

## Why Big Sky Sotheby's International Realty uses B3 [formerly Water Sage] daily.



### INCORPORATING B3 INTO THEIR DAILY WORKFLOW

As realtors, it's important to understand property benefits when representing buyers and sellers. Real estate agents are busy people, on the go and in need of easy access to accurate information. Finding information on water, wells and land parcels can be time consuming and confusing and could lead to inaccurate information on listings. Enter B3. With B3, the agents at Big Sky Sotheby's International Realty are able to find most everything we need in one spot. We use it to research listings on well and septic or that have water merit. What's more, we can use B3 with little to no upfront training – a huge benefit for busy offices!

#### RESULT

**B3 improves agents' ability to support clients when buying and selling properties in Southwest Montana.**

### GROWING WITH B3

As the team becomes more and more familiar with the platform, they're finding more and more uses for B3. This is a major benefit of the B3 platform – it's constantly evolving and improving based on feedback from users.

#### RESULT

**The platform grows with clients, continually providing value and usability.**



[Prior to B3] we would have to go to several sources, and now we can find most everything that we need here. It's one of the best tools I've seen, ever.

For listings on well and septic or that have water merit, we use it every day with our buyers. There's a lot of groundwater in Big Sky, and little streams all over the place. Flooding is a concern for buyers coming from areas of the country where it is an issue. This tool can help make them feel comfortable that they don't have to worry about their property flooding every spring.

It's beautiful, and easy to navigate. You can sit down and use it without a tutorial."

– **Cathy Gorman**, Owner/Broker

The more I use it, the more I want to learn. The more you get in, the more you want to do with it.

– **Amy Sand**, Office Manager

