TitleFlex
by Data Trace

SALES COMPARABLES

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Overview

This Guide will cover how to modify the sales comparable report to meet your criteria. Additionally, it will cover how to create a sales comparable lists giving you additional control over what is in the final output.

Using the Sales Comparable Report

The Sales Comparables report will provide you with quick and easy way for retrieving similar sales to your subject parcel. The standard selection criteria are as follows:

Number of Months to Look Back: Six	Distance from Subject: 0.5 Miles
Living Area Difference: +/- 15%	Land Use: Same as Subject

While these might work for 80% of the homes out there, there will be times when you need to modify these parameters to match the subject property more closely. DataTree provides built in flexibility to modify your report parameters to meet any situation.

Sales Comparables

2620 San Benito Dr, ~~Walnut Creek, CA 94598~~
APN: 140-281-002-0

~~Contra Costa~~ County Data as of: 02/17/2017

Search Criteria

# Months Back:	6	Distance From Subject:	0.5 mi
Living Area Difference:	15.0 + / -	Land Use:	Same As Subject

ADVANCED CRITERIA

9 Comparable Properties Found

				COMPARABLES									
#	MI	ST	Address		Sold	Sold For	Listed	Listed At	Sq. Ft.	$ / Sq. Ft.	Bds / Bths	Lot Size	Age
1	0.13		277 El Divisadero Ave, ~~...~~ 94598		11/29/2016	$959,000			1,628	$589	4 / 2	9,200	57
2	0.13		220 Los Banos Ave, ~~...~~		02/07/2017	$817,000			1,946	$420	3 / 2	7,500	61
3	0.16		209 San Antonio Way, ~~...~~ 94598		11/02/2016	$815,000			1,712	$476	4 / 2	7,500	62
4	0.18		2609 San Antonio Dr, ~~...~~		09/28/2016	$930,000			1,722	$540	3 / 2	6,800	61
5	0.18		2741 San Benito Dr, ~~...~~		07/21/2016	$945,000			1,648	$573	3 / 2	8,250	58
6	0.20		176 Warwick Dr, ~~...~~		11/08/2016	$925,000			2,031	$455	4 / 2	10,449	58
7	0.24		316 Pickering Pl, ~~...~~		11/11/2016	$900,000			1,958	$460	4 / 2	9,430	58
8	0.40		2868 San Carlos Dr, ~~...~~		08/02/2016	$900,000			1,825	$493	4 / 2	7,700	37
9	0.42		475 Fenway Dr, ~~...~~		09/01/2016	$915,000			2,076	$441	4 / 2	13,500	55

L: Listed   R: REO   RS: REO Sale   SS: Short Sale   D: Default   A: Auction

COMPARABLE PROPERTY SUMMARY

In the example above, the report provides comparables for the subject property. However, this property is a "Mid-Century Modern" and, in this case, is an Eichler home built in 1957.

Given the unique architectural style of Eichler homes, a careful researcher will have to modify the report parameters to ensure that only architecturally similar homes are used.

Eichler Home (left)

Contemporary Ranch Home (right)

Using the stock parameters, you may end up mixing in the wrong style of homes. Using the above previous example, this is the accompanying map for the sales comparable report:

Using the Edit Criteria button at the top right hand side of the report, you can adjust the parameters of the report to include bedroom or bathroom counts, square footage, land use, and even the geographic footprint used for the comparables search.

Clicking the Advanced Criteria button will open the Filters for the Sales Comparable report, as shown here. A key for some of the more common fields is below.

1. Look back period can be set by number of months or by a date range

2. The distance in tenths of a mile. By default, this is a radius. If you click "Use Drawing Tools" this will clear the drawn circle and allow you the option of using the Polygon or Freehand drawing tools to inscribe a specific geographic area to capture only architecturally similar homes. See the Appendix at the end of this document for an example.

3. Living Area: Percentages or by a defined square footage.

4. Land use code: Change the land use code in this field.

5. Style: A drop select menu that contains a number of architectural styles. It is dependent upon County Assessor information, which can vary dependent upon the county. See the Appendix at the end of the document for a list of included styles.

Additional common physical characteristics can be included, such as Bedrooms, Bathroom, Number of Stories, and Lot Area.

Once your changes are completed, click the Apply Changes button to re-filter the report and then click View Report to render the report with the revised filters.

> **TIP**: Remember that if you change the geography, you may have to change the number of months back or other filter options to ensure that you still have enough comparables. Your business rules will dictate the filters used for the sales comparables.

Using the Map and Filters to Create a Sales Comparable List:

This method simply employs the interactive map and filters to create your list.

For more information on Filters, see the Filter Catalog guide..

Set Your Geography:

Using either the Location filters or the map, set the geography for your list.

Remember that you can use more than one drawing tool and combine areas. If you wish to describe more than one area, simply click the drawing tool again, draw the area, and repeat the process. When you have all the areas defined, click Apply. Do not click Apply until you are finished.

Set Your Characteristics Filters:

Click on the Characteristics tab and enter any property characteristics that match your subject property.

Remember that the different fields provide operators, which allow for a specific search (IS), or ranges (IS BETWEEN). Example:

TIP: As a best practice, each time you add a filter option, click the Get Count link so you can see how many properties that filter removes. This will allow you to tailor your list more carefully. If you add all your filters at once and then click View Results, and end up with only a few records, it will not be immediately apparent which filter is causing the possible problem.

Set Your Sale Information Filters:

This section will allow you to filter by the last sales date of the properties. Following the idea of a custom-built sales comparable report, you might select "in the last 6 mo" as the filter.
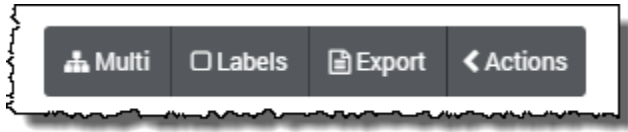

Set Your Owner Filters:

The owner filters include the "Owner Occupied" filter allowing you to specify Absentee vs Owner Occupied homes as well as mailing information and Do Not Mail flags.

Generating Your List:

Once you have your list of comparables, you can create a multi-line report, print labels, or export it into an Excel file (CSV format).

As mentioned earlier, please see the Filter How To Guide for more information on each section of the filters.

Reference:

For additional reference, see the following How-To Guides:

1. Filter Catalog

2. Farming Guides

3. Proximity and Subdivision Searches Guide.