

What's **UP**  
in technology



**Presenter**

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R. Wayne Pugh & Company

# SEMINAR POWERPOINT

PDF VERSION

<https://cutt.ly/whatsupintechologypdf>

POWERPOINT VERSION

<https://cutt.ly/whatsupintechologypptx>



# KEYBOARD EQUIVALENT KEYSTROKES



## **A LOOK INTO THE FUTURE...FROM THE 30,000' LEVEL**

BIG DATA WILL BE AVAILABLE TO EVERYONE

THE GROWTH IN ANALYTICAL TOOLS WILL EXPLODE

THE SCIENCE OF APPRAISING WILL GAIN PROMINENCE

APPRAISERS WILL AGGREGATE

APPRAISERS THAT ARE UNWILLING TO KEEP PACE WITH  
INDUSTRY TRENDS WILL SLOWLY BECOME LESS RELEVANT FOR  
CERTAIN MARKET SEGMENTS



# CLOUD SERVICES

# CLOUD SERVICES

TO MEET THE DEMANDS OF CLIENTS WHO EXPECT FASTER TURNAROUND TIMES, REAL ESTATE APPRAISERS NEED TO HAVE ACCESS TO INFORMATION AND TOOLS AT THE OFFICE, ON THE ROAD, AND AT HOME. EACH OF THESE PRODUCTS PROVIDES CLOUD STORAGE WITH A BIT OF A DIFFERENT SLANT.

TAKE THE TIME TO FIND THE SERVICE(S) THAT BEST HELP YOU WITH YOUR OWN SPECIFIC NEEDS. THEIR SECURITY FEATURES WILL ALWAYS EXCEED ANY SECURITY MEASURES YOU CAN IMPLEMENT WITH YOUR OWN SYSTEMS.

# EVERNOTE

- Want a way to be more efficient in storing, cataloguing, refining, analyzing, and recalling your data? Evernote is here to help with all of the above!
- Evernote is free but a premium service is also available.
- Because Evernote is a multi-platform application, it can be accessed virtually anywhere and on many different devices, including iOS devices, Android devices, and computers running Windows or Mac OS.
- Evernote even has a business version available to allow appraisers and office staff to share files.
- A few complementary apps included with Evernote are:  
**Clearly**- a browser add-on that enhances online reading by clearing out everything but the content, **DocuSign Ink**- allows users to affix signatures to documents, **Hello**- allows users to create and browse a history of contacts so they can easily remember people and encounters, **Penultimate**- a handwriting app for the iPad that helps make sketches in the field, and more.
- Evernote also helps in your home life by scanning and filing paper bills and other statements you receive via mail. All you have to do is create folders in Evernote to store the information in.



# DROPBOX

- Dropbox is a simple way to sync files across computers and mobile devices- and it also makes a great file backup service.
- It has a simple but powerful user interface that gives you remote access to documents, photos, videos, and voicemail.
- This is an ideal solution for appraisers who work at home, in the field, at the office, and in remote locations.
- It works on iOS devices, android devices, and computers.
- All it takes is setting up a Dropbox account and you can start uploading files to private and public folders to start sharing information with your staff, clients, other appraisers, family, and friends.
- Dropbox can also be used to schedule automatic backups and to control bandwidth usage.
- Security is a big must with any data and information that is stored online or on a PC. With Dropbox, your folders will only be accessible by individuals you share the folders with.





# GOOGLE DRIVE

- Google Drive is a cloud-based application that provides a suite of tools that is compatible with Microsoft Word, Excel, and PowerPoint that allows appraisers to create and edit documents using their computer or mobile device.
- You can also access and store files from the internet on the Google Drive website.
- By making a change to a file and saving it, it makes the changes to that file for everyone with access.
- Some key features that appraisers and people like about Google Drive are: its compatible with Microsoft Office applications, you can access your files anywhere with the free mobile app downloaded to your smartphone or tablet offline, it has easy file conversion, it allows users to collaborate with other people on their team by file sharing, you can easily retrieve prior file versions, and it is safe and fast cloud storage.



# MICROSOFT ONEDRIVE WITH OFFICE

- Microsoft OneDrive works with iOS devices, Windows phones, Android devices, PCs, and Macs.
- With OneDrive, you can have access to all of your files and photos anywhere- on the road, at your computer both at home and in the office, or even on vacation!
- One of the new features loved by all OneDrive users is the seamless video sharing. It is just like sharing a photograph or document.
- Once you download OneDrive to your hard drive, its as easy as selecting OneDrive to save your file to.
- It is secure and provides the backup you need in case of a failure of your computer hardware.



# AMAZON CLOUD DRIVE AND PHOTO

- Amazon Cloud Drive and Photo allows users to take their digital content wherever they go. This includes data, documents, and photos.
- Get your photos from that old computer, files from your laptop, or photos from your phone and keep them all in one place to enjoy them everywhere.
- Amazon's world-class security and protection helps keep your information safe. Whether your phone, tablet, or computer is lost or damaged.
- Delete your photos from your phone and still be able to view them via the Cloud Drive iOS or Android app.
- Amazon Photo includes a timeline layout in the mobile app to make it easier for users to find the photos they are looking for no matter how many you have.
- You can turn on the Auto-Save feature in the mobile app and any photo you take will be safe in your Cloud Drive, in case you lose your phone or it gets damaged.



# **AUTOMATED BACKUP SOLUTIONS**

WITHOUT A DOUBT, BACKING UP YOUR FILES TO AN OFF-SITE SERVICE INSURES YOUR COMPUTER'S FILES WILL NOT BE A RISK FROM FIRE, THEFT, OR IN-OFFICE BACKUP FAILURES.

HOW LONG WOULD IT TAKE TO RECOVER FROM LOSING YOUR ARCHIVED ACCOUNTING FILES, APPRAISAL REPORTS, DATABASE FILES, AND SCANNED IMAGES? CLOUD BASED SERVICES INCLUDE A SECURE FACILITY, POWER FROM REDUNDANT EXTERNAL SOURCES, UPS BATTERIES, AND GIGAWATT GENERATORS ALREADY FULL OF DIESEL, AND BACKUPS OF YOUR FILES IN ANOTHER DATACENTER ACROSS THE COUNTRY.

THERE IS ALMOST NO RISK OF LOSING ANY OF YOUR FILES. CAN YOU BE SO SECURE WITH THE FILES BACKED-UP AT YOUR OFFICE? TWO OF THE MOST UTILIZED SERVICES ARE INCLUDED BELOW.

# MOZY

- MozyPro allows you to schedule backups to run daily, weekly, or monthly- it's your choice. Or you can have it do automatic backups and you don't have to worry about scheduling it.
- Mozy has solutions to backup your office servers. There is no need to lose any critical data you have stored. It works with Windows, Mac, and Linux servers.
- MozyPro included Mozy Sync that allows you mobile access to your files. You can work on a document or report while on vacation, flying on a plane, or just sitting at home. Mozy Sync works with iOS devices and Android devices.
- If disaster strikes, Mozy will have you covered. You can easily restore your files via the MozyPro client software. With the assistance of Mozy's restore manager, you can consolidate and transfer files from Mozy to your computer in a single click.



# CARBONITE

- Carbonite's cloud backup and recovery solutions give businesses all the options they need for protecting and restoring data in any situation.
- Carbonite gives you computer backup and recovery with anytime and anywhere access.
- It comes with automatic cloud backup of your critical business data without having to hit the save button.
- It has a simple and reliable file recovery system.
- You can backup an unlimited amount of computers and storage devices.
- With advanced encryption for security and compliance, you don't have to worry about your data being stolen.



**CARBONITE** ™  
**THE BETTER BACKUP PLAN**



# USEFUL APPS AND HARDWARE

# GOOGLE ALERTS

- Google monitors all websites. Users can use it to trace the history of a developing issue by relevance or by date.
- You can check your email programs rules function to see how you can route the articles to specific folders to review them at your convenience.





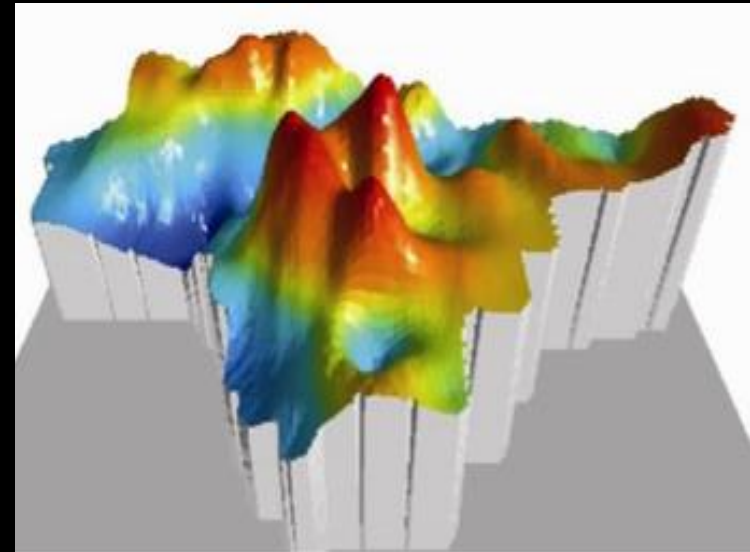
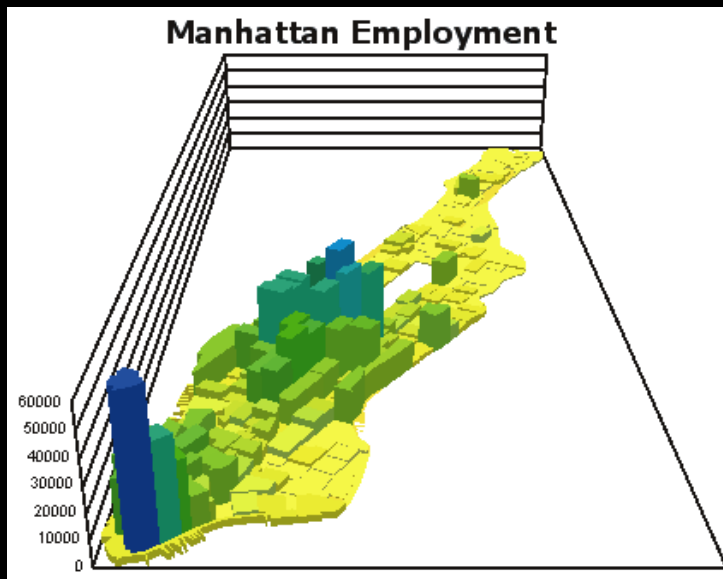
# FUJITSU SCANSNAP IX500 SCANNER

- The ScanSnap iX500 works with both PCs and Macs and its software will quickly guide users through the scanning process.
- With one step, you can scan and direct documents to your computer's hard drive, a mobile device, or a variety of cloud services- FAST!
- The ScanSnap iX500 scans up to 25 pages per minute.
- Some key features of the ScanSnap iX500 are: it provides duplex scanning for two-sided documents, deletes blank pages, automatically rotates your document, will straighten misaligned scanned images, converts your document to a searchable PDF, and eliminates text/image bleeding from the other side of the document.
- The scanner comes with its own software and allows you to store all of your information on any cloud storage system.





The Appraisal Institute's GIS users group reviewed the majority of GIS applications considering pricing, features and ease of use, and *Caliper Corporation's Maptitude* was their choice for the group. Members of the AI can purchase the \$695 product for \$520 (a 25% discount).





GOOGLE

AUTOMATICALLY UPLOAD  
YOUR PHOTOS FROM THE  
FIELD.



SHOOT YOUR PHOTOS  
AND USING THE PERSONAL  
HOTSPOT PROVIDED WITH  
A CELL PHONE, THE EYE-FI  
MEMORY CARD WILL  
AUTOMATICALLY UPLOAD  
YOUR PHOTOS TO YOUR  
DROPBOX .



# FINE SCANNER

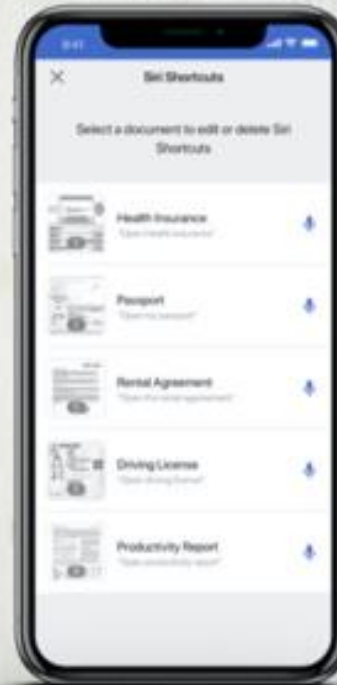
Digitize Your Docs  
and Books



Extract Text from Scans  
193 languages, 12 formats  
for results



Ask Siri  
to open scans



Annotate documents



# FINE SCANNER

**Get a usable copy even if the original document is low-quality.**

**ABBY FineScanner makes scanning books or other bound documents much less difficult. The app will split facing book pages into two separate images, remove any defects, and straighten curved text lines (iOS only).**

**ABBY FineScanner provides the tools to modify your PDFs. Easily add your signature or a text box, highlight chosen text, write with a pen, or conceal sensitive content with the redaction tool.**

**Email, print, or save your docs to cloud storage, including Dropbox, Evernote, iCloud Drive, Google Drive and more.**

## TRANSCRIPTION DEVICES

USE A DIGITAL RECORDER TO RECORD YOUR AREA PROPERTY DESCRIPTIONS, AND ONCE YOU HAVE RETURNED TO YOUR OFFICE, UPLOAD THE FILE TO TO DRAGON NATURALLY SPEAKING , AND THE AUDIO FILE WILL BE TRANSCRIBED TO A WRITTEN WORD DOCUMENT.



# LOGMEIN REMOTE ACCESS

The screenshot shows the LogMeIn website homepage. At the top is a blue navigation bar with the LogMeIn logo on the left and links for Products, About Us, Help, Labs & Betas, and Partners in the center. On the right side of the navigation bar are a 'Log In' button with a LinkedIn icon and a globe icon. Below the navigation bar is a large hero section with a background image of a person's hands using a tablet. The main headline reads 'SIMPLY CONNECT FROM ANYWHERE.' in large white letters. Below the headline is the sub-headline 'Access, manage and support computers remotely.' and a green 'Try it free' button. Underneath the hero section are three product cards, each with a distinct icon and a 'Start free trial' button.

**LogMeIn** Products About Us Help Labs & Betas Partners [Log In](#)

## SIMPLY CONNECT FROM ANYWHERE.

Access, manage and support computers remotely.

[Try it free](#)

**Pro**

Securely access your computers, files and apps from anywhere.

[Start free trial](#)

**Central**

Automate tasks and manage remote computers.

[Start free trial](#)

**Rescue**

Support end users on PCs, Macs, and mobile devices.

[Start free trial](#)



# SNAG-IT

techsmith.com

TechSmith® Products Solutions Support Resources About Store Search Techsmith.com

Snagit® Overview Features Upgrade Pricing Maintenance Free Trial Buy Now

Simple and Powerful

## Screen Capture and Recording Software

Snagit lets you quickly capture a process, add your explanation, and create visual instructions.

Download Free Trial

★★★★★ 4.6 (1315)  
Over 14 million people worldwide use Snagit

MAKE VISUAL HOW-TO GUIDES

GIVE QUICK, SIMPLE ANSWERS


PROVIDE BETTER FEEDBACK

TRANSFORM YOUR COMMUNICATION

We use cookies to make your website experience better. To learn about how we keep your information safe, [view our Privacy Policy.](#) Close

# WOLFRAM ALPHA





































UPGRADE TO PRO ▾ APPS ▾ TOUR [Sign in](#)

 computational intelligence.






Enter what you want to calculate or know about

[Extended Keyboard](#) [Upload](#) [Examples](#) [Random](#)





Compute expert-level answers using Wolfram's breakthrough algorithms, knowledgebase and AI technology

Mathematics >	Science & Technology >	Society & Culture >	Everyday Life >
 Step-by-Step Solutions	 Units & Measures	 People	 Personal Health
 Elementary Math	 Physics	 Arts & Media	 Personal Finance
 Algebra	 Chemistry	 Dates & Times	 Surprises
 Plotting & Graphics	 Engineering	 Words & Linguistics	 Entertainment
 Calculus & Analysis	 Computational Sciences	 Money & Finance	 Household Science
 Geometry	 Earth Sciences	 Food & Nutrition	 Household Math
 Differential Equations	 Materials	 Political Geography	 Hobbies
 Statistics	 Transportation	 History	 Today's World
 More Topics >	 More Topics >	 More Topics >	 More Topics >


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 Wolfram|Alpha =  Natural Language Understanding +  Curated Data & Knowledge +  Dynamic Algorithmic Computation →  Computed Visual Presentation

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# WORDRAKE

## WORDRAKE.

EDIT FOR CLARITY AND BREVITY IN MICROSOFT WORD

HOME

SOFTWARE

BUY

TIPS

ABOUT

SUPPORT

"By ~~virtue of~~ servicing the 703 Account, JPMC ~~was~~ <sup>had</sup> ~~required~~ to monitor BLMIS. ~~It was this that~~ <sup>This</sup> led JPMC to uncover ~~a number of~~ <sup>several</sup> red flags indicating ~~that~~ Madoff was engaging in fraud."

— SECURITIES INVESTOR CORP. v. BERNARD L. MADOFF INV. SECS. and JPMORGAN CHASE & CO.  
February 9, 2011 - Complaint

### Clear and Concise in Two Clicks

Your reputation rides with everything you write: to a client, to a customer, to a colleague. With WordRake, an add-in to Microsoft Word, make that writing clear, concise, and compelling.

Select your text in Word and click the Rake button to see edits for clarity and brevity. Accept the suggestions you like. WordRake can edit 25 pages in one minute, and WordRake suggestions impress even the best writers. [LEARN MORE](#)

BUY IT  
NOW



Three convenient  
plans

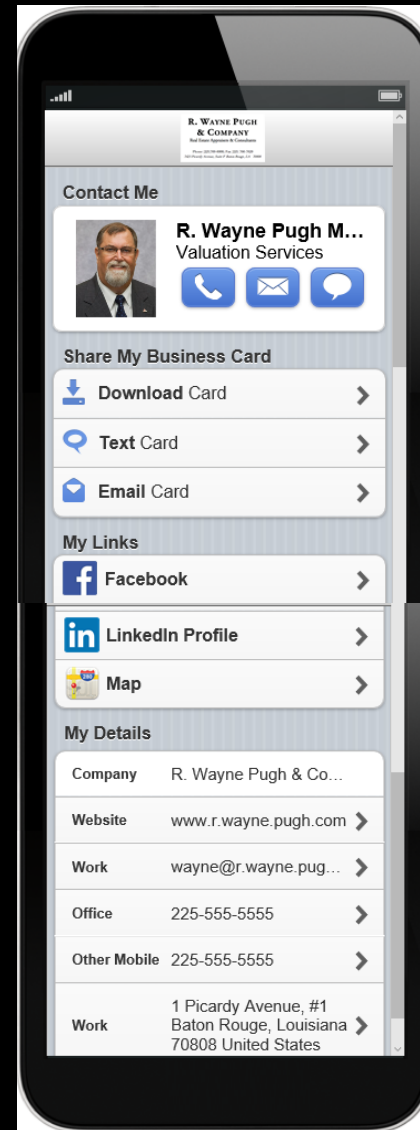
FREE  
3-DAY TRIAL



No credit card  
required



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

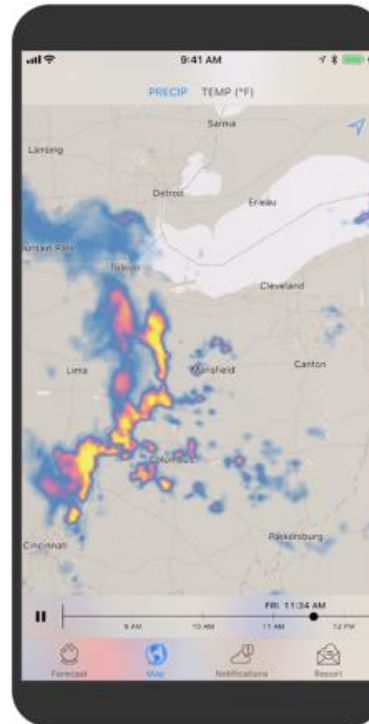


# DARK SKY



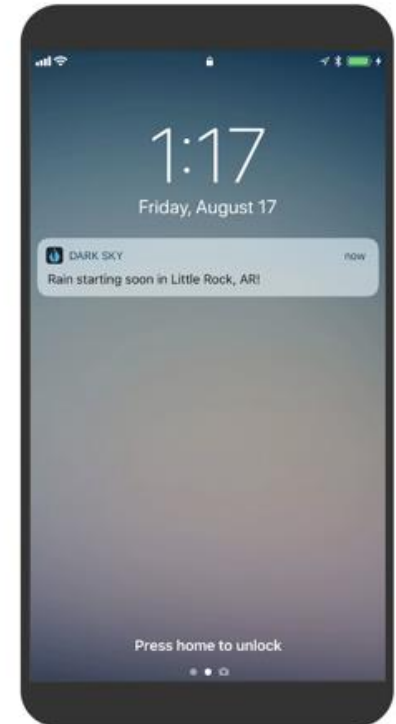
## Detailed Forecasts

Drill down and explore all the details of your forecast, to get exactly the information you care about.



## Advanced Maps

Beautiful local and global maps show you where storms are, and where they're going.



## Notifications & Alerts

Custom notifications and alerts help you stay informed without having to check the app.

# PRO CAMERA

## WHY CHOOSE PROCAMERA?



### Ergonomics

The intuitive navigation provides quick and easy control over the wide variety of professional functions. Now you get the same level of control as with a DSLR or compact camera.



### Stunning HDR

Discover a new world of vivid colors and powerful contrasts. vividHDR enables you to take photos with a greater dynamic range, which translates into capturing more details in highlights and shadows.



### Photo Editing

The dedicated photo editing studio includes all important tools for image adjustment, cropping and correcting photos.



### Video

Advanced HD video recording ranging from cinematic 24 fps to thrilling 240 fps for HFR filming or impressive slowmotion playback.

# PRO CAMERA



## RAW Photos

Raw capture and editing opens up a whole new area for iPhone photography. Having access to the raw sensor data allows for even more creative freedom in post-processing. [More info >>](#)



## ProTimer

ProTimer allows you to capture series of photos. You can set up and start it directly on your iPhone or remotely via Apple Watch. [More info >>](#)



## 3D Tiltmeter

For perfectly straight photos at any camera orientation/angle.



## Fullscreen Trigger

Don't miss the perfect shot: Tap anywhere on the screen to capture the right moment.



## 6x Photo & Video Zoom

Extend your iPhone's photo zooming capabilities with a 6x Zoom. Digitally processed for best results.



## Dual-Lens Support

Support for the dual-lens camera system of the iPhone 7 Plus, including a Wide, Tele and Dual setting.



## Remote Trigger for Apple Watch

Use your Apple Watch to control ProCamera on your iPhone! View photos directly on your Apple Watch. [More info >>](#)



## Advanced HFR video recording

240 fps slow motion capturing (iPhone6/6+).



## RapidFire Burst

Continuously snap photos in full resolution — or even faster in web-quality.



## Anti-Shake

AntiShake stabilizes your shots to get the sharpest photos possible in any situation.



## Selfie Camera

The Selfie Camera is a streamlined photo mode to enable quick and easy self-portraits. The Selfie Camera comes with our innovative Skin Tone Front Flash, which will also work on older devices.

[More info >>](#)



## TIFF File Format

Optionally, you can save photos as lossless TIFF files. In Settings, you can choose between TIFF and TIFF LZW (lossless compression).



## QuickFlick Album

Only one flick away from your photos and videos.



## Low Light

Capture sharp, noise free photos at darkness!



## FULLSCREEN MODE

You can toggle between three levels of On-Screen Display/Controls (Standard, Medium & Light) to hide non-critical display elements.



## QR-Code-Scanner

ProCamera can also read QR codes, bar codes and more. Whether URL, address, GPS or product info.



## Social Network Sharing

Share your photos on Facebook, Twitter, EyeEm, Dropbox, flickr and Instagram.



## Self-Timer

By using the timer you can steady your iPhone and capture self portraits easily.

# RescueTime.com



**RescueTime**  
automated time tracking & management

Focus for **45** minutes

RescueTime will block all  
distracting sites for this duration

Very Distracting sites will be blocked. You can whitelist  
and change productivity scores for your sites here.

**When you're serious  
about productivity...**

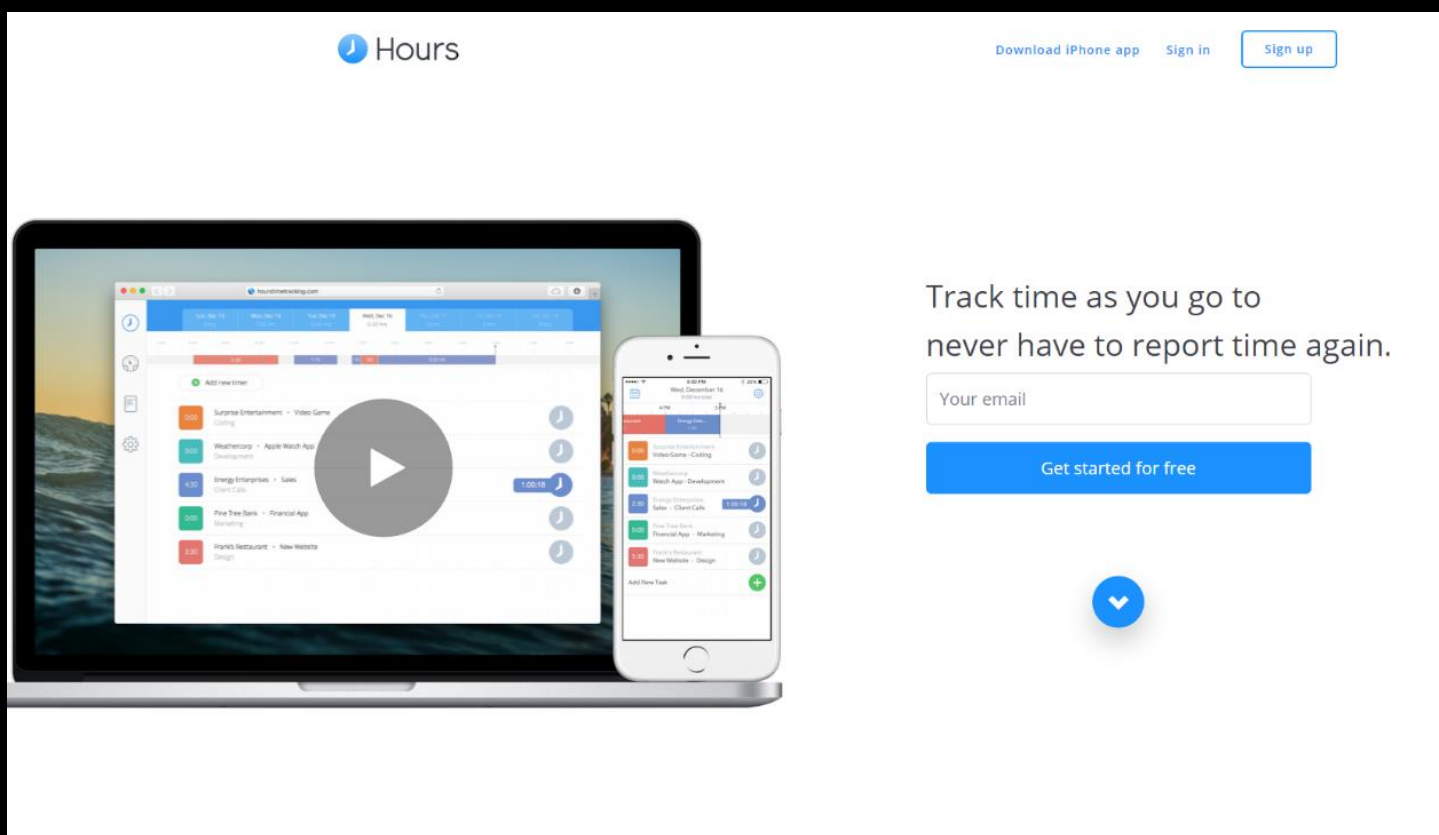
On average, RescueTime recovers 3 hours and 54 minutes worth  
of productive time per week per person.

01 02 03

On average, Rescue Time recovers nearly 4 hours  
worth of productive time per week per person!



# HoursTimeTracking.com



The screenshot displays the HoursTimeTracking.com website. At the top left is the logo "Hours" with a clock icon. To the right are links for "Download iPhone app", "Sign in", and a "Sign up" button. The main content area features a large image of a laptop and a smartphone. The laptop screen shows the desktop version of the app, which includes a list of tasks with their durations and a large play button overlay. The smartphone screen shows the mobile app interface with a similar task list. Below the image, the text reads "Track time as you go to never have to report time again." followed by a "Your email" input field and a blue "Get started for free" button. A blue circular arrow icon is positioned below the button.

Hours

Download iPhone app Sign in Sign up

Track time as you go to never have to report time again.

Your email

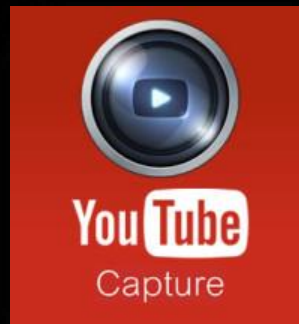
Get started for free

# YouTube Capture App

So simple...

Rotate the device into landscape mode, the app will start recording

Provides color corrections, stabilization, video trimming, and adding stock soundtracks



YouTube Capture is an app that helps you make movies on the go by letting you quickly record, edit, upload, and share!

# FlixPress.com

http://flicpress.com/ Online video creation studi... x

Like, Subscribe, Follow

FLIXPRESS  
ONLINE VIDEO PRODUCTION STUDIO

Login Register

Home Getting Started Go Pro Go Ultimate Automated Templates Custom Services Support

**CREATE EXTRAORDINARY VIDEOS ONLINE IN MINUTES!**  
2,500,000 registered users. 8,000,000 videos created. Millions of dollars saved.

**WITH THE SKY IS THE LIMIT**  
CLICK TO PLAY THE VIDEO

**Give it a try. No registration required:**

**DEMO: CUSTOM TEXT**  
Create a trial video with beautiful custom titles.

**DEMO: TEXT & IMAGE**  
Create a trial video with your own images.

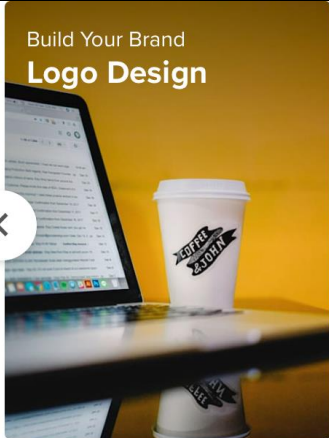
Start making videos online. > [Click here to sign up free](#) < No credit card required.

Why Flixpress? Examples Features / Pricing Customer Videos Custom Services Affiliate Program

Create Extraordinary Videos Online in Minutes!

# Fiverr.com

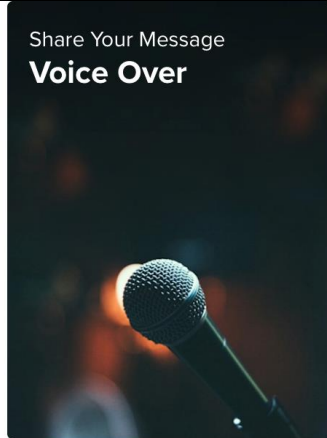
Build Your Brand  
**Logo Design**



Customize Your Site  
**Wordpress**



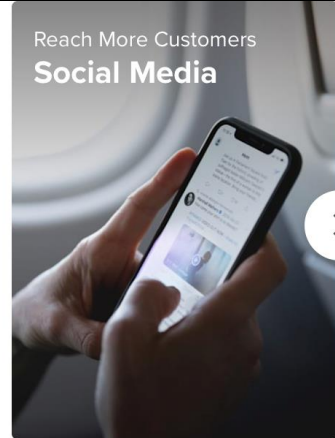
Share Your Message  
**Voice Over**



Engage Your Audience  
**Whiteboard**



Reach More Customers  
**Social Media**



**Find The Perfect Freelance Services For Your Business**

The screenshot displays the Eventbrite website interface. At the top left is the Eventbrite logo. The top right contains navigation links for 'Organize', 'Help', and 'Sign In'. The main content area is titled 'in Baton Rouge' and includes a search button. On the left, a 'Filters' sidebar is visible with sections for 'Date', 'Category', and 'Format'. Under 'Date', 'This weekend' is selected. Under 'Category', 'Business' is selected. Under 'Format', 'Any format' is selected. The main list of events includes:


- Toastmasters Leadership Institute Training - District 68**: Sat, Jan 4, 9:00 AM. Free. East Baton Rouge Public Library - Main Library • Baton Rouge, LA.
- Entrepreneurship Crash Course - Baton Rouge**: Sat, Jan 4, 8:00 PM + 26 more events. Free. Online at <http://coachieve.co/crash-course> • Baton Rouge, LA.
- 7 Strategies to Build a High-Performing Team in Your Organization (Webinar)**: Sat, Jan 4, 7:00 PM + 101 more events. Starts at \$10.00. Baton Rouge • Baton Rouge, LA.
- Lean Six Sigma Black Belt (LSSBB) 4 Days Classroom in Baton Rouge**: Sat, Jan 4, 9:00 AM. Starts at \$2,499.00. Business Center • Baton Rouge, Louisiana.
- Dual Lean Six Sigma Green Belt and Black Belt 4-Days Classroom in Baton Rou...**: Sat, Jan 4, 9:00 AM. Starts at \$2,949.00. Business Center • Baton Rouge, Louisiana.

On the right, a map shows the Baton Rouge area with several event location pins. A search box over the map says 'Search this area'. The bottom of the map includes the Google logo and copyright information: 'Map data ©2019 Google, INEGI Terms of Use Report a map error'.

If it's happening out there you'll find it here!

**meetup**  [Start a new group](#) [Log in](#) [Sign up](#)

**Showing results for "REAL ESTATE APPRAISAL"**



**WED, JAN 8, 6:00 PM**  
**What Can Property Appraisals Do For You as a Real Estate Investor?**  
Bayou Real Estate Investor Networking  
Spigots Brew Pub  
8 attendees

**Browse events by category**

- Outdoors & Adventure
- Tech
- Family
- Health & Wellness
- Sports & Fitness
- Learning
- Photography
- Food & Drink
- Writing
- Language & Culture
- Music
- Movements
- LGBTQ
- Film
- Sci-Fi & Games

Goldmine of networking events to be found!



Q v Find Professionals & Agencies

SOLUTIONS

LOG IN

SIGN UP

Post a Job

Web Dev

Mobile Dev

Design

Writing

Admin Support

Customer Service

Marketing

Accounting

See All Categories

## In-demand talent on demand.<sup>TM</sup> Upwork is how.<sup>TM</sup>

Get Started

Get a Demo



AUTOMATTIC



NETFLIX



**Ron Z.**

Web Developer

Los Angeles, CA



500 REVIEWS



**Sergey M.**

Full Stack Developer

Austin, TX



47 REVIEWS



**David K.**

Product Designer

Charlotte, NC



206 REVIEWS



**Mike V.**

Marketing Strategist

Santa Rosa, CA



63 REVIEWS



# UNROLL.ME

## Clean up your inbox

Instantly see a list of all your subscription emails. Unsubscribe easily from whatever you don't want.



# UNROLL.ME

## Unsubscribe with one click

Unroll.Me will show you a list of all of your subscription emails, so you can instantly unsubscribe from what you don't want.

[Get started](#)



Groupon Deals



~~Blackjack Casino Rewards~~



Facebook Updates



# UNROLL.ME



## Combine your favorite subscriptions into one email

After you finish unsubscribing from unwanted emails, combine your favorite email subscriptions into a beautiful digest called 'The Rollup'.

[Get started](#)

# UNROLL.ME

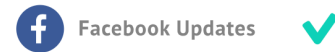
## Clean up your inbox

Instantly see a list of all your subscription emails. Unsubscribe easily from whatever you don't want.

### Unsubscribe with one click

Unroll.Me will show you a list of all of your subscription emails, so you can instantly unsubscribe from what you don't want.

[Get started](#)



### Combine your favorite subscriptions into one email

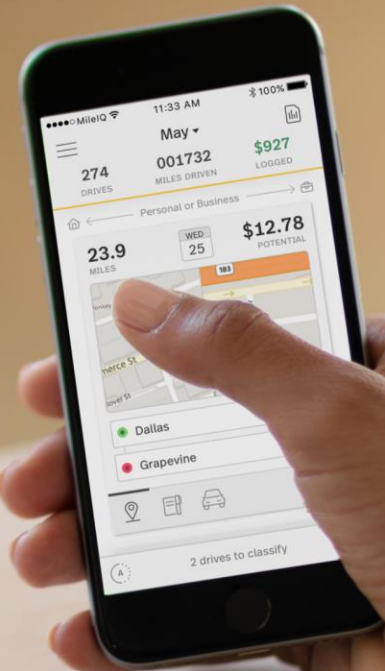
After you finish unsubscribing from unwanted emails, combine your favorite email subscriptions into a beautiful digest called 'The Rollup'.

[Get started](#)



Accurate mileage reports. Stress-free logging. On your desktop. In the palm of your hand.

[Sign up for MileIQ >](#)



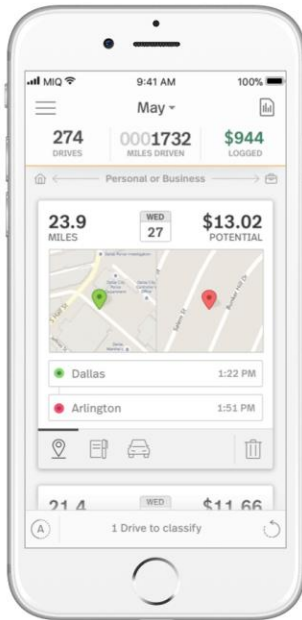
**20 billion +**  
Miles logged

" This app has made my independent contractor life so much easier! One less thing to worry about! Thank you @MileIQ "  
- Cisco A., Twitter Review

**4.5 ★★★★★**  
average rating in Apple  
App Store & Google Play

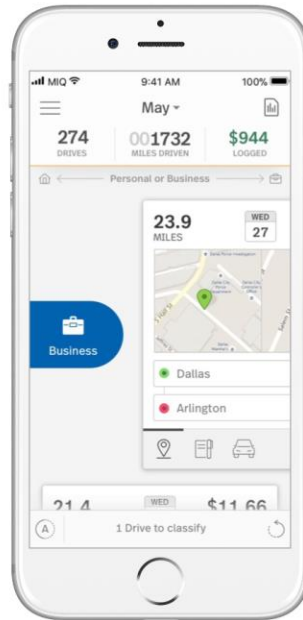
# MILEIQ.COM

## Automatic mileage tracking that works.



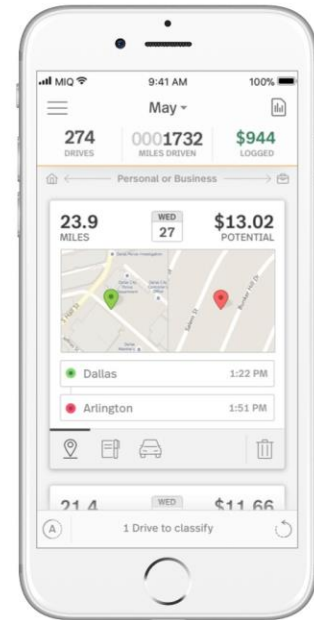
### Automatic Tracking

MileIQ captures your drives automatically. The app runs in the background tracking your miles and creating a comprehensive record of your drives.



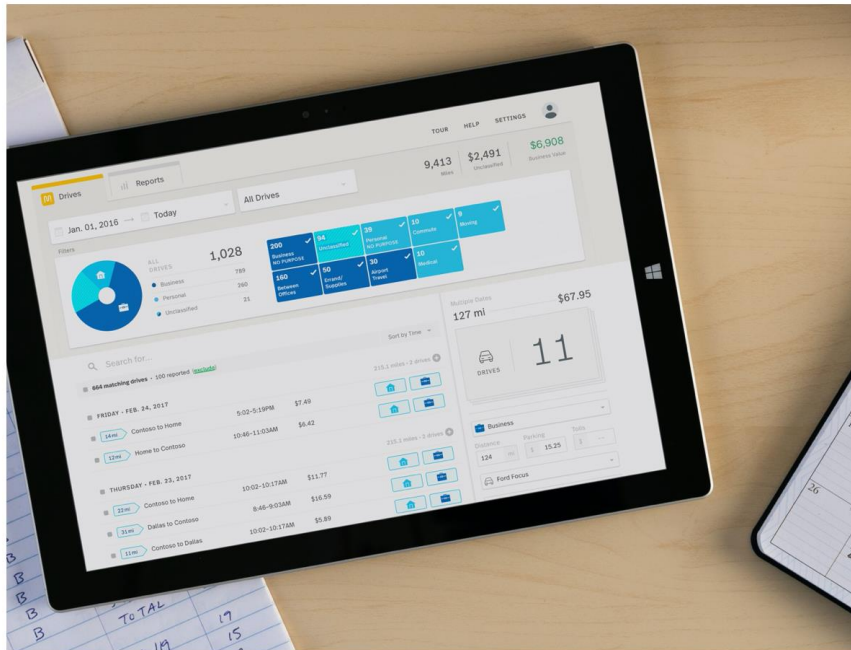
### Classify Drives With Ease

Swipe right for business drives – swipe left for personal drives. Easily add details such as parking, tolls or drive purposes to suit your specific needs.



### Accurate Reports

MileIQ creates a record of your mileage and sends you weekly reports. Use the web dashboard to generate highly customizable reports.



## MileIQ is accessible across all your devices.

Smartphone, tablet, web dashboard and in the cloud. Print reports, classify drives or customize all your mileage details.

[Get started with MileIQ >](#)

# EVERLANCE.COM



Features ▾

Solutions ▾

Resources ▾

Pricing

Download Everlance

## Automatic mileage tracker & expense log

GET EVERLANCE

Get started for free today!



### Track Mileage

Users record over **\$6,500** in tax deductions each year.



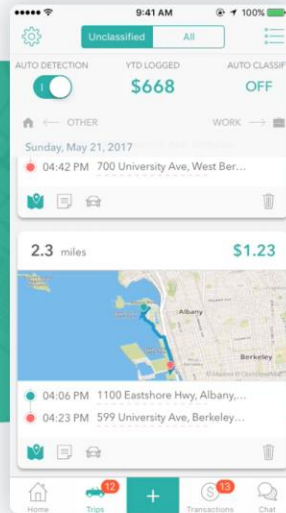
### Track Expenses

Lose the shoebox of **receipts** and paper mileage log.



### Stay Compliant

Keep accurate **IRS compliant** expense & mileage logs for taxes.



# EVERLANCE.COM

## Personalized Mileage Tracker & Reporting

Everlance tracks your trips automatically, so you don't have to

### 1. Go for a drive

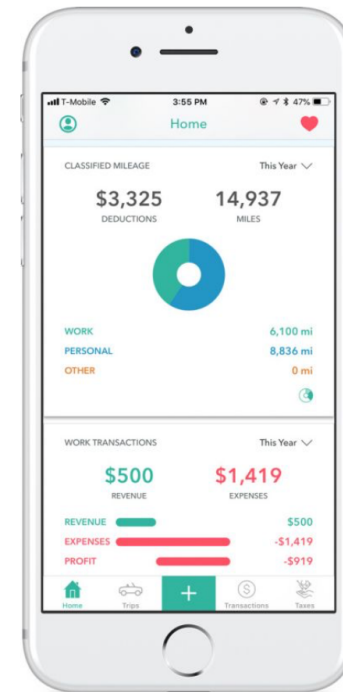
Our intelligent drive technology detects your trips automatically tracks your trip.

### 2. Classify your trips

Classify your mileage with a single swipe as business or personal.

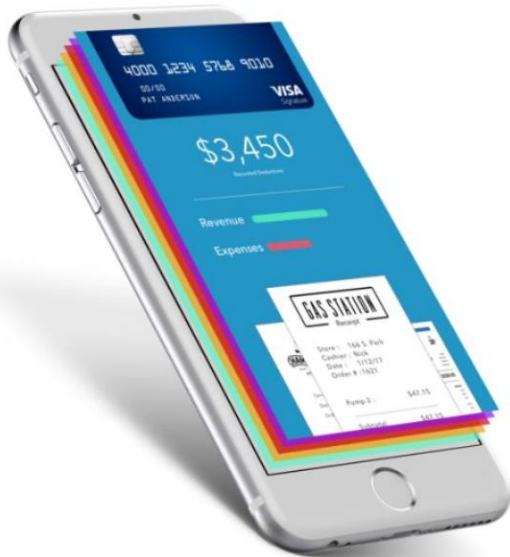
### 3. Create reports anytime

Download beautiful Excel or PDF reports of your mileage & expenses from your phone or online dashboard.





# EVERLANCE.COM



## Not Just Mileage Tracking. Record Expenses & Revenue

- ✓ **Expenses Tracking** made easy. Digitize your receipts & transactions.
- ✓ **Sync Banks & Credit Cards.** Automate your expense tracking.
- ✓ **Track Revenue** per job. Keep your business revenue organized.
- ✓ **Organized Reports.** Differentiate personal & business expenses.
- ✓ **Receipt Uploads.** Lose the shoebox of receipts.
- ✓ **Organize receipts for taxes & reimbursements** →

## **MOZ.COM/LOCAL**

How's Your Business Doing Online?

How's Your Competition Doing Online?

Where's Your Business Listed?

Easily Claim Your Directories





























# MOZ.COM/LOCAL

**MOZ**

## Check your online presence

Country: United States | Company name:  | Street and Number:  | ZIP/Postcode:  CHECK NOW

**Is your company listed accurately in these online directories?**

 Google Search	 Manta	 Google Maps	 Facebook	 Yelp
 Bing	 Foursquare	 Chamber of Commerce	 ezlocal	 Judys Book
 LocalStack	 USCity	 My Local Services	 CitySquares	 n49°
 Hotfrog	 us-info	 ShowMeLocal	 Brownbook	 iGlobal
 acompio	 Cylex	 Pages24	 Tupalo	 Where To?
	 Opendi	 Yalwa	 Navmii	

# LENOVO YOGA 900

Home > Laptops > Yoga > Yoga 900 Series

## YOGA 900 Series

Beautifully slim, yet amazingly powerful, 2-in-1 laptops featuring the unique watchband hinge and four usage modes.



COMPARE YOGA 900 SERIES



# SOLID STATE DRIVES



2 stores



3 stores



2 stores



Intel SSD 120GB



5 stores



4 stores



10 stores



2 stores



10 stores



10 stores



2 stores





# **INFORMATION RECOURCES**



## **TONY SEBA'S KEY EXPONENTIAL TECHNOLOGIES – 2016**

**SENSORS – THE INTERNET OF THINGS**  
**ARTIFICIAL INTELLEGENCE – MACHINE LEARNING**  
**ROBOTICS**  
**SOLAR PV**  
**ENERGY STORAGE**  
**3D PRINTING**  
**3D VISUALIZATION**  
**MOBILE INTERNET AND CLOUD**  
**BIG DATA – OPEN DATA**  
**UNMANNED AERIAL VEHICLES / NANO SATELLITES**  
**EMONEY / EFINANCE**

**PC**

**WIRED**

**FASTCOMPANY**

**Inc.**

**WHAT I READ**

**Mac|Life**

**FORTUNE**

**Forbes**

**THE WALL STREET JOURNAL.**






# RESIDENTIAL ANALYTICS



OVER THE PAST SEVERAL YEARS, TECHNOLOGY HAS BEEN THE LEVELING FACTOR WHEN COMPARING THE INCREASING DEMANDS ON RESIDENTIAL APPRAISERS AND THE PROFITABILITY OF THEIR BUSINESSES.

NEW TECHNOLOGIES HAVE PROVIDED ACCESS RELIABLE INFORMATION AND ANALYTICS. TODAY'S APPRAISERS ARE AT THE DAWN OF A NEW AGE WHERE THEIR FUTURE WILL BE DRIVEN BY MORE SOPHISTICATED ANALYTICS THAN WHAT HAS BEEN UTILIZED IN THE PAST.



WE ARE AT THE EDGE AN INFORMATION  
REVOLUTION WHERE ALL OF THE DATA  
AND ANALYTICS ARE AVAILABLE FOR  
APPRAISERS TO DELIVER CREDIBLE  
VALUATION RESULTS.

WE CAN KNOW UNDERSTAND THE  
MACRO AND MICRO TRENDS THAT  
IMPACT VALUE AND KNOWING WHAT TO  
DO WITH THIS INFORMATION WILL  
SEPARATE THE ANALYST FROM THE REST  
OF THE PACK.



SOME OF THE TOOLS THAT CAN HELP THE APPRAISER BETTER MANAGE THE DATA AND ANALYTICS ARE PRESENTED BELOW.

THIS PRESENTATION WILL DISCUSS A COUPLE OF THESE NEW ANALYTICS AND OTHER TOOLS NECESSARY TO SUPPORT THESE PROCESSES.

# WHAT & WHO IS DATAMASTER

- DataMaster is a software program, a **tool** developed by **appraisers** for appraisers to more **efficiently move data**.
- DataMaster always keeps the appraiser in **control** of the appraisal **process** and the **data** used.
- DataMaster provides access to the **right data** at the **right time**, so the appraiser can make the **right decisions**.
- DataMaster **improves** USPAP Work file compliance and **enhances** the appraisal process while **saving 1-2 hours** per report.

# Here is HOW it WORKS?

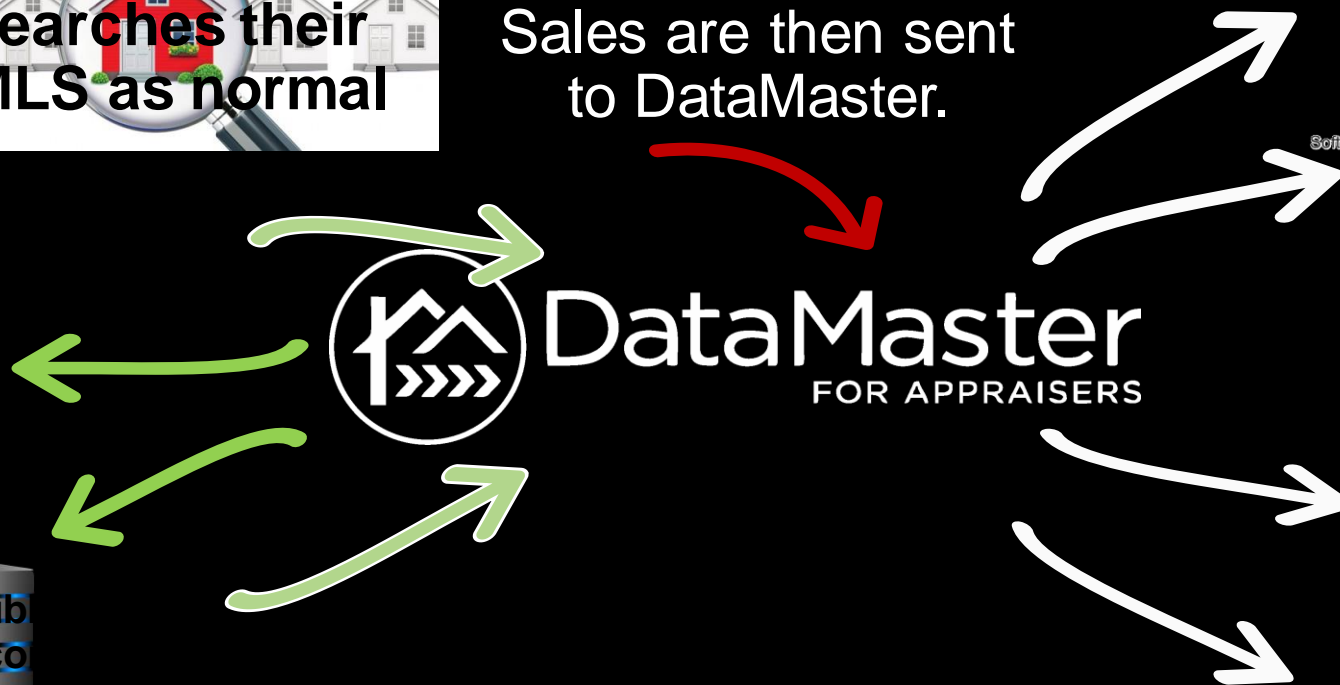
Appraiser:  
searches their  
MLS as normal



Sales are then sent  
to DataMaster.



**DataMaster**  
FOR APPRAISERS



# Here is HOW it WORKS?

The image shows a screenshot of the Utah Real Estate website interface, which is layered over a Windows File Explorer window. The website interface includes a navigation bar with options like Search, Clients, My Listings, CMA, Forms, Statistics, and Tools. Below the navigation bar, there are search filters and a list of results. The File Explorer window is open to the path 'This PC > server (\\VLC-DS214) (S:) > 2019 Order Forms'. It displays a list of files with columns for Name, Date modified, and Type. The files listed include JLC19415, JLC19415mc, JLC19421, JLC19421mc, JLC19412, JLC19412mc, JLC19400, JLC19400mc, JLC19410 (2), JLC19410mc (2), JLC19410, JLC19410mc, JLC19404a, JLC19404mc, JLC19404, JLC19409mc, JLC19388, JLC19388mc, JLC19395, JLC19395mc, and JLC19395mc. The File Explorer window also shows a 'Save As' dialog box with the file name 'JLC19403Demo' and the save type '\*.wfr'. At the bottom of the screenshot, there are property details for a listing, including 'Floor: Carpet; Hardwood', 'Water: Culinary; Secondary', 'Pool?: No', and 'Spa?: No Community Pool?; No'.

# Here is HOW it WORKS?

**Sales are then sent to DataMaster**

**DataMaster - JLC19403Demo ClickFORMS**

Search Clients My Listings CRM Forms Statistics Tools

Subject Comparables Market Analysis Review & Send

Forms: 1004 URAR - UAD/1004P

Q Get Comp(s) Deeds Sales Grid Map Addenda

Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
<b>161 Country Club Dr</b> South Ogden, UT 84405 0.06 miles NW	<b>4523 S 250 E</b> Washington Terrace, UT 84405 0.47 miles S	<b>4041 S Grenwood Cir E</b> South Ogden, UT 84405 0.19 miles NE	<b>8 S Yale Dr</b> South Ogden, UT 84403 0.06 miles NE	<b>179 Country Club Dr</b> Ogden, UT 84405 0.13 miles NW	
\$ 220,000	\$ 229,000	\$ 224,000	\$ 230,000	\$ 218,000	
\$ 279.90 /sqft	\$ 245.18 /sqft	\$ 236.29 /sqft	\$ 283.95 /sqft	\$ 260.45 /sqft	
WFR#1617852;DOM 37	WFR#1618679;DOM 15	WFR#1607267;DOM 9	WFR#1602621;DOM 1	WFR#1599150;DOM 6	
WFRMLS/Weber	Doc#3000313 08/30/2019	Doc#2993017 07/25/2019	WFRMLS/Weber	WFRMLS/Weber	
Adjustment	Adjustment	Adjustment	Adjustment	Adjustment	
ArmLth	ArmLth	ArmLth	ArmLth	ArmLth	
Conv:5000	FHA:3000	VA:5000	Conv:1000	FHA:0	
s09/19:c08/19	s08/19:c08/19	s07/19:c06/19	s06/19:c05/19	s06/19:c05/19	
N:Res:	N:Res:	N:Res:	N:Res:	N:Res:	
Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	
5227 sf	6098 sf	6534 sf	5663 sf	5227 sf	
N:Res:	N:Res:	N:Res:	N:Res:	N:Res:	
DT1:Rambler	DT1:Rambler	DT1:Bungalow	DT1:Bungalow	DT1:Bungalow	
Quality of Construction Q4	Q4	Q4	Q4	Q4	
Actual Age 76	71	79	76	71	
Condition C3	C4	C3	C3	C3	
Above Grade	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Room Count	4 2 1.0	4 2 1.0	4 2 1.0	2 1.0	1 1.0
Gross Living Area	793 sqft	786 sqft	934 sqft	810 sqft	837 sqft
Basement & Finished	775sf775sf	762sf665sf	934sf186sf	792sf792sf	837sf637sf
Rooms Below Grade	1rr2br1.0ba0o	1rr1br1.0ba0o	0rr1br0.0ba0o	0rr2br1.0ba0o	0rr3br1.0ba0o
Functional Utility	Functional	Functional	Functional	Functional	Functional
Heating/Cooling	FWA/EvpCir	FWA/Central	FWA/None	FWA/Central	FWA/Central
Energy Efficient Items	NoneObserved	StmDrs	NoneObserved	NoneObserved	ThrmIPne
Garage/Carport	2dw	1gd6dw	1cp1dw	1gd1dw	1gd1dw

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# Here is HOW it LOOKS

The screenshot displays the DataMaster software interface with the following components:

- Navigation Bar:** Subject, Comparables, Market Analysis, Review & Send.
- Subject Property Search:** Includes fields for MLS Source (FMLS), Address Line 1\*, City, State (GA), Zip, and County\*. A search button is located at the bottom left.
- Create New Work File:** Includes fields for File Number, Form Software (a la mode (Total)), Form (24 URAR - UAD/1004P), and Appraiser (Jared Preisler). A "Create work file" button is on the right.
- Recent Files:** A table listing recent work files with columns for name, address, status, and software.

Red annotations highlight key features:

- Start a File:** A red arrow points to the "Create New Work File" section.
- Property Search:** A red arrow points to the "Subject Property Search" section.
- Recent files:** A red arrow points to the "Recent Files" table.

File Name	Address	Status	Software	Actions
test address	14147 Waterford Creek Blvd	In progress	a la mode (Total)	[X]
FMLS Demo2	360 Forest Valley Court	Exported		[X]
FMLS Demo	360 Forest Valley Court	Exported		[X]
JLC19537	2484 N 1500 W	In progress	a la mode (Total)	[X]

# Here is HOW it LOOKS

DataMaster - JLC19403Demo

Subject

Comparables

Market Analysis

Review & Send

Form: 1004 URAR - UAD/1004P

Get Subject Info Deeds Details Plat Map More Info

Review and edit subject details

Form: 1004 URAR - UAD/1004P

7 Discrepancies Found

Subject Contract Neighborhood Site Improvements Appraiser Information

Property Address 19 Yale Dr City South Ogden State UT Zip 84403

Borrower Owner of Public Record Glenda R Byington County Weber

Legal Description The South 56 Feet Lot 17 And The North 5 Feet Lot 18, Block 4, Country Club Heights, South Ogden City, Weber County Utah.

Assessor's Parcel # 06-022-0051 Tax Year 2018 R.E. Taxes \$ 1,434

Neighborhood Name South Ogden: Country Club Heights Map Reference 06-022 Census Tract 2108.00

Occupant  Owner  Tenant  Vacant Special Assessments \$  PUD HOA \$  per year  per month

Property Rights Appraised  Fee Simple  Leasehold  Other

Assignment Type  Purchase

Lender/Client Address

Is the subject property currently encumbered as if an offer for sale in the twelve months prior to the effective date of this appraisal?  Yes  No

Report data source(s) used, offering price(s), and date(s).

DOM 24:Subject was listed on 11/13/2018 for \$196,000. The price changed to \$194,500. It sold on 01/03/2019 for \$194,000;WFR#1562888.

Owner, Taxes etc.

Legal Description

# Here is HOW it LOOKS

DataMaster - JLC19403Demo

Subject Comparables Market Analysis Review & Send

Get Comp(s) Deeds Sales Grid Map Addenda

Form: 1004 URAR - UAD/1004P More Info

**Deed Verification**

Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
<b>19 Yale Dr</b> South Ogden, UT 84403	<b>161 Country Club Dr</b> South Ogden, UT 84405	<b>4523 S 250 E</b> Washington Terrace, UT 84405	<b>4941 S Greenwood Ln</b> South Ogden, UT 84405	<b>855 6th St</b> South Ogden, UT 84403	<b>179 Country Club Dr</b> Ogden, UT 84405
Proximity To Subject	0.06 miles NW	0.47 miles S	0.19 miles NE	0.06 miles NE	0.13 miles NW
Sale Price	\$ 220,000	\$ 229,000	\$ 224,000	\$ 230,000	\$ 218,000
Sale Price/GLA	\$ 279.90/sqft	\$ 245.18/sqft	\$ 236.29/sqft	\$ 283.95/sqft	\$ 260.45/sqft
Data Source(s)	WFR#1617852:DOM 37	WFR#1618679:DOM 15	WFR#1607267:DOM 9	WFR#1602621:DOM 1	WFR#1599150:DOM 6
Verification Source(s)	WFRMLS/Weber	WFRMLS/Weber	WFRMLS/Weber	WFRMLS/Weber	WFRMLS/Weber
Value Adjustments	Adjustment	Adjustment	Adjustment	Adjustment	Adjustment
Sales or Financing	ArmLth	ArmLth	ArmLth	ArmLth	ArmLth
Concessions	Conv:5000	FHA:3000	VA:5000	Conv:1000	FHA:0
Date of Sale/Time	s09/19:c08/19	s08/19:c08/19	s07/19:c06/19	s06/19:c05/19	s06/19:c05/19
Location	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Leasehold/Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Site	5227 sf	5227 sf	6098 sf	6534 sf	5663 sf
View	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Design (Style)	DT1:Rambler	DT1:Bungalow	DT1:Rambler	DT1:Bungalow	DT1:Bungalow
Quality of Construction					
Actual Age	76	75	71	79	76
Condition					
Above Grade	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Room Count	2 1.0	2 1.0	2 1.0	2 1.0	1 1.0
Gross Living Area	793 sqft	786 sqft	934 sqft	810 sqft	837 sqft
Basement & Finished	775sf775sf	762sf685sf	934sf186sf	756sf718sf	792sf792sf
Rooms Below Grade	1rr2br1.0ba0o	1rr1br1.0ba0o	0rr1br0.0ba0o	0rr2br0.0ba0o	0rr2br1.0ba0o
Functional Utility	Functional	Functional	Functional	Functional	Functional
Heating/Cooling	FWA/EvpCir	FWA/Central	FWA/Central	FWA/None	FWA/Central
Energy Efficient Items	NoneObserved	Stm Drs	NoneObserved	NoneObserved	NoneObserved
Garage/Carport	2dw	1gd6dw	1cp1dw	1gb2dw	1gd1dw

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# Here is HOW it LOOKS

The screenshot shows the DataMaster software interface with a comparison of five properties. A pop-up window for 'Comp 2: 4523 S 250 E' is open, displaying listing and deed history. Red arrows point to the 'Listing and Deed History' text and the deed history table.

**Listing and Deed History**

WFR Listing History

MLS #	Closed Date	Status	Sell Price	Original List Date	Final List Date	Original List Price	Final List Price	DOM
1618679	08-29-2019	Sold	\$221,000	07-23-2019	08-05-2019	\$246,000	\$229,000	15
1206681	01-30-2014	Sold	\$115,000	01-22-2014	01-22-2014	\$124,900	\$114,900	0
1171790		Expired		07-02-2013	08-12-2013	\$124,900	\$114,900	164
960635	05-21-2010	Sold	\$118,500	04-29-2010	04-29-2010	\$119,900	\$119,900	0

DM Direct Transfer History Deeds and Mortgage History

Curt. Sale	Prior Sale	Doc #	Date	Type	Mortgage Type	Amount	Recording Date	Grantor (Seller)	Grantee (Buyer)
<input type="checkbox"/>	<input type="checkbox"/>	3000352		DEED OF TRST		\$11,990	08/30/2019	ARREGUIN, JUAN	NETWORK FUNC
<input type="checkbox"/>	<input type="checkbox"/>	3000351		DEED OF TRST		\$224,852	08/30/2019	ARREGUIN, JUAN	NETWORK FUNC
<input type="checkbox"/>	<input type="checkbox"/>	3000313		WD		\$10	08/30/2019	DUNCAN, KYLE C ETAL	ARREHUIN, JUAN
<input type="checkbox"/>	<input type="checkbox"/>	2893346		RECON			12/05/2017	WELLS FARGO FINANCIAL NATIONAL B	DUNCAN, KYLE C
<input type="checkbox"/>	<input type="checkbox"/>	2893345		SUB TR			12/05/2017	UTAH MTG LOAN CORP ETAL	WELLS FARGO FI

# Here is HOW it LOOKS

**Click on Photo**

Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
<b>19 Yale Dr</b> South Ogden, UT 84403 0.06 miles NW	<b>161 Country Club Dr</b> South Ogden, UT 84405 0.06 miles NW	<b>4523 S 250 E</b> Washington Terrace, UT 84405 0.47 miles S	<b>4041 S Greenwood Cir E</b> South Ogden, UT 84405 0.19 miles NE	<b>8 S Yale Dr</b> South Ogden, UT 84403 0.06 miles NE	<b>179 Country Club Dr</b> Ogden, UT 84405 0.13 miles NW
Sale Price: \$	\$ 220,000	\$ 229,000	\$ 224,000	\$ 230,000	\$ 218,000
Sale Price/GIA: \$ /sqft	279.90	245.10	236.29	283.95	260.45
Data Source(s)	WFR#1617852:DOM 37	WFR#1618679:DOM 15	WFR#1607267:DOM 9	WFR#1602621:DOM 1	WFR#1599150:DOM 6
Verification Source(s)	WFRMLS/Weber	Doc#3000313 08/30/2019	Doc#2993017 07/25/2019	Doc#2986060 06/14/2019	Doc#2984394 06/06/2019
Value Adjustments	Adjustment	Adjustment	Adjustment	Adjustment	Adjustment
Sales or Financing	ArmLth	ArmLth	ArmLth	ArmLth	ArmLth
Concessions	Conv:5000	FHA:3000	VA:5000	Conv:1000	FHA:0
Date of Sale/Time	c08/19	s08/19:c08/19	s07/19:c06/19	s06/19:c05/19	s06/19:c05/19
Location	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Leasehold/Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Site	5227 sf	5227 sf	6098 sf	6534 sf	5227 sf
View	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Design (Style)	DT1:Rambler	DT1:Bungalow	DT1:Rambler	DT1:Bungalow	DT1:Bungalow
Quality of Construction	Q4	Q4	Q4	Q4	Q4
Actual Age	76	71	79	76	71
Condition	C3	C3	C4	C3	C3
Above Grade	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Room Count	4 2 1.0	4 2 1.0	4 2 1.0	4 2 1.0	4 2 1.0
Gross Living Area	793 sqft	786 sqft	934 sqft	810 sqft	837 sqft
Basement & Finished	775sf775sf	762sf685sf	934sf186sf	792sf792sf	837sf837sf
Rooms Below Grade	1rr2br1.0ba0o	1rr1br1.0ba0o	0rr1br0.0ba0o	0rr2br1.0ba0o	0rr3br1.0ba0o
Functional Utility	Functional	Functional	Functional	Functional	Functional
Heating/Cooling	FWA/EvpCir	FWA/Central	FWA/Central	FWA/Central	FWA/Central
Energy Efficient Items	StmWindows	StmDrs/Window	NoneObserved	NoneObserved	ThrmPne
Garage/Carport	2dw	1gd6dw	1cp1dw	1gd1dw	1gd1dw

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# Here is HOW it LOOKS

**Subject** | **Comparables** | **Market Analysis** | **Review & Send**

File: JLC19403Demo  
Form: 1004 URAR - UAD/1004P

**Comp 1: 161 Country Club Dr** South Ogden, UT 84405  
WFR# 1617852 APN# 06-022-0013  
Proximity to Subject: 0.06 miles NW

Select Photo To Use

Click on Photo

Upload New Photo |  Set as Main Photo

**Mis Public Remarks:** Beautiful South Ogden home located close to the Ogden Golf and Country Club. This home is very well cared for and ready for it's new owners. Also close to park and shopping. Newer AC unit. New roof! Updated kitchen with solid-surface countertops. Backyard is landscaped, with mature trees, vegetable garden and shed. Garage with opener. Refrigerator, washer & dryer included! Great neighborhood of everything.

**Agent Remarks:** (Circled in red)

Select Quality and Condition Ratings

Save Cancel

Quality of Construction	Condition	Level of Updating
Q4	C4	1gd1dw

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# Here is HOW it LOOKS

**DataMaster - JLC19403Demo**

Subject    Comparables    Market Analysis    Review & Send

File: JLC19403Demo  
Form: 1004 URAR - UAD/1004P

Click on Map

Subject	Comp 1	Comp 2
19 Yale Dr South Ogden, UT 84403	161 Country Club Dr South Ogden, UT 84405	4523 S 2 Washington
Proximity To Subject	0.06 miles NW	0.47 miles S
Sale Price	\$ 220,000	
Sale Price/GIA	\$ 279.90/sqft	
Data Source(s)	WFR#1617852:DOM 37	WFR#16186
Verification Source(s)	WFRMLS/Weber	Doc#30003
Value Adjustments	Adjustment	
Sales or Financing	ArmLth	ArmLth
Concessions	Conv:5000	FHA:3000
Date of Sale/Time	c08/19	s08/19:c08/
Location	N:Res:	N:Res:
Leasehold/Fee Simple	Fee Simple	Fee Simple
Site	5227 sf	5227 sf
View	N:Res:	N:Res:
Design (Style)	DT1:Rambler	DT1:Bungalow
Quality of Construction	Q4	Q4
Actual Age	76	75
Condition	C3	C3
Above Grade	Total Bdrms Baths	Total Bdrms Baths
Room Count	4 2 1.0	4 2 1.0
Gross Living Area	793 sqft	786 sqft
Basement & Finished	775sf775sf	762sf685sf
Rooms Below Grade	1rr2br1.0ba0o	1rr1br1.0ba0o
Functional Utility	Functional	Functional
Heating/Cooling	FWA/EvpCir	FWA/Central
Energy Efficient Items	StmWindows	Stm Drs/Window
Garage/Carport	2dw	1gd6dw

Property Maps - COMP 3

**Comp 3: 4041 S Greenwood Cir E South Ogden, UT 84405**  
WFR# 1607267    APN# 06-023-0020    Proximity to Subject: 0.19 miles NE

4041 S Greenwood Cir E  
South Ogden, UT 84405  
0.19 mi. from subject

4040 Greenwood Cir  
South Ogden, Utah  
View on Google Maps

Agent Remarks

Mis Public Remarks: Back on the market after only a week! Buyer found out they couldn't qualify to buy. Beautiful home with amazing views next to the Ogden Golf & Country Club. Very open floor plan with big picture windows make things open and bright. You will fall in love with the island kitchen and great room. Original hardwood floors have been re-done and stained, newer carpet, updated kitchen. The yard is fully fenced, landscaped, with mature trees and shed.

Select Location & View

Location View

Overall Neutral

Factor 1 Residential

Factor 2 Mountain

Save Cancel

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# Here is HOW it LOOKS

**Click Yellow New icon**

## Data Sources

**Green Show Selected priority source**

**Discrepancies**

	MLS WFR	Public Records CORELOGIC	Public Records DM DIRECT	User Input USER
AddressLine1	161 Country Club Dr	161 Country Club Dr	161 S COUNTRY CLUB DR	
Half Bathrooms	0	1	0	
SiteArea	5227.20	5227	5227.20	
TotalAboveGradeBathrooms	1	0	0	
TotalAboveGradeBedrooms	2	4		
CarStorageDetached	Yes	No	No	No
FullBathrooms	0	1	0	

Save Cancel

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# Here is HOW it LOOKS

**Click Market Analysis Tab**

The screenshot displays the 'Market Analysis' tab in the DataMaster software. The interface is divided into a left sidebar with navigation options (Subject, Deeds, Sales Grid, Map, Addenda) and a main content area showing a comparison of six properties. Each property card includes an MLS Sheet, Deeds, and Map button, along with key details like address, location, sale price, and various metrics.

Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
<b>19 Yale Dr</b> South Ogden, UT 84403	<b>161 Country Club Dr</b> South Ogden, UT 84405	<b>4523 S 250 E</b> Washington Terrace, UT 84405	<b>4041 S Greenwood Cir E</b> South Ogden, UT 84405	<b>8 S Yale Dr</b> South Ogden, UT 84403	<b>179 Country Club Dr</b> Ogden, UT 84405
Proximity To Subject	0.06 miles NW	0.47 miles S	0.19 miles NE	0.06 miles NE	0.13 miles NW
Sale Price	\$ 220,000	\$ 229,000	\$ 224,000	\$ 230,000	\$ 218,000
Sale Price/GIA	\$ 279.90/sqft	\$ 245.18/sqft	\$ 236.29/sqft	\$ 283.95/sqft	\$ 260.45/sqft
Data Source(s)	WFR#1617852:DOM 37	WFR#1618679:DOM 15	WFR#1607267:DOM 9	WFR#1602621:DOM 1	WFR#1599150:DOM 6
Verification Source(s)	WFRMLS/Weber	Doc#3000313 08/30/2019	Doc#2993017 07/25/2019	Doc#2986060 06/14/2019	Doc#2984394 06/06/2019
Value Adjustments	Adjustment	Adjustment	Adjustment	Adjustment	Adjustment
Sales or Financing	ArmLth	ArmLth	ArmLth	ArmLth	ArmLth
Concessions	Conv:5000	FHA:3000	VA:5000	Conv:1000	FHA:0
Date of Sale/Time	c08/19	s08/19:c08/19	s07/19:c06/19	s06/19:c05/19	s06/19:c05/19
Location	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Leasehold/Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Site	5227 sf	5227 sf	6098 sf	6534 sf	5227 sf
View	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Design (Style)	DT1:Rambler	DT1:Bungalow	DT1:Rambler	DT1:Bungalow	DT1:Bungalow
Quality of Construction	Q4	Q4	Q4	Q4	
Actual Age	76	75	71	76	71
Condition	C3	C3	C4	C3	
Above Grade	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Room Count	4 2 1.0	4 2 1.0	4 2 1.0	2 1.0	1 1.0
Gross Living Area	793 sqft	786 sqft	934 sqft	810 sqft	837 sqft
Basement & Finished	775sf775sf	762sf685sf	934sf186sf	792sf792sf	837sf837sf
Rooms Below Grade	1rr2br1.0ba0o	1rr1br1.0ba0o	0rr1br0.0ba0o	0rr2br1.0ba0o	0rr3br1.0ba0o
Functional Utility	Functional	Functional	Functional	Functional	Functional
Heating/Cooling	FWA/EvpCir	FWA/Central	FWA/Central	FWA/Central	FWA/Central
Energy Efficient Items	StmWindows	Stm Drs/Window	NoneObserved	NoneObserved	ThrmIPne
Garage/Carport	2dw	1gd6dw	1cp1dw	1gd1dw	1gd1dw

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# Here is HOW it LOOKS

28 different  
customizable  
graphs &  
Charts

**Click Details Tab**

**Market Conditions Report with Dynamic templating with access to 98 data tags/points**

**Review and edit your market conditions report**

129 properties were included in the market conditions report.

**Effective Date**

9/14/2019

**In the subject neighborhood:**

5 comparable properties are currently listed for sale ranging in price from \$ 200,000 to \$ 235,000 .

98 comparable properties were sold in the prior year ranging in price from \$ 153,000 to \$ 250,000 .

Inventory Analysis	Prior 7-12	Prior 4-6	Current - 3	Overall Trend
Total Sales	46	29	23	<input type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining
Absorption Rate	7.67	9.67	7.67	<input type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining
Active Listings	6	3	5	<input type="checkbox"/> Declining <input type="checkbox"/> Stable <input type="checkbox"/> Increasing
Housing Supply	0.78	0.31	0.65	<input type="checkbox"/> Declining <input type="checkbox"/> Stable <input type="checkbox"/> Increasing

Median Values	Prior 7-12	Prior 4-6	Current - 3	Overall Trend
Median Sale Price	\$207,750	\$218,000	\$224,000	<input type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining
Median Sale DOM	22.5	6	5	<input type="checkbox"/> Declining <input type="checkbox"/> Stable <input type="checkbox"/> Increasing
Median List Price	\$201,500	\$224,900	\$219,000	<input type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining
Median Listing DOM	27	2	28	<input type="checkbox"/> Declining <input type="checkbox"/> Stable <input type="checkbox"/> Increasing
Med. Sale-to-List Ratio	100.02	101.78	100.04	<input type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining

Seller paid financial assistance prevalent?  Yes  No  Declining  Stable  Increasing

**Explain in detail the seller concessions trends for the past 12 months**

WFR indicates there were 98 closed sales during the past 12 months and 70 of those sales contained seller concessions which is 71% of the total transactions in this market area. Prior Months 7-12: 46 Sales; 32 with concessions; 70% of sales for this period. 4-6: 29 Sales; 20 with concessions; 69% of sales for this period. 0-3: 23 Sales; 18 with concessions; 78% of sales for this period. The concessions ranged between \$1,000 and \$7,700. The median concession amount is \$4,250.

# Here is HOW it LOOKS

28 different customizable graphs & Charts

Market Conditions Report with Dynamic templating with access to 98 data tags/points

The screenshot shows the DataMaster software interface. At the top, there are navigation tabs: 'Subject', 'Comparables', 'Market Analysis', and 'Review & Send'. Below these are sub-tabs: 'Get Comp(s)', 'Report', 'Condo Report', 'Details', 'Graphs', and 'Summary'. A red arrow points to the 'Summary' tab with the text 'Click Summary Tab'. Below the tabs, there are filters for time periods: '0-12 Months', '7-12 Months', '4-6 Months', and '0-3 Months'. A red arrow points to the '0-3 Months' filter with the text 'Sortable columns, view specific time frame, edit data points, remove outliers'. The main area contains a table with columns: 'Mls #', 'Address', '0-3 Status', 'Status', 'Listing Date', 'Not Listed Date', 'Close Date', 'List Price', 'Sales Price', 'Sale Price Ratio', 'Total DOM', 'Concessions', and 'Has Concessions'. The table lists 19 properties with their respective details. At the bottom, there are buttons for 'Save changes' and 'Undo changes'.

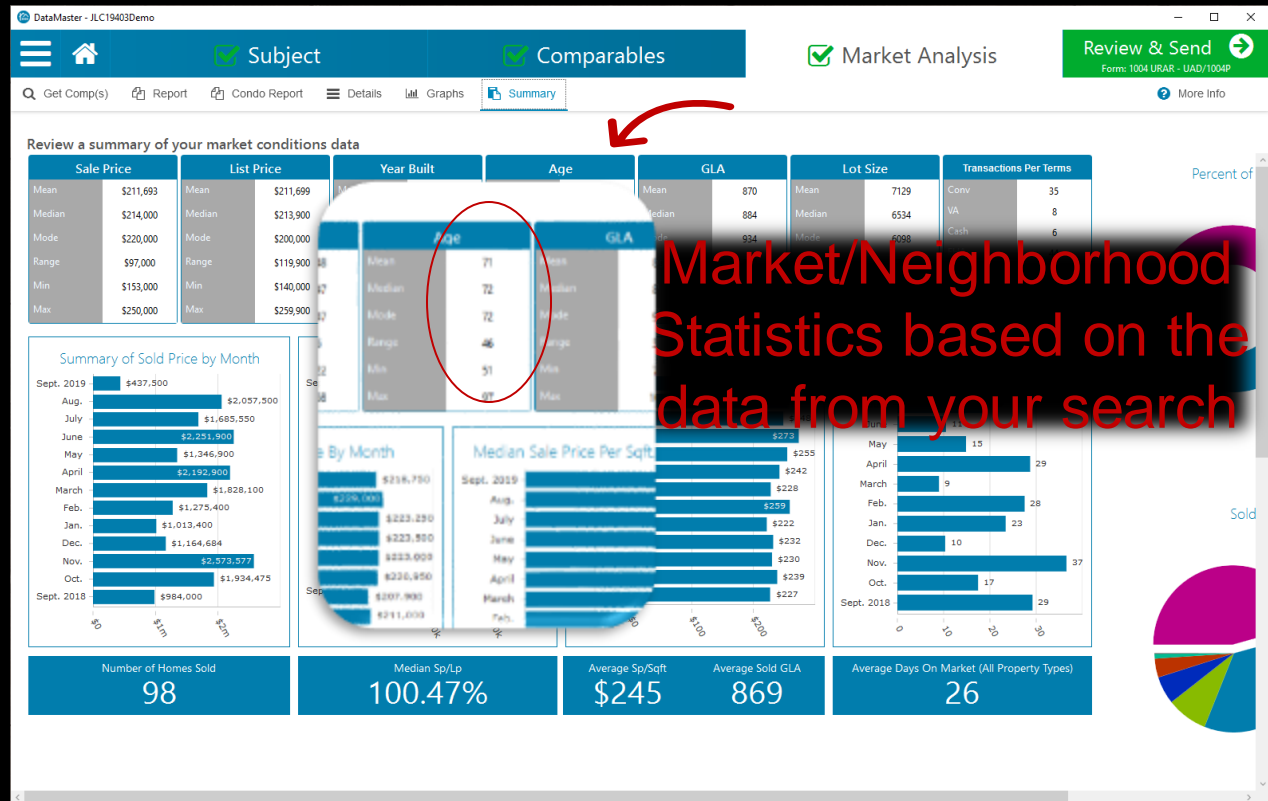
Mls #	Address	0-3 Status	Status	Listing Date	Not Listed Date	Close Date	List Price	Sales Price	Sale Price Ratio	Total DOM	Concessions	Has Concessions
01	1620877 4694 S Ridgeline Dr	Listing	Under Contract	8/1/2019	9/14/2019		\$235,000			43		<input type="checkbox"/>
02	1621107 4549 S 250 E	Listing	Active	8/2/2019			\$219,950			41		<input type="checkbox"/>
03	1623506 358 W 4675 S	Listing	Offmarket	9/4/2019	9/19/2019		\$219,000			22		<input type="checkbox"/>
04	1624540 4338 S 200 W	Listing	Active	8/17/2019			\$219,000					<input type="checkbox"/>
05	1626992 4979 S Ridgeline W Dr	Listing	Backup	8/29/2019								<input type="checkbox"/>
06	1618679 4523 S 250 E	Sale	Sold	8/5/2019	8/7/2019	8/25/2019						<input checked="" type="checkbox"/>
07	1618899 5296 S Ridgeline W Dr	Sale	Sold	6/28/2019	7/28/2019	8/26/2019						<input checked="" type="checkbox"/>
08	1611745 4040 S Adams Ave	Sale	Sold	6/25/2019	7/21/2019	8/23/2019						<input checked="" type="checkbox"/>
09	1618094 4351 S 250 E	Sale	Sold	7/19/2019	7/24/2019	8/20/2019						<input checked="" type="checkbox"/>
10	1618496 569 E 38th	Sale	Sold	7/31/2019	7/24/2019	8/19/2019	\$213,000	\$213,000	100.00%	3	2000	<input checked="" type="checkbox"/>
11	1616802 4668 S 200 E	Sale	Sold	7/15/2019	7/19/2019	8/15/2019	\$219,000	\$219,000	100.00%	5	2500	<input checked="" type="checkbox"/>
12	1614006 4969 S Ridgeline Dr	Sale	Sold	7/3/2019	7/16/2019	8/13/2019	\$210,000	\$210,000	100.00%	10	4500	<input checked="" type="checkbox"/>
13	1614213 183 W 4700 S	Sale	Sold	6/30/2019	7/6/2019	8/6/2019	\$240,000	\$238,000	99.17%	3	5000	<input checked="" type="checkbox"/>
14	1612294 3901 S Evelyn Rd	Sale	Sold	6/26/2019	6/28/2019	7/26/2019	\$190,000	\$215,000	113.16%	2	0	<input type="checkbox"/>
15	1607267 4041 S Greenwood E Cir	Sale	Sold	6/7/2019	6/20/2019	7/25/2019	\$225,000	\$224,000	99.56%	9	5000	<input checked="" type="checkbox"/>
16	1609445 406 W 4575 S	Sale	Sold	6/14/2019	6/16/2019	7/25/2019	\$215,000	\$222,500	103.49%	3	2500	<input checked="" type="checkbox"/>
17	1608993 4750 S 375 W	Sale	Sold	6/12/2019	6/18/2019	7/12/2019	\$224,900	\$225,000	100.04%	5	2000	<input checked="" type="checkbox"/>
18	1613443 4588 S 125 W	Sale	Sold	7/1/2019	7/2/2019	7/11/2019	\$175,000	\$168,000	96.00%	1	0	<input type="checkbox"/>
19	1608614 309 E 4475 S	Sale	Sold	6/17/2019	6/18/2019	7/8/2019	\$234,900	\$236,500	100.68%	7	7000	<input checked="" type="checkbox"/>

# Here is HOW it LOOKS

28 different customizable graphs & Charts

Market Conditions Report with Dynamic templating with access to 98 data tags/points

Sortable columns, view specific time frame, edit data points, remove outliers



Market/Neighborhood Statistics based on the data from your search

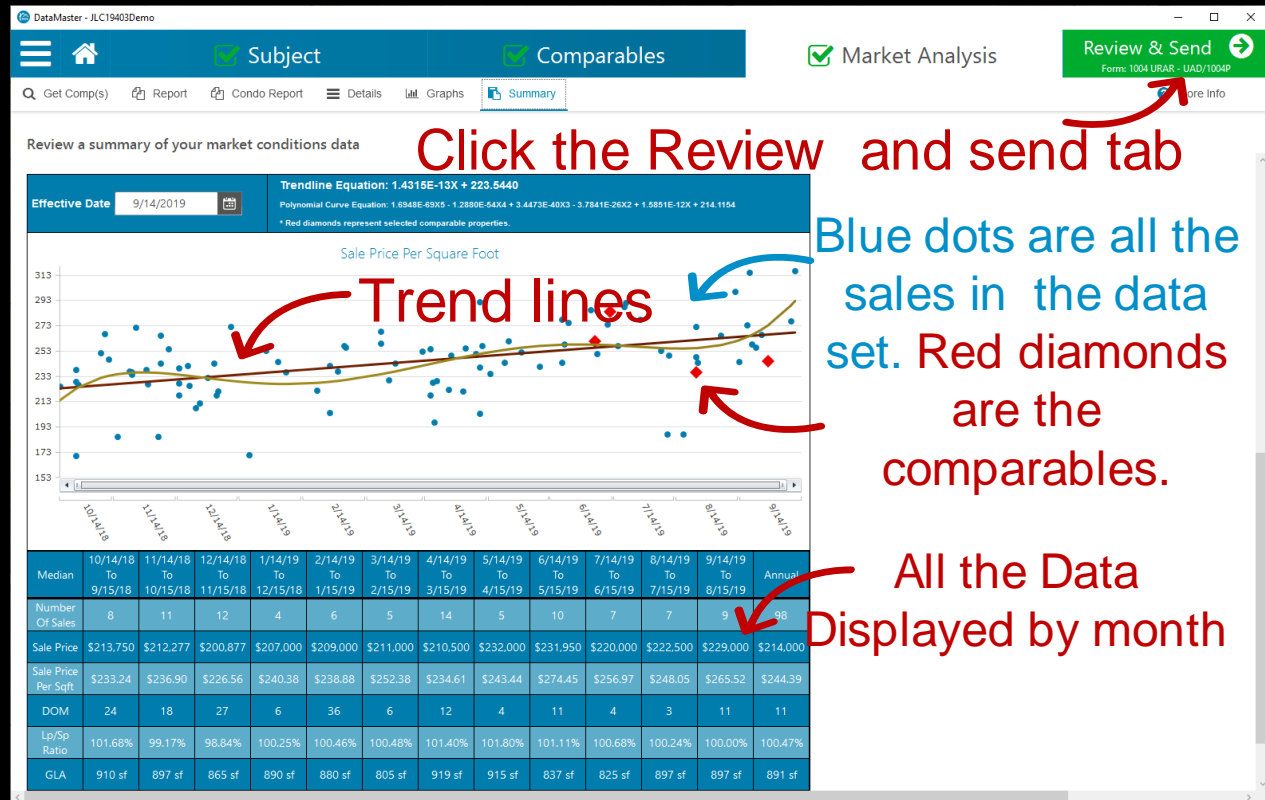
# Here is HOW it LOOKS

28 different customizable graphs & Charts

Market Conditions Report with Dynamic templating with access to 98 data tags/points

Sortable columns, view specific time frame, edit data points, remove outliers

Market/Neighborhood Statistics based on the data from your search



# Here is HOW it LOOKS

28 different customizable graphs & Charts

Market Conditions Report with Dynamic templating with access to 98 data tags/points

Sortable columns, view specific time frame, edit data points, remove outliers

Market/Neighborhood Statistics based on the data from your search

The screenshot displays the 'DataMaster - JLC19403Demo' application window. The top navigation bar includes 'Subject', 'Comparables', 'Market Analysis', and 'Review & Send'. The main content area is titled 'Review and fine tune your report before exporting' and is divided into three columns: 'Subject', 'Comparables', and 'Market Analysis'. The 'Subject' column shows '19 Yale Dr' with '7 unresolved discrepancies found'. The 'Comparables' column shows '5 properties included'. The 'Market Analysis' column shows '129 properties' and '7 Graphs Included'. Below these columns are buttons for 'Copy Comments & Exceptions', 'Print', and 'Export'. A section titled 'APPRAISER COMMENTS & EXCEPTIONS:' contains a list of property history entries. Red arrows and text annotations highlight key features: 'Any unresolved discrepancies with subject's data' points to the Subject column; 'The # of Comps being sent to the report' points to the Comparables column; 'The # of graphs being sent to the report' points to the Market Analysis column; 'Review Data prior to sending to Form Vendor' points to the 'Export' button; and 'Exceptions Report: All the listing history, ownership history and agent comments and list of data discrepancies for all properties' points to the appraiser comments section.

# Here is HOW it LOOKS

28 different  
customizable  
graphs & Charts

Market Conditions  
Report with Dynamic  
templating with  
access to 98 data  
tags/points

Sortable columns,  
view specific time  
frame, edit data  
points, remove  
outliers

Market/Neighborhood  
Statistics based on  
the data from your  
search

The screenshot displays the 'DataMaster - JLC19403Demo' application window. The top navigation bar includes a home icon, a menu icon, and three active tabs: 'Subject', 'Comparables', and 'Market Analysis'. On the right side of the top bar, there is a 'Review & Send' button with a green arrow icon and a form ID 'Form: 1004 URAR - UAD/1004P'. Below the navigation bar, a message reads 'Review and fine tune your report before exporting'. The main content area is divided into several sections: 'Subject' (19 Yale Dr, 7 unresolved discrepancies found), 'Comparables' (5 properties included, Include Comparables checkbox checked), 'Market Conditions' (129 properties, 7 Graphs Included, Include Market Conditions checkbox checked), 'Addenda' (No Addenda Information), and 'Condo Market Conditions' (Condo MC Information has been added). At the bottom of the main content area, there is a 'Copy Comments' button and a large green 'Export' button with a refresh icon. A large green text overlay with a white arrow points to the 'Export' button, stating: 'When you click the Green button, we take a snapshot the ALL data and archive for your workfile.' Below the main content area, there is a section for 'APPRAISER COMMENTS & EXCEPTIONS' containing a list of property history entries with dates and descriptions.



# Here is HOW it LOOKS

Page 1:  
Subject Info

Page 2:  
Comp Info

**Uniform Residential Appraisal Report**

Address: 19 Yale Dr, South Ogden, UT 84405

Assessor's Parcel #: 06-022-0051

Neighborhood Name: South Ogden: Country Club Heights

Occupant:  Owner  Tenant  Vacant  Special

Property Rights Appraised:  Fee Simple  Leasehold  Other

Assignment Type:  Purchase Transaction  Refinance Transaction

Lender/Client: \_\_\_\_\_

Is the subject property currently offered for sale or has it been offered for sale?  Yes  No

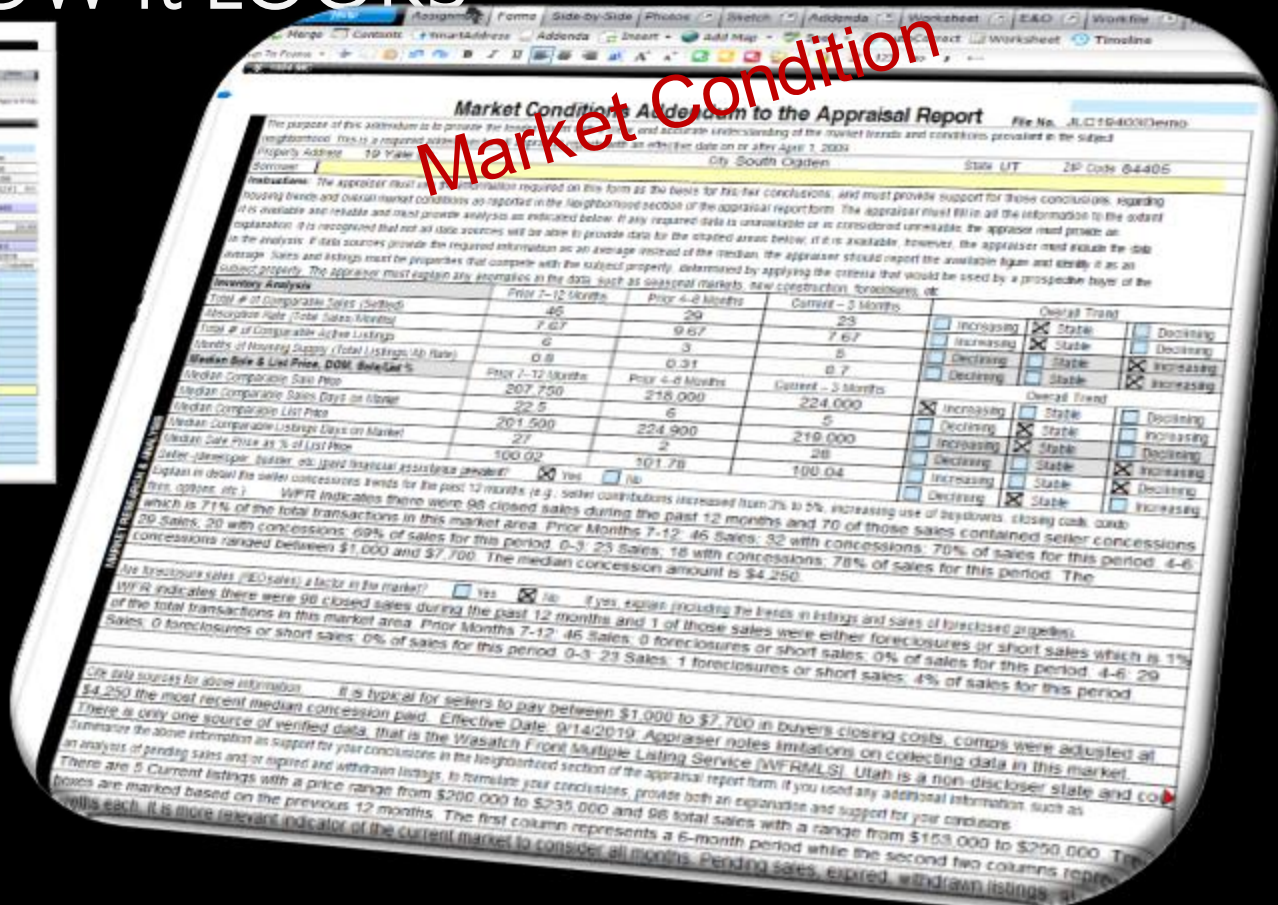
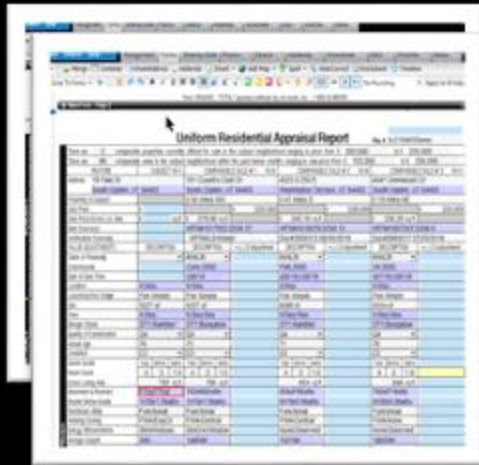
Report data source(s) used, offering price(s), and date(s): DOM on 01/03/2019 for \$194,000;WFR#1562888.

Contract Price \$ \_\_\_\_\_ Date of Contract \_\_\_\_\_

Is there any financial assistance (loan charges, sale concessions, gift or down payment)?  Yes  No

FEAT/RE	SUBJECT	COMPARABLE SALE # 1	COMPARABLE SALE # 2	COMPARABLE SALE # 3
Address	19 Yale Dr	181 Country Club Dr	4523 S 200 E	4041 Greenwood Cir
City	South Ogden, UT 84405	South Ogden, UT 84405	Washington Terrace, UT 84405	South Ogden, UT 84405
Distance	0.06 miles N/W	0.47 miles S	0.19 miles NE	
Sale Price	\$ 220,000	\$ 245,18 sq ft	\$ 236,26 sq ft	\$ 224,000
Area	5227 sq ft	5227 sq ft	5227 sq ft	5227 sq ft
Year Built	1975	1975	1975	1975
Quality of Construction	DT1 Rambler	DT1 Bungalow	N Res Res	DT1 Bungalow
Condition	C3	C3	C3	C3
Room Count	4 2 1.0	4 2 1.0	4 2 1.0	4 2 1.0
Living Area	783 sq ft	786 sq ft	934 sq ft	948 sq ft
Functional Utility	1r2br1.0ba0a	1r2br1.0ba0a	934sq186sfIn	756sq1718sfIn
Heating/Cooling	FWA/EvpCir	FWA/Central	Functional	Functional
Energy Efficient Items	StmWindows	StmDrs/Window	NoneObserved	NoneObserved
Garage/Carport	2dr	1gd6dr	1cp1dr	1gb2dr
Pool/Spa/Deck	Por	CvPtoCvPto	PorPtoCvDck	CvPorCvPto

# Here is HOW it LOOKS



# Here is HOW it LOOKS



ata Deljiver Help Assignment Forms Side-by-Side Photos Sketch Addenda Worksheet E&O Workfile Notes

Merge Contents SmartAddress Addenda Insert Add Map Spell AutoCorrect Worksheet Timeline

Jump To Forms 123 .00

Photograph Addendum 1

### Photograph Addendum

Borrower/Client					
Property Address	19 Yale Dr				
City	South Ogden	County	Weber	State	UT
Zip Code	84405				
Lender					

**Graphs**

#### Median Sales and List Price

Legend: Median Sale Price (Blue), Median List Price (Green), Median Sale Price Trend (Blue line), Median List Price Trend (Green line)

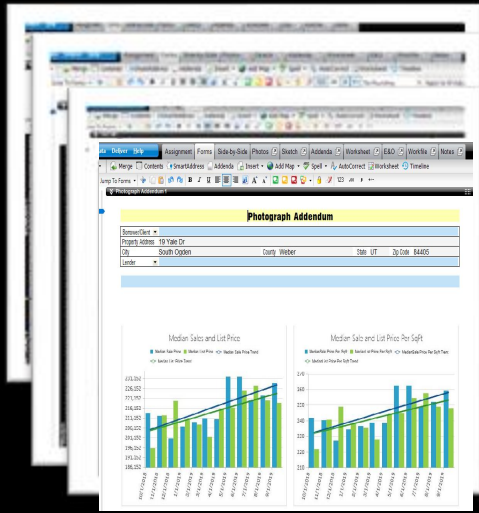
Date	Median Sale Price	Median List Price
20/1/2018	211,152	196,152
11/1/2018	211,152	201,152
12/1/2018	211,152	206,152
1/1/2019	201,152	211,152
2/1/2019	206,152	216,152
3/1/2019	211,152	221,152
4/1/2019	216,152	226,152
5/1/2019	221,152	231,152
6/1/2019	226,152	236,152
7/1/2019	231,152	241,152
8/1/2019	236,152	246,152
9/1/2019	241,152	251,152

#### Median Sale and List Price Per SqFt

Legend: Median Sale Price Per SqFt (Blue), Median List Price Per SqFt (Green), Median Sale Price Per SqFt Trend (Blue line), Median List Price Per SqFt Trend (Green line)

Date	Median Sale Price Per SqFt	Median List Price Per SqFt
20/1/2018	240	220
11/1/2018	240	230
12/1/2018	240	240
1/1/2019	230	250
2/1/2019	240	260
3/1/2019	240	270
4/1/2019	240	280
5/1/2019	250	290
6/1/2019	260	300
7/1/2019	260	310
8/1/2019	250	320
9/1/2019	260	330







# Here is HOW it LOOKS



DataMaster - JLC19403Demo

Subject Comparables Market Analysis Review & Send  
Form: 1004 URAR - UAD/1004P

Get Comp(s) Deeds Sales Grid Map Addenda More Info

Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
 MLS Sheet Deeds Map	 MLS Sheet Deeds Map	 MLS Sheet Deeds Map	 MLS Sheet Deeds Map	 MLS Sheet Deeds Map	 MLS Sheet Deeds Map
<b>19 Yale Dr</b> South Ogden, UT 84403	<b>161 Country Club Dr</b> South Ogden, UT 84405	<b>4523 S 250 E</b> Washington Terrace, UT 84405	<b>4041 S Greenwood Cir E</b> South Ogden, UT 84405	<b>8 S Yale Dr</b> South Ogden, UT 84403	<b>179 Country Club Dr</b> Ogden, UT 84405
Proximity To Subject	0.06 miles NW	0.47 miles S	0.19 miles NE	0.06 miles NE	0.13 miles NW
Sale Price	\$ 220,000	\$ 229,000	\$ 224,000	\$ 230,000	\$ 218,000
Sale Price/GLA	\$ 279.90/sqft	\$ 245.18/sqft	\$ 236.29/sqft	\$ 283.95/sqft	\$ 260.45/sqft
Data Source(s)	WFR#1617852:DOM 37	WFR#1618679:DOM 15	WFR#1607267:DOM 9	WFR#1602621:DOM 1	WFR#1599150:DOM 6
Verification Source(s)	WFRMLS/Weber	WFRMLS/Weber	WFRMLS/Weber	WFRMLS/Weber	WFRMLS/Weber
Value Adjustments	Adjustment	Adjustment	Adjustment	Adjustment	Adjustment
Sales or Financing	ArmLth	ArmLth	ArmLth	ArmLth	ArmLth
Concessions	Conv:5000	FHA:3000	VA:5000	Conv:1000	FHA:0
Date of Sale/Time	s09/19:c08/19	s08/19:c08/19	s07/19:c06/19	s06/19:c05/19	s06/19:c05/19
Location	N:Res:	N:Res:	N:Res:	N:Res:	N:Res:
Leasehold/Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Site	5227 sf	5227 sf	6098 sf	5663 sf	5227 sf
View	N:Res:	N:Res:	N:Mtn:Res	N:Res:	N:Res:
Design (Style)	DT1:Rambler	DT1:Bungalow	DT1:Rambler	DT1:Bungalow	DT1:Bungalow
Quality of Construction					
Actual Age	76	75	71	79	76
Condition					
Above Grade	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Room Count	2 1.0	2 1.0	2 1.0	2 1.0	1 1.0
Gross Living Area	793 sqft	786 sqft	934 sqft	948 sqft	810 sqft
Basement & Finished	775sf775sf	762sf685sf	934sf186sf	756sf718sf	837sf837sf
Rooms Below Grade	1rr2br1.0ba0o	1rr1br1.0ba0o	0rr1br0.0ba0o	0rr2br1.0ba0o	0rr3br1.0ba0o
Functional Utility	Functional	Functional	Functional	Functional	Functional
Heating/Cooling	FWA/EvpClr	FWA/Central	FWA/Central	FWA/Central	FWA/Central
Energy Efficient Items	NoneObserved	StrmDrs	NoneObserved	NoneObserved	ThrmPne
Garage/Carport	2dw	1gd6dw	1cp1dw	1gd1dw	1gd1dw

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# REAL ESTATE APPRAISER TIPS FACEBOOK PAGE

- The Real Estate Appraiser Tips Facebook page covers real estate appraiser related news and tips.
- The page is operated by an experienced appraiser that knows the business.
- Some of the topics on the Appraiser Tips page are: marketing, blogging, Google optimization, working harder on your business, and much more.



## Why Spark?

### Data Accuracy

Spark imports the data for you eliminating typos.  
Spark is tailored to each market.

### It's Fast...Really Fast

Most appraisers rin and out of Spark in less than 5 minutes per report.  
Spark fills out the grid, entire prior transfer history, 1004MC, charts, and more.

### Easy To Use

Spark uses a sleek, modern interface feels natural and intuitive.  
Spark is entirely web-based. Wherever you go, it's with you.  
Supported by a library of comprehensive tutorials and training options.

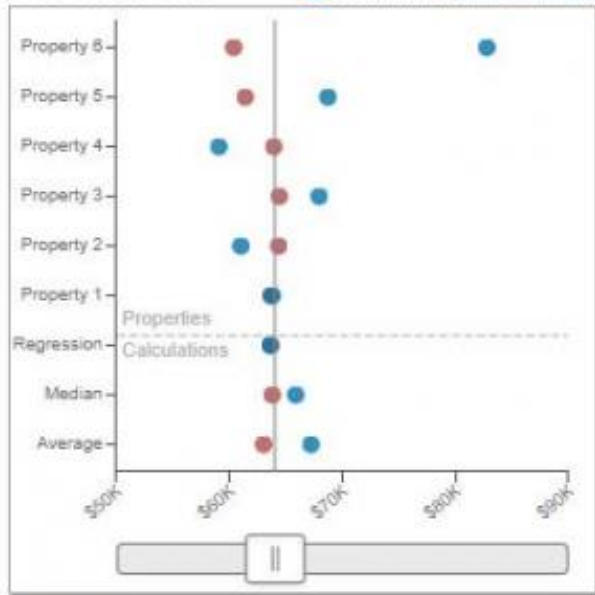


Cost Approach

Site Value

### Site Extraction

Considered (for site comment)



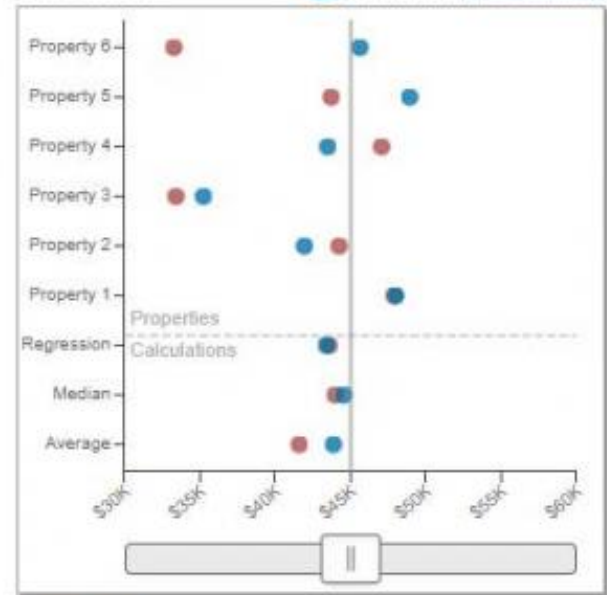
Show Data

Site Extraction Value (\$8.25/sqft)

**\$64,000**

### Allocation

Considered (for site comment)



Show Data

Allocation Value (\$5.80/sqft)

**\$45,000**



1004MC  
Grid  
• Cost Data •

Start  
Over

Remove

Subject

Address:	123 Main St				Dwelling (\$104.72/sqft)	\$224,523
Zip Code:	85204				Basement (\$30.89/sqft)	\$34,347
GLA:	2144				Attic/Patios/Pool	\$62,662
Baths:	Full:	2	Half:	0	Parking (\$41.25/sqft)	\$18,024
Stories:	1				Cost To Build New	\$339,557
Quality:	3.5				Depreciation	\$67,911
Basement:	<input checked="" type="checkbox"/>	T SF: 1112	Fin. SF: 846	Quality: 3.0	Depreciated Cost	\$271,646
Finished Attic:	<input type="checkbox"/>	SF:		Quality:	Site Improvements (As-Is)	\$10,000
Deck/Uncovered Patio:	<input type="checkbox"/>	SF:		Quality: ▼	Site Value	\$75,000
Cov. Patio/Porch/Gazebo:	<input checked="" type="checkbox"/>	SF: 158		Quality: C ▼	Total	\$356,646
Enclosed Patio/Porch:	<input type="checkbox"/>	Lin Ft:	SF:	Quality: ▼	Comments	
Swimming Pool:	<input checked="" type="checkbox"/>	SF: 450		Quality: D ▼		
Garage 1:	Attached ▼	SF: 437		Quality: 3.5		
Garage 2:	None ▼	SF:		Quality:		
Carpport:	<input type="checkbox"/>	SF:		Quality:		
Physical Depreciation:		Effective Age:	12	Percent: 20		
External Depreciation:		Dollar Amount:		Percent:		
Functional Depreciation:		Dollar Amount:		Percent:		





Start Over 1004MC

+Subject

Sales

Rentals

Listings

REO Listings

AZ - ARMLS  
UAD  
1004 - SFR  
01/26/2017

Address:

Price | Current Sale:

Data Source:

Verification Source:

Sale Type:

Concessions:

Date:

Location:

Leasehold/Fee Simple:

Site:

View:

Design (Style):

Quality:

Actual Age:

Condition:

Above Grade Room Count:

Above Grade GLA:

Basement & Finished:

Rooms Below Grade:

Functional Utility:

Heating/Cooling:

Energy Efficient Items:

Garage/Carport:

Porch/Patio/Deck:

Pool Features:

Fireplaces:

Exterior Features:

Prior Transfer History:

Using Standard Settings  
Subject: 36mo Other: 12mo

## Comp 1

Mesa, AZ 85204
\$244,900
ARMLS # ;DOM 5
Doc #24 /Public Records
ArmLth
Conv:0
so1/17;c11/16
Fee S
868
N;f
DT
3
5 Total 3 Beds 2.0 Baths
1,532 sqft
osf
FWA/CAC
Windows
2ga2dw
CovPat
NoPool
None
None

## Comp 2

Mesa, AZ 85204
\$240,000
ARMLS # ;DOM 8
Doc #953 /Public Records
ArmLth
Conv;3600
5/2/16;c11/16
Fee Simple
7776 sf
N;Res;
DT1;?
39
7 Total 3 Beds 2.0 Baths
1,692 sqft
osf
FWA/CAC
None
2ga2dw
CovPat
Pool
1 Fireplace
None

## Comp 3

Mesa, AZ 85204
\$209,900
ARMLS # ;DOM 96
Doc #512 /Public Records
ArmLth
Conv;6297
so1/17;c12/16
Fee Simple
7355 sf
N;Res;
DT1;?
37
6 Total 3 Beds 2.0 Baths
1,598 sqft
osf
FWA/CAC/Evap
None
2ga2dw
CovPat
NoPool
1 Fireplace
BBQ/Stg

Above Grade GLA

MLS:  
1,532 sqft

Public Records:  
1,494 sqft

Switch All To Public Records



Show Data

### Med \$/SqFt - Median \$

Analyzing 24 MONTHS of data BY QUARTER

**Competing Data**  
**Med Sale \$/SqFt**  
 (excluding foreclosures & short sales)

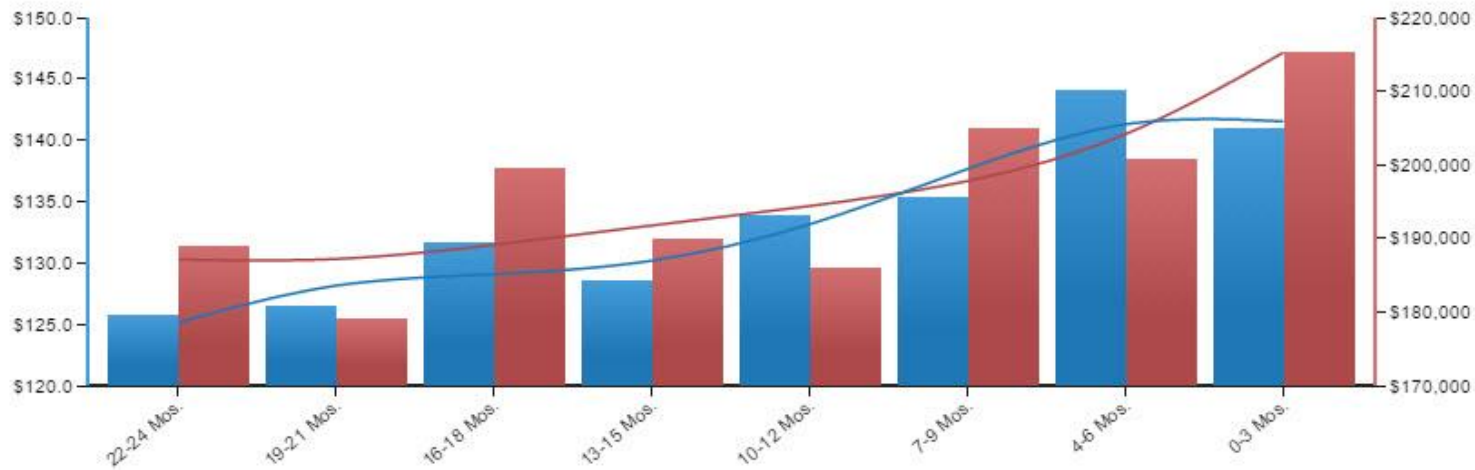
**Regression Result**  
 (simple regression)

**+0.6%**  
 Per Month

**Competing Data**  
**Med Sale \$**  
 (excluding foreclosures & short sales)

**Regression Result**  
 (simple regression)

**+0.6%**  
 Per Month



One-Unit Housing Trends		
Property Values	<input checked="" type="checkbox"/> Increasing	<input type="checkbox"/> Stable <input type="checkbox"/> Declining
Demand/Supply	<input checked="" type="checkbox"/> Shortage	<input type="checkbox"/> In Balance <input type="checkbox"/> Over Supply
Marketing Time	<input checked="" type="checkbox"/> Under 3 mths	<input type="checkbox"/> 3-6 mths <input type="checkbox"/> Over 6 mths

One-Unit Housing		
Price		Age
\$120,000	Low	30
\$296,500	High	40
\$207,500	Pred.	35

## Page 2

There are 4 comparable properties currently offered for sale in the subject neighborhood ranging in price from \$241000 to \$290000.

There are 37 comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$206000 to \$296500.

Market Characteristics: [Competing](#) | [Neighborhood](#)

Inventory Analysis	Prior 7-12 Months	Prior 4-6 Months	0 - 3 Months	Overall Trend		
Total # of Comparable Sales (Settled)	21	13	3	<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Declining
Absorption Rate (Total Sales/Months)	3.50	4.33	1.00	<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Declining
Total # of Comparable Active Listings	4	3	4	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Housing Supply (Total Listings/Ab.Rate)	1.1	0.7	4.0	<input type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Increasing
Median Sale & List Price, DOM, Sale/List %	Prior 7-12 Months	Prior 4-6 Months	0 - 3 Months	Overall Trend		
Median Comparable Sale Price	\$230,000	\$250,000	\$245,000	<input checked="" type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Median Comparable Sales DOM	24	10	42	<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Comparable List Price	\$232,450	\$258,838	\$263,700	<input checked="" type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining
Median Comparable Listings DOM	73	34	10	<input checked="" type="checkbox"/> Declining	<input type="checkbox"/> Stable	<input type="checkbox"/> Increasing
Median Sale Price as % of List Price	100%	100%	98%	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining
Seller-Paid Financial Assistance Prevalent?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		<input type="checkbox"/> Declining	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Increasing

Explain in detail the seller concessions trends for the past 12 months:

A quarterly analysis was performed on 37 competing sales over the past 12 months. For those sales, a total of 35.1% were reported to have seller concessions. Those sales with seller concessions had a median seller contribution of 1.6% with a low of 0.2% and a high of 2.6%. Quarterly, the median seller contribution was reported as (oldest to most recent): 1.8%, 1.4%, 2.0%, N/A.

Are foreclosure sales a factor in the market?

Yes

No

If yes, explain:

An analysis was performed on 37 competing sales over the past 12 months. For those sales, a total of 0.0% were reported to be REO.

Cite data sources for above information:

Information reported in the ARMLS system (using an effective date of 01/26/2019) was utilized to arrive at the results noted on this addendum. Any percent change results noted in these comments are based on simple regression.

Summarize the above information as support for your conclusions in the Neighborhood section of the appraisal report form:

An analysis was performed on 37 competing sales over the past 12 months. The sales within this group had a median sale price per sqft of \$168.33. The same analysis was performed on 102 sales from the broader defined neighborhood. The sales within this group had a median sale price per sqft of \$155.38. A quarterly analysis was also performed on 81 competing sales over the past 24 months. The sales within this group had a median sale price per sqft of \$160.83. In addition, an analysis was performed on 37 sales plus all active listings that are competing properties, over the past 12 months. Based on this entire set of data there is a 1.3 month supply. These sales had a median DOM of 27. The same analysis was performed on 102 sales from the broader defined neighborhood. For these sales, the median DOM was 32.





**The Solomon Calculator helps appraisers support assignment results for...**

**Grid adjustments, remaining economic life, site value and more.**

**Solomon's searched for a method that is predictive and repeatable. That lead them to the Depreciated Cost Method to help with a solution. They have developed a suite of calculators that make the Depreciated Cost Method a fast and convenient way to help provide supportable adjustments in the sales grid.**

**Solomon Cost**

**Building Characteristics**

Market Value (est.)

Land Value (est.)

Site Improvement (est.)

Zip Code

Quality Rating

GLA sf

Does GLA sf = Heated sf and Cooling sf?  
 Yes  
 No

Heated sf

Central Air sf

Basement sf

Basement Finish sf

Basement Full Bath Count

Basement Half Bath Count

Fireplace Count

Deck sf

Open Porch sf

Screen Porch sf

Enclosed Porch sf

Garage sf

Factor (see user manual)

**Market Depreciation Calculator**

Opinion of Site Value

Dwelling  Dwelling sf

Basement  Basement sf

Additional Features

Garage  Garage sf

Total Estimate of Cost New

Depreciation

Depreciated Cost - Improvements

As Is Value - Site Improvements

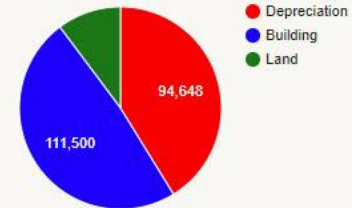
Market Value Estimate

Economic Life

Economic (Effective) Age

Remaining Economic Life

Depreciation Percentage



Calculate

**Adjustment Calculations**

	Default Adjustment	% of Econ Life	Calibrated Adjustment
GLA sf	<input type="text" value="47"/>	<input type="text" value="100"/>	<input type="text" value="47"/>
Basement sf	<input type="text" value="9"/>	<input type="text" value="0"/>	<input type="text"/>
Basement Finish sf	<input type="text" value="7"/>	<input type="text" value="0"/>	<input type="text"/>
Full Bath	<input type="text" value="5,228"/>	<input type="text" value="100"/>	<input type="text" value="5,228"/>
Half Bath	<input type="text" value="2,539"/>	<input type="text" value="100"/>	<input type="text" value="2,539"/>
Fireplace	<input type="text" value="1,747"/>	<input type="text" value="0"/>	<input type="text"/>
Deck sf	<input type="text" value="15"/>	<input type="text" value="0"/>	<input type="text"/>
Open Porch sf	<input type="text" value="15"/>	<input type="text" value="100"/>	<input type="text" value="15"/>
Screen Porch sf	<input type="text" value="23"/>	<input type="text" value="0"/>	<input type="text"/>
Enclosed Porch sf	<input type="text" value="35"/>	<input type="text" value="0"/>	<input type="text"/>
First Garage Stall	<input type="text" value="7,796"/>	<input type="text" value="100"/>	<input type="text" value="7,796"/>
Additional Garage Stall	<input type="text" value="4,841"/>	<input type="text" value="100"/>	<input type="text" value="4,841"/>

Calibrate Adjustments

Print Report

## Solomon Adjustment Calculator Report

Building Characteristics		Market Depreciation Calculations		Adjustment Calculations	
Market Value Est	135000	Opinion of Site Value	20,000.00	GLA sf	47.00 CA GLA sf 47
Land Value	20000	Dwelling	191,357.06	Basement sf	9.00 CA Basement sf 0
Site Improvement	3500	Dwelling sf	120.05	Basement Finish sf	7.00 CA Basement Finish sf 0.00
Zip Code	70814	Basement	0.00	Full Bath	5,228.00 CA Full Bath 5,228.00
Quality Rating	4	Basement sf		Half Bath	2,539.00 CA Half Bath 2,539.00
GLA sf	1594	Additional Features	1,260.00	Fireplace	1747 CA Fireplace 0.00
Heated sf	1594	Garage	13,531.20	Deck sf	15.00 CA Deck sf 0.00
Central Air sf	1594	Garage sf	56.85	Open Porch sf	15.00 CA Open Porch sf 15.00
Basement sf		Total Estimate of Cost New	206,148.26	Screen Porch sf	23.00 CA Screen Porch sf 0.00
Basement Finish sf		Depreciation	94,648.26	Enclosed Porch sf	35.00 CA Enclosed Porch sf 0.00
Full Bath Count		Depreciated Cost - Improvements	111,500.00	First Garage Stall	7,796.00 CA First Garage Stall 7,796.00
Half Bath Count		As Is Value - Site Improvements	3,500.00	Additional Garage Stall	4,841.00 CA Additional Garage Stall 4,841.00
Fireplace Count	0	Market Value Estimate	135,000.00		
Deck sf	0	Remaining Economic Life	32.00		
Open Porch sf	45				
Screen Porch sf					
Enclosed Porch sf					
Garage sf 238					
Factor (see user manual)	-10				

The Market Depreciation Calculator uses the format of the URAR Cost Approach section to measure depreciation, as defined in the Dictionary of Real Estate Appraisal: "In appraising, a loss in property value from any cause; the difference between the cost new of an improvement on the effective date of the appraisal and the market value of the improvement on the same date."

**Cost - Depreciation = Depreciated Cost of Improvements**

Depreciated Cost of Improvements / Cost = the percentage of cost being paid by the market. By definition, the same ratio results from Remaining Economic Life / Economic Life.

The values on the left are calculated with the assumption that depreciation impacts all Cost categories equally. If the marginal cost of GLA is \$80, and the market is paying 60% of cost for the building as a whole, the adjustment indicated is \$48.

The values on the right are calibrated to account for differences in depreciation between cost categories. Functional categories such as the number of garage stalls and basement size are usually not impacted by updating and décor, so calibration is not often required.

The GLA adjustment may need to be calibrated down because size differences alone may be less important than updating and décor differences. The GLA adjustment is based on variable cost, not average cost, so it is always lower than the Dwelling SF number in the Market Depreciation Calculations.

\*\*Adjustments are shown for all cost categories of the subject and possible comps.



# **USING EXCEL FOR REAL ESTATE ANALYTICS**

# EXCEL

- Excel will perform complex analyses for you and summarize the data with previews of pivot-table options, so you can compare them to select the one that shows the data best.
- You can organize your data in spreadsheets and workbooks to help you make more informed decisions while viewing them.
- Excel can recommend the charts and graphs that best illustrate your data patterns. Just preview your options and pick the charts and graphs that show your data most clearly.
- Make it easy to spot trends and patterns in your data by using bars, colors, and icons to visually highlight important values. There is a new one-click forecasting feature in Excel 2016 that creates forecasts on your data.
- Excel can run on iOS devices, android devices, Windows phones, PCs, and Macs.

SYNTAX	
+ * / ^	
Ctrl C	
Ctrl X	
Ctrl V	
AVERAGE(number1,number2,...)	
MEDIAN(number1,number2,...)	
MODE(number1,number2,...)	
MIN(number1,number2,...)	
MAX(number1,number2,...)	
STDEV(number1,number2,...)	
ROUND(number,num_digits)	
SUM(number1,number2,...)	
ABS(number)	
COUNT(value1,value2,...)	
DATEDIF(start_date,end_date,unit)	
TREND(known_y's,known_x's,new_x's,const)	

Extracting the Size Adjustment with the TREND Function						
Lot No.	Sale Price	Days on Mark	Description	Location	Lot Size Sq. Ft.	\$/Sq. Ft.
19	\$103,494	21	Creekside Acres	Line lot	23,773	\$4.35
11	\$108,941	29	Creekside Acres	Line lot	25,291	\$4.31
14	\$114,674	30	Creekside Acres	Line lot	26,905	\$4.26
35	\$120,710	15	Creekside Acres	Line lot	28,622	\$4.22
85	\$127,063	92	Creekside Acres	Line lot	30,469	\$4.17
55	\$133,751	125	Creekside Acres	Line lot	32,393	\$4.13
45	\$140,790	164	Creekside Acres	Line lot	34,460	\$4.09
33	\$148,200	135	Creekside Acres	Line lot	36,660	\$4.04
14	\$156,000	125	Creekside Acres	Line lot	39,000	\$4.00

Using the Trend function to estimate the value of an adjustment for Size.			
Trend Formula (Subject)		=TREND(G2:G10,F2:F10,E17)	
Trend Formula (Comparable Sale)		=TREND(G2:G10,F2:F10,E18)	
Predicted Values			
Subject	33,000	\$4.12	\$136,113
Comparable Sale	35,000	\$4.08	142,748
Adjustment for Lot Size			(\$6,635)
Rounded			(\$6,600)

Extraction of Annual Depreciation Rate and Economic Life					
Comparable Name	Cost	Camp	Camp	Camp	Camp
Sales Price	\$300,000	\$480,000	\$175,000	\$475,000	\$600,000
Less:					
Property Right/Condemned	\$0	\$0	\$0	\$0	\$0
Processing Terms and Commissions	\$0	\$0	\$0	\$0	\$0
Cost of Sale	\$0	\$0	\$0	\$0	\$0
Expenses/Items Immediately After Purchase	\$0	\$0	\$0	\$0	\$0
Adjusted Sales Price	\$300,000	\$480,000	\$175,000	\$475,000	\$600,000
Less:					
Land Value	\$100,000	\$80,000	\$130,000	\$80,000	\$140,000
Site Improvements	\$80,000	\$61,000	\$41,000	\$40,000	\$100,000
Pool	\$20,000	\$15,000	\$20,000	\$20,000	\$20,000
Car Storage	\$10,000	\$10,000	\$12,000	\$8,000	\$10,000
Hot/Pool/Deck	\$3,000	\$3,000	\$1,000	\$3,000	\$3,000
Other Improvements	\$3,000	\$3,000	\$10,000	\$1,000	\$3,000
Depreciated Value of the Improvements	\$443,300	\$312,000	\$179,300	\$338,300	\$463,300
Living Area	1,000	1,000	1,000	1,000	1,000
Replacement Cost per Square Foot	\$130.00	\$110.00	\$130.00	\$133.00	\$140.00
Replacement Cost - New	\$443,300	\$342,000	\$252,300	\$441,300	\$569,300
Total Depreciation from all sources	\$143,300	\$100,000	\$79,300	\$143,300	\$186,300
Depreciation as Percentage of Replacement Cost	18.09%	18.96%	17.47%	18.09%	18.85%
Property Age	0	4	11	4	4

Extraction of Living Area Adjustment Factor						
Item	Comparable #1			Comparable #2		
	Dollars	\$/sf	Percent	Dollars	\$/sf	Percent
Living Area	3,000			2,900		
Sales Price	\$475,000	\$158.33	100.00%	\$440,000	\$151.72	100.00%
Less:						
Land Value	\$100,000	\$33.33	21.05%	\$70,000	\$23.33	14.74%
Site Improvements	\$200,000	\$66.67	4.21%	\$15,000	\$5.00	3.15%
Pool	\$10,000	\$3.33	2.11%	\$15,000	\$5.00	3.16%
Car Storage	\$10,000	\$3.33	2.11%	\$10,000	\$3.33	2.11%
Porch/Patio/Deck	\$5,000	\$1.67	1.05%	\$5,000	\$1.67	1.05%
Other Improvements	\$3,000	\$1.17	0.74%	\$3,000	\$1.00	0.63%
Living Area Value	\$326,500	\$108.83	68.74%	\$322,000	\$111.03	70.13%

Extraction of the Change Market Conditions					
Original Sale Date	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
Sale Date	7/7/12	10/7/12	11/9/12	1/10/12	10/10/12
Difference in Months	0	46	17	29	21
Difference in Years	2.00	0.79	1.41	1.67	1.79
Original Sales Price	\$180,000	\$180,000	\$180,000	\$180,000	\$180,000
Adjusted Sales Price	\$170,000	\$180,000	\$180,000	\$180,000	\$175,000
Difference in Months	\$10,000	\$0	\$0	\$0	\$5,000
Market Improvements	\$10,000	\$0	\$0	\$0	\$0
Deferred Maintenance	\$0	\$0	\$0	\$0	\$0
Adjusted Difference	\$27,000	\$41,000	\$28,000	\$21,000	\$17,000
Percentage Change (Total)	15%	23%	16%	12%	10%
Percentage Change Per Year	0.69%	0.79%	0.41%	0.68%	0.36%
Percentage Change Per Month	0.06%	0.06%	0.03%	0.06%	0.03%
Percentage Change		Per Month	Per Year		
High	0.17%	0.16%			
Low	0.17%	0.16%			
Median	0.04%	0.04%			
Standard Deviation	0.07%	0.06%			



## **Examples of Excel Uses**

Market Analysis

Macro and Micro Economic Trending/Analysis

Cost Approach (Calculator or Segregated Approaches)

Sales Comparison Analysis

- Extraction of Annual Depreciation Rate

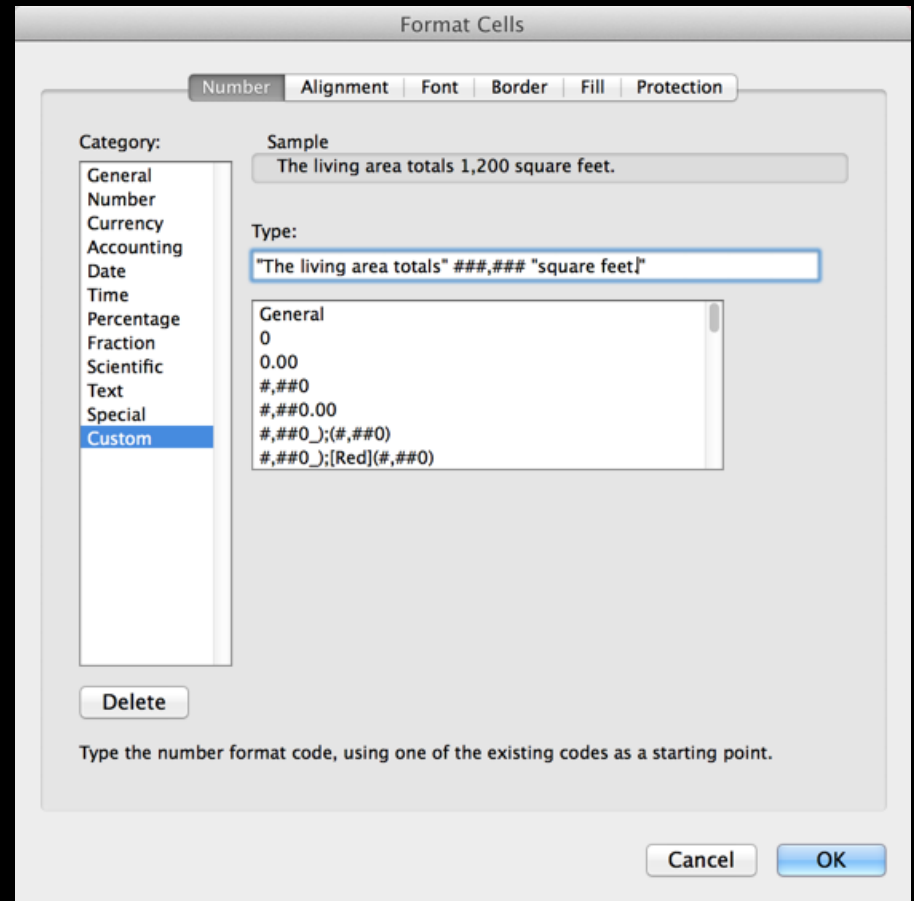
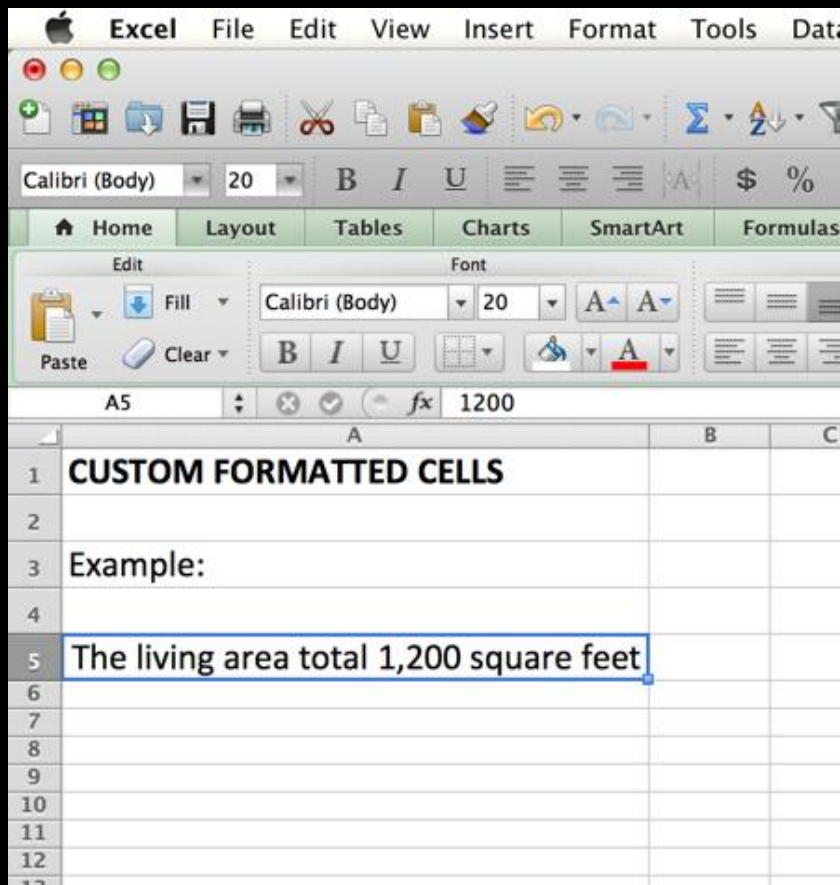
- Extraction of Living Area Adjustment Factor

- Paired Sales Analysis

Income Approach

- Income and Expense and Capitalization Analysis

<b>FUNCTION</b>	<b>SYNTAX</b>	<b>EXAMPLE FORMULA</b>
Simple Math	+ - * / ' ^	=A1+A2
Copy	Ctrl C	Ctrl C
Move	Ctrl X	Ctrl X
Paste	Ctrl V	Ctrl V
Average	AVERAGE(number1,number2,...)	=AVERAGE(A2:A6)
Median	MEDIAN(number1,number2,...)	=MEDIAN(A2:A6)
Mode	MODE(number1,number2,...)	=MODE(A2:A7)
Minimum	MIN(number1,number2,...)	=MIN(A2:A6)
Maximum	MAX(number1,number2,...)	=MAX(A2:A6)
Standard Deviation	STDEV(number1,number2,...)	=STDEV(A2:A11)
Round	ROUND(number,num_digits)	=ROUND(2.149,1)
Sum	SUM(number1,number2,...)	SUM(A2:A4)
Absolute Value	ABS(number)	=ABS(-2)
Count	COUNT(value1,value2,...)	=COUNT(A2:A8)
Datedif	DATEDIF(start_date,end_date,unit)	=DATEDIF(A2,A3,"D")
Trend	TREND(known_y's,known_x's,new_x's,const)	=TREND(G4:G12,F4:F12, E21)
...and so on		
Click Help, enter "Functions" then click List all functions (by category)		



## Extraction of the Change in Market Conditions

	<b>Sale 1</b>	<b>Sale 2</b>	<b>Sale 3</b>	<b>Sale 4</b>	<b>Sale 5</b>
<b>Original Sale Date</b>	3/14/10	2/18/09	6/14/11	1/15/11	3/2/11
<b>Resale Date</b>	7/1/12	12/1/12	11/9/12	9/15/12	12/15/12
<b>Difference in Months</b>	28	46	17	20	22
<b>Difference in Years</b>	2.30	3.79	1.41	1.67	1.79
<b>Original Sales Price</b>	\$145,000	\$139,000	\$165,000	\$167,000	\$155,000
<b>Resale Price</b>	\$175,000	\$180,000	\$185,000	\$190,000	\$175,000
<b>Difference in Pricing</b>	\$30,000	\$41,000	\$20,000	\$23,000	\$20,000
<b>Recent Improvements</b>	\$2,000	\$0	\$0	\$0	\$0
<b>Deferred Maintenance</b>	\$1,000	\$0	\$0	\$1,000	\$2,500
<b>Adjusted Difference</b>	\$27,000	\$41,000	\$20,000	\$22,000	\$17,500
<b>Percentage Change (Total)</b>	19%	29%	12%	13%	11%
<b>Percentage Change (Per Year)</b>	8.09%	7.79%	8.61%	7.90%	6.30%
<b>Percentage Change (Per Month)</b>	0.67%	0.64%	0.71%	0.65%	0.52%
<b>Percentage Change</b>	<b>Per Month</b>	<b>Per Year</b>			
Low	0.52%	6.30%			
High	0.71%	8.61%			
Median	0.65%	7.90%			
Mean	0.64%	7.74%			
Standard Deviation	0.07%	0.86%			

### Extraction of a Location Adjustment

Sale	Sale Price	Days on Market	Bdrms.	Bath F/H	Description	Garage	Year Built	Level	GLA	\$ / GLA
1	\$479,300	125	4	2/1	Subdivision #1	3-car att.	1999	2-Story	3,598	\$133.21
2	\$478,700	135	4	2/1	Subdivision #1	3-car att.	1998	2-Story	3,609	\$132.64
3	\$464,300	164	4	2/1	Subdivision #1	3-car att.	1997	2-Story	3,575	\$129.87
4	\$465,200	129	4	2/1	Subdivision #1	3-car att.	1999	2-Story	3,613	\$128.76
Average									3,599	\$131.12
5	\$425,000	92	4	2/1	Subdivision #2	3-car att.	1999	2-Story	3,579	\$118.75
6	\$410,300	15	4	2/1	Subdivision #2	3-car att.	1998	2-Story	3,617	\$113.44
7	\$396,100	30	4	2/1	Subdivision #2	3-car att.	1997	2-Story	3,583	\$110.55
8	\$382,400	29	4	2/1	Subdivision #2	3-car att.	1999	2-Story	3,621	\$105.61
9	\$369,200	21	4	2/1	Subdivision #2	3-car att.	1999	2-Story	3,587	\$102.93
Average									3,597	\$110.26

Percentage difference between Subdivision #1 and Subdivision #2

**18.92%**

	A	B	C	D	E	F	G
1	<b>Extracting the Size Adjustment with the TREND Function</b>						
2							
3	<b>Lot No</b>	<b>Sale Price</b>	<b>Days on Mark</b>	<b>Description</b>	<b>Location</b>	<b>Lot Size Sq. Ft.</b>	<b>\$/Sq. Ft.</b>
4	19	\$103,494	21	Creekside Acres	Line lot	23,773	\$4.35
5	11	\$108,941	29	Creekside Acres	Line lot	25,291	\$4.31
6	14	\$114,674	30	Creekside Acres	Line lot	26,905	\$4.26
7	35	\$120,710	15	Creekside Acres	Line lot	28,622	\$4.22
8	85	\$127,063	92	Creekside Acres	Line lot	30,449	\$4.17
9	55	\$133,751	125	Creekside Acres	Line lot	32,393	\$4.13
10	45	\$140,790	164	Creekside Acres	Line lot	34,460	\$4.09
11	33	\$148,200	135	Creekside Acres	Line lot	36,660	\$4.04
12	14	\$156,000	125	Creekside Acres	Line lot	39,000	\$4.00
13							
14							
15				<b>Using the Trend function to estimate the value of an adjustment for Size.</b>			
16							
17				Trend Formula (Subject)		<b>=G2:G10,F2-F10,E17</b>	
18				Trend Formula (Comparable Sale)		<b>=G2:G10,F2-F10,E18</b>	
19							
20				<b>Predicted Values</b>			
21				Subject	33,000	<b>\$4.12</b>	\$136,113
22				Comparable Sale	35,000	<b>\$4.08</b>	142,748
23				Adjustment for Lot Size			<b>(\$6,635)</b>
24				Rounded			<b>(\$6,600)</b>

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	<b>Extraction of Living Area Adjustment Factor</b>															
2		<b>Comparable 1</b>			<b>Comparable 2</b>			<b>Comparable 3</b>			<b>Comparable 4</b>			<b>Comparable 5</b>		
3	<b>Item</b>	<b>Dollars</b>	<b>\$/SF</b>	<b>Percent</b>	<b>Dollars</b>	<b>\$/SF</b>	<b>Percent</b>	<b>Dollars</b>	<b>\$/SF</b>	<b>Percent</b>	<b>Dollars</b>	<b>\$/SF</b>	<b>Percent</b>	<b>Dollars</b>	<b>\$/SF</b>	<b>Percent</b>
4	Living Area	3,000			2,900			3,200			3,300			4,200		
5	Sales Price	\$475,000	\$158.33	100.00%	\$440,000	\$151.72	100.00%	\$490,000	\$153.13	100.00%	\$450,000	\$142.86	100.00%	\$600,000	\$142.86	100.00%
6	Less															
8	Land Value	\$100,000	\$33.33	21.05%	\$70,000	\$23.33	14.74%	\$120,000	\$40.00	25.26%	\$100,000	\$28.57	20.00%	\$120,000	\$28.57	20.00%
9	Site Improvements	\$20,000	\$6.67	4.21%	\$15,000	\$5.00	3.16%	\$30,000	\$10.00	6.32%	\$20,000	\$5.71	4.00%	\$20,000	\$4.76	3.33%
10	Pool	\$10,000	\$3.33	2.11%	\$15,000	\$5.00	3.16%	\$15,000	\$5.00	3.16%	\$20,000	\$5.71	4.00%	\$20,000	\$4.76	3.33%
11	Car Storage	\$10,000	\$3.33	2.11%	\$10,000	\$3.33	2.11%	\$12,000	\$4.00	2.53%	\$8,000	\$2.86	2.00%	\$10,000	\$2.38	1.67%
12	Porch/Patio/Deck	\$5,000	\$1.67	1.05%	\$5,000	\$1.67	1.05%	\$7,500	\$2.50	1.58%	\$5,000	\$1.43	1.00%	\$5,000	\$1.19	0.83%
13	Other Improvements	\$3,500	\$1.17	0.74%	\$3,000	\$1.00	0.63%	\$10,000	\$3.33	2.11%	\$3,500	\$1.00	0.70%	\$3,500	\$0.83	0.58%
14	<b>Living Area Value</b>	<b>\$326,500</b>	<b>\$108.83</b>	<b>68.74%</b>	<b>\$322,000</b>	<b>\$111.03</b>	<b>70.13%</b>	<b>\$295,500</b>	<b>\$92.34</b>	<b>58.32%</b>	<b>\$293,500</b>	<b>\$88.94</b>	<b>62.26%</b>	<b>\$421,500</b>	<b>\$100.36</b>	<b>70.25%</b>
15																
16	<b>Summary Stats</b>	<b>\$/SF</b>	<b>Percent</b>													
17	Low	\$88.94	58.32%													
18	Median	\$100.36	68.74%													
19	Mean	\$100.30	65.94%													
20	High	\$111.03	70.25%													
21	Standard Deviation	\$9.75	5.37%													
22																
23	This spreadsheet is copyrighted and can not be shared, they are exclusively provided as a learning tool.															
24																
25	This spreadsheet is just supplied as an example and the accuracy of the math should be reviewed for accuracy.															
26																
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Extraction of Living Area Adjustment Factor																
Item	Comparable 1			Comparable 2			Comparable 3			Comparable 4			Comparable 5			
	Dollars	\$/SF	Percent	Dollars	\$/SF	Percent	Dollars	\$/SF	Percent	Dollars	\$/SF	Percent	Dollars	\$/SF	Percent	
Living Area	3,000			2,900			3,200			3,300			4,200			
Sales Price	\$475,000	\$158.33	100.00%	\$440,000	\$151.72	100.00%	\$490,000	\$153.13	100.00%	\$450,000	\$142.86	100.00%	\$600,000	\$142.86	100.00%	
Less																
Land Value	\$100,000	\$33.33	21.05%	\$70,000	\$23.33	14.74%	\$120,000	\$40.00	25.26%	\$100,000	\$28.57	20.00%	\$120,000	\$28.57	20.00%	
Site Improvements	\$20,000	\$6.67	4.21%	\$15,000	\$5.00	3.16%	\$30,000	\$10.00	6.32%	\$20,000	\$5.71	4.00%	\$20,000	\$4.76	3.33%	
Pool	\$10,000	\$3.33	2.11%	\$15,000	\$5.00	3.16%	\$15,000	\$5.00	3.16%	\$20,000	\$5.71	4.00%	\$20,000	\$4.76	3.33%	
Car Storage	\$10,000	\$3.33	2.11%	\$10,000	\$3.33	2.11%	\$12,000	\$4.00	2.53%	\$8,000	\$2.86	2.00%	\$10,000	\$2.38	1.67%	
Porch/Patio/Deck	\$5,000	\$1.67	1.05%	\$5,000	\$1.67	1.05%	\$7,500	\$2.50	1.58%	\$5,000	\$1.43	1.00%	\$5,000	\$1.19	0.83%	
Other Improvements	\$3,500	\$1.17	0.74%	\$3,000	\$1.00	0.63%	\$10,000	\$3.33	2.11%	\$3,500	\$1.00	0.70%	\$3,500	\$0.83	0.58%	
<b>Living Area Value</b>	<b>\$326,500</b>	<b>\$108.83</b>	<b>68.74%</b>	<b>\$322,000</b>	<b>\$111.03</b>	<b>70.13%</b>	<b>\$295,500</b>	<b>\$92.34</b>	<b>58.32%</b>	<b>\$293,500</b>	<b>\$88.94</b>	<b>62.26%</b>	<b>\$421,500</b>	<b>\$100.36</b>	<b>70.25%</b>	
<b>Summary Stats</b>		<b>\$/SF</b>	<b>Percent</b>													
Low		\$88.94	58.32%													
Median		<b>\$100.36</b>	68.74%													
Mean		<b>\$100.30</b>	65.94%													
High		\$111.03	70.25%													
Standard Deviation		\$9.75	5.37%													
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Differential Analysis	Differential	Differential	Differential
	Living Area Value	Differential Living Area	Living Area Value / SF
Comps 1 & 2	\$4,500	100	\$45.00
Comps 3 & 4	\$2,000	100	\$20.00
Comps 1 & 3	\$31,000	200	\$155.00
Comps 2 & 3	\$26,500	300	\$88.33
Comps 1 & 4	\$33,000	300	\$110.00
Comps 2 & 4	\$28,500	400	\$71.25
Comps 4 & 5	\$128,000	900	\$142.22
Comps 3 & 5	\$126,000	1,000	\$126.00
Comps 1 & 5	\$95,000	1,200	\$79.17
Comps 2 & 5	\$95,000	1,200	\$79.17
Low	\$2,000	\$100	\$20.00
Median	\$32,000	\$350	<b>\$83.75</b>
Mean	\$56,950	\$570	<b>\$91.61</b>
High	\$128,000	\$1,200	\$155.00
Standard Deviation	\$48,837	\$452	\$42.34



**Extraction of Annual Depreciation Rate and Economic Life**

Comparable Number	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Sales Price	\$500,000	\$450,000	\$575,000	\$475,000	\$600,000
Less					
Property Rights Conveyed	\$0	\$0	\$0	\$0	\$0
Financing Terms and Concessions	\$0	\$0	\$0	\$0	\$0
Conditions of Sale	\$0	\$0	\$0	\$0	\$0
Expenditures Immediately After Purchase	\$0	\$0	\$0	\$0	\$0
Adjusted Sales Price	\$500,000	\$450,000	\$575,000	\$475,000	\$600,000
Less					
Land Value	\$100,000	\$90,000	\$120,000	\$90,000	\$140,000
Site improvements	\$20,000	\$15,000	\$25,000	\$20,000	\$20,000
Pool	\$20,000	\$15,000	\$25,000	\$20,000	\$20,000
Car Storage	\$10,000	\$10,000	\$12,000	\$8,000	\$10,000
Porch/Patio/Deck	\$5,000	\$5,000	\$7,500	\$5,000	\$5,000
Other Improvements	\$3,500	\$3,000	\$10,000	\$3,500	\$3,500
Depreciated Value of the Improvements	\$341,500	\$312,000	\$375,500	\$328,500	\$401,500
Living Area	3,500	3,500	3,500	3,500	3,500
Replacement Cost per Square Foot	\$120.00	\$110.00	\$130.00	\$115.00	\$140.00
Replacement Cost - New	\$420,000	\$385,000	\$455,000	\$402,500	\$490,000
Total Depreciation from all causes	\$78,500	\$73,000	\$79,500	\$74,000	\$88,500
Depreciation as Percentage of Replacement Cost	18.69%	18.96%	17.47%	18.39%	18.06%
Property Age	10	9	11	8	9
<b>Indicated Annual Depreciation Rate (ADR)</b>	<b>1.87%</b>	<b>2.11%</b>	<b>1.59%</b>	<b>2.30%</b>	<b>2.01%</b>
<b>Indicated Economic Life (1/ADR)</b>	<b>54</b>	<b>47</b>	<b>63</b>	<b>44</b>	<b>50</b>
Total Depreciation as Percentage of Sales Price	15.70%	16.22%	13.83%	15.58%	14.75%
Annual Depreciation as Percentage of Sales Price	1.57%	1.80%	1.26%	1.95%	1.64%

Summary Stats	ADR	Eco. Life	Dep % SP	ADR % SP
Minimum	1.59%	44	14%	1.26%
<b>Median</b>	<b>2.01%</b>	<b>50</b>	<b>16%</b>	<b>1.64%</b>
<b>Mean</b>	<b>1.97%</b>	<b>51</b>	<b>15%</b>	<b>1.64%</b>
Maximum	2.30%	63	16%	1.95%
Standard Deviation	0.27%	7	1%	0.26%

# SEMINAR POWERPOINT

PDF VERSION

<https://cutt.ly/whatsupintechologypdf>

POWERPOINT VERSION

<https://cutt.ly/whatsupintechologypptx>

What's **UP**  
in technology



**THANK YOU FOR BEING HERE**

**Call me with any questions...Wayne**

**R. Wayne Pugh, MAI, FRICS, CCIM, CDEI**

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R. Wayne Pugh & Company

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