mar-98	Mar-99	% Chng
CND	125,000	175,000	40.00%	122,500	146,500	19.59%	135,000	137,750	2.04%
RES	255,000	230,000	-9.80%	210,000	206,000	-1.90%	232,000	230,000	-0.86%
LND	132,750	115,000	-13.37%	170,000	149,528	-12.04%	165,000	190,000	15.15%



Check of January figures shows discrepancy

HIS InfoCurrents reported trends, remains accurate, the word "Price" means Dollar Volume and Median Prices as well as the magnitude of the word "Price" because only Sold figures for January 1998 and January 1999 in its March issue. The word "Price" means "Sold Price" because only Sold figures appear on a tax record. MLS records are different however. MLS records contain List Prices as well as Sold Prices. In MLS the word "Price", entered by itself at a Show: prompt means "List Price."

(Total Sales Volume, i.e. the total number of sales was reported correctly.) We apologize for the error. The corrected figures appear above.

The error occurred because the researcher who ran the report designated "Price" instead of "Price" at the Show: prompt when he constructed his MLS custom format. His error is illustrated in two ways. First, it illustrates the difference between "Price" and "Sold Price" within MLS, and therefore, actually reported the Dollar Volume of List Prices and the Median List Prices of properties sold in Jan 1998 and Jan 1999. Research MLS and in REsearch TMK (Our writer, had in the past often worked in REsearch TMK).

The figure which appeared on Page 1 of the March InfoCurrents Issue shows a different trend than the Dollar Volume of List Prices and the Median List Prices of properties sold in Jan 1998 and Jan 1999. The corrected figures (above) represent actual Sold Dollar Volume and Median Sale Prices.

Volume, \$ Volume, and Median Prices (YTD)

	Number of Sales		
	Jan-Mar 1998	Jan-Mar 1999	% Chng
CND	41	71	73.17%
RES	59	101	71.19%
LND	31	43	38.71%
Total	131	215	64.12%

	Total \$ Value of Sales		
	Jan-Mar 1998	Jan-Mar 1999	% Chng
CND	6,706,990	12,137,370	80.97%
RES	23,104,151	27,165,337	17.58%
LND	7,550,500	9,812,556	29.96%
Total	37,361,641	49,115,263	31.46%

	Median Prices		
	Jan-Mar 1998	Jan-Mar 1999	% Chng
CND	125,000	142,000	13.60%
RES	224,000	227,000	1.34%
LND	160,000	155,000	-3.13%

Why won't WebREsearch™ work on my Mac?

WebREsearch uses both Java and JavaScript programming languages, and it is necessary for the two languages to talk to each other. WebREsearch uses JavaScript to communicate with the filter editor, for instance, and the recap bar...so items you enter in the filter editor show up in the recap bar...and so it is JavaScript exclusively. The decision you enter into a field on the search screen show up in the Filter Editor. Internet Explorer for the Mac does not allow to communicate with JavaScript. We are very disappointed that Microsoft has chosen not to support this functionality in Internet Explorer for the Macintosh.

There are three ways to support the Macintosh. First, we already that the new G3 running Virtual PC for Windows 95/98 will allow you to access WebREsearch. The performance is minimally slower (about one second) than accessing with Windows 95 directly, but we have found speeds quite acceptable on iMAC here in the office dialing into the system. Second, we are exploring a solution that will allow Mac users to access our

Over Mission: "To develop, promote and provide the highest quality real estate information, products and services at the lowest possible cost to our Members."



Why do you think—

the error we made in reporting the January figures turned out to misrepresent the totals but not trends? In other words, what explains the close correlation between the trends in total listing dollar volume and total sold dollar volume, and also what explains the close correlation between trends in median list prices and median sale prices of properties that sell? We wonder.

We'll report the best explanations we receive at service@hawaiiinformation.com in our next issue.



Upcoming book delivery days—1st Tuesday in June, August, October, and December

Some book pickup sites have changed

Kailua-Kona: Zac's Photo & Copy Center
 Waimea: Clark Realty
 Waikoloa Village: Aldridge & Associates
 Waikoloa Makai: Zacs Photo & Copy Center in King's Shops
 Hilo: Clark Realty

Questions (Continued from Page 1)

Why can't I use Netscape to access WebREsearch? We're in the final negotiations with the company we have selected to add lines for new subdivisions and to add

Because Netscape has yet to integrate members, easements, dimensions, the industry-standard Document Object Model (DOM - whatever that is!) allows WebREsearch to perform functions on your computer (rather than on our computer) Doing the work on your computer much faster than doing it on our sending the result to your computer instance, when you double-click photo to change the size of the photo, the DOM allows WebREsearch to change the size on your computer than asking our computer to re-send files in a different size. Netscape to integrate DOM into their program but we hope that Version 5.0 Netscape will include this valuable

What's happening with the maps? When will we have street names and easements, etc.?

We're in the final negotiations with the company we have selected to add lines for new subdivisions and to add members, easements, dimensions, The base maps the Office of State Planning provided us are a good how long does it take to process what you have told us that you want rather than on our computer (the server) to show everything you can see. Because the City & County of Honolulu already offers maps and appropriate layers, we will be going on-line with the data long does it take for the data to reach Realtor.com, HomeAdvisor, etc.?

We transmit data daily, but Realtor.com and HomeAdvisor are now both two weeks behind in updating their sites. Some may take up to 3 weeks for your photos to actually reach these sites. Your photo should be transmitted to mlshawaii.com daily basis, and your photo should be visible to the membership on the mlshawaii.com site within days.



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