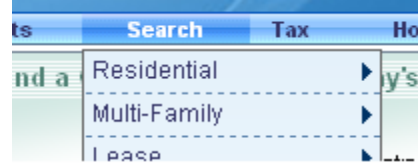


“Quick CMA” for Buyers and Sellers

There are three ways to run the CMA Buyer’s report.

Option # 1 – Statistical CMA

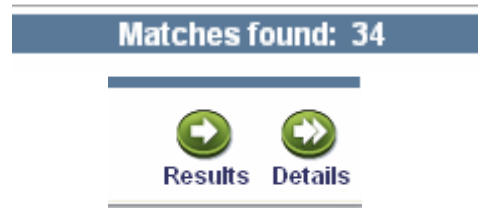
1. From the Home Page, click on Search for the property type you wish to run the “Quick CMA”.



2. Enter Search Criteria for the property you are running your search for. You can enter any information you wish to narrow down the results to find usable comparables for your CMA.

Status:	Equals	A,A,C,P,P,B,S
Property Type:	Equals	HOUSE
Sold/Lease Date:	90 Days Ba	8/9/2007 and 11/7/2007
Withdrawn Date:	Equals Minimum	
Expire Date:	Maximum Between	
Temp Off Market Date:	7 Days Back 30 Days Back 60 Days Back	

3. Make sure your search contains enough results for a proper CMA. You can see the amount of results here. Click on the Results button if you have the correct amount of listings for you.



4. Once you have your results, you can use the full result page by not selecting any results, or you can select the individual listings you wish to include in the calculations.
Note: it may be easier to select all the listings by clicking the top check mark to Select All, and de-select the properties you don’t want to use in your calculations.

#	<input checked="" type="checkbox"/>	i	ML#	▲ S	#	AR	Address	Unit
1	<input checked="" type="checkbox"/>	i	8523860	A	3	MA	11603 Hereford St	
2	<input checked="" type="checkbox"/>	i	1300034	A	7	RRE	913 Clearwater Trl	
3	<input checked="" type="checkbox"/>	i	4200072	P	1	CLN	803 House Creek Dr	
4	<input checked="" type="checkbox"/>	i	2286124	P	8	HH	640 Goldenrod St	
5	<input checked="" type="checkbox"/>	i	1042415	S	8	CLN	1701 Laurel Ln	
6	<input checked="" type="checkbox"/>	i	4482827	S	1	CLN	107 Presidio Dr	

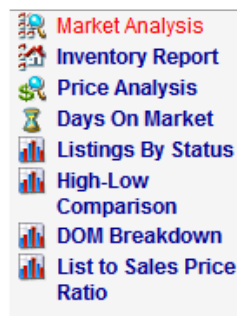
5. Click on the Statistics button. This is located at the bottom of your screen.



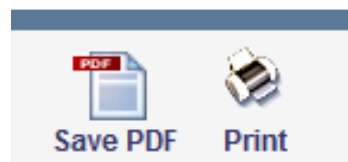
- A new screen will appear. This will bring up the Statistical Package. The first report is the basic Market Analysis Report. You can Group the information by different criteria and refresh the chart.

	Beds	Baths	SqFt	Listing Price	LP/SqFt	Selling Price	SP/SqFt	SP/LP	SP/OLP	DOM
High	5	3	2,938	\$122,000	\$121.03	\$124,000	\$116.69	101.6%	101.2%	210
Low	2	1	1,008	\$121,000	\$41.53	\$98,222	\$54.88	80.8%	72.8%	6
Average	3	2	1,562	\$121,578	\$84.02	\$117,608	\$81.77	96.81%	92.11%	64
Median	3	2	1,454	\$121,900	\$83.27	\$120,073	\$82.58	99.2%	92.3%	34

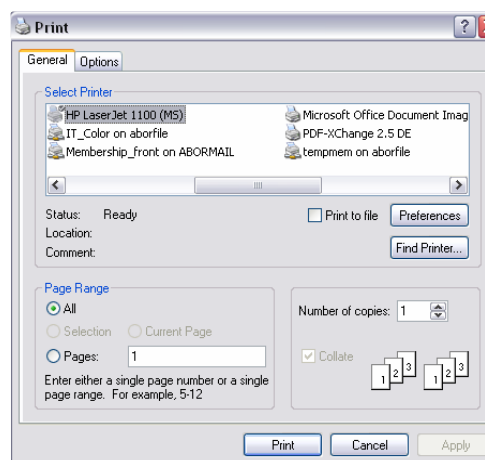
There are multiple charts and graphs to select from, calculating different information such as Days on Market, Prices, etc.



- You can select to Print the report or create a PDF to send as an attachment to an email for your client.



- When you click the Print button, it will open a dialog box asking if you want to print the Search Criteria along with the report. Click Print and this will bring up the basic dialog box to print the report. The report will look exactly like you see it on the screen.



9. You can only print out one chart or graph at a time. This is due to the statistical information being calculated real-time. The exact date and time the statistics were calculated is printed in the bottom-right corner of the report. Statistics will be calculated from the listings you selected but it will display all the listings from your search results.

Market Analysis Report																				
Property Type: Residential			Status: Active, Active Contingent, Pending - Taking Backups, Sold				Number of Properties: 25													
Active Listings = 15																				
	Beds	Baths	SqFt	Listing Price	LP/SqFt	Selling Price	SP/SqFt	SP/LP	SP/OLP	DOM										
High	4	2	2,460	\$122,000	\$119.49	\$0	\$0	0%	0%	210										
Low	2	1	1,021	\$121,000	\$49.59	\$0	\$0	0%	0%	8										
Average	3	2	1,518	\$121,605	\$85.26	\$0	\$0	0%	0%	72										
Median	3	2	1,451	\$121,900	\$84.08	\$0	\$0	0%	0%	34										
Active Contingent Listings = 1																				
	Beds	Baths	SqFt	Listing Price	LP/SqFt	Selling Price	SP/SqFt	SP/LP	SP/OLP	DOM										
High	5	3	2,938	\$122,000	\$41.53	\$0	\$0	0%	0%	93										
Low	5	3	2,938	\$122,000	\$41.53	\$0	\$0	0%	0%	93										
Average	5	3	2,938	\$122,000	\$41.53	\$0	\$0	0%	0%	93										
Median	5	3	2,938	\$122,000	\$41.53	\$0	\$0	0%	0%	93										
Pending - Taking Backups Listings = 2																				
	Beds	Baths	SqFt	Listing Price	LP/SqFt	Selling Price	SP/SqFt	SP/LP	SP/OLP	DOM										
High	3	2	1,708	\$122,000	\$121.03	\$0	\$0	0%	0%	21										
Low	2	1	1,008	\$121,000	\$70.84	\$0	\$0	0%	0%	8										
Average	3	2	1,358	\$121,500	\$95.94	\$0	\$0	0%	0%	15										
Median	3	2	1,358	\$121,500	\$95.94	\$0	\$0	0%	0%	15										
Sold Listings = 7																				
	Beds	Baths	SqFt	Listing Price	LP/SqFt	Selling Price	SP/SqFt	SP/LP	SP/OLP	DOM										
High	4	2	2,132	\$122,000	\$115.35	\$124,000	\$116.68	101.6%	101.2%	189										
Low	2	2	1,049	\$121,000	\$57.18	\$98,222	\$54.88	80.8%	72.8%	6										
Average	3	2	1,518	\$121,482	\$84.04	\$117,608	\$81.77	96.81%	92.11%	57										
Median	3	2	1,454	\$121,500	\$83.27	\$120,073	\$82.58	99.2%	92.3%	38										
TOTAL Listings = 25																				
	Beds	Baths	SqFt	Listing Price	LP/SqFt	Selling Price	SP/SqFt	SP/LP	SP/OLP	DOM										
High	5	3	2,938	\$122,000	\$121.03	\$124,000	\$116.68	101.6%	101.2%	210										
Low	2	1	1,008	\$121,000	\$41.53	\$98,222	\$54.88	80.8%	72.8%	6										
Average	3	2	1,562	\$121,578	\$84.02	\$117,608	\$81.77	96.81%	92.11%	64										
Median	3	2	1,454	\$121,900	\$83.27	\$120,073	\$82.58	99.2%	92.3%	34										
<table border="1"> <thead> <tr> <th colspan="2">Search Criteria</th> </tr> </thead> <tbody> <tr> <td>Status</td> <td>A, AC, PB, S</td> </tr> <tr> <td>Property Type</td> <td>HOUSE</td> </tr> <tr> <td>List Price</td> <td>between 121,000 - 122,000</td> </tr> <tr> <td>Sold/Lease Date</td> <td>90 days back</td> </tr> </tbody> </table>											Search Criteria		Status	A, AC, PB, S	Property Type	HOUSE	List Price	between 121,000 - 122,000	Sold/Lease Date	90 days back
Search Criteria																				
Status	A, AC, PB, S																			
Property Type	HOUSE																			
List Price	between 121,000 - 122,000																			
Sold/Lease Date	90 days back																			
Report time: 2/20/2009 9:29 AM																				

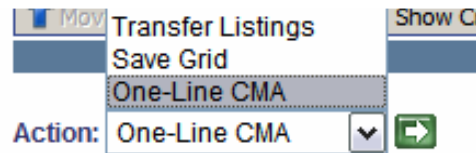
Advantages: The system will run the High, Low, Average and Median calculations for the properties in your search results. The search criteria used for the statistics will be displayed under the calculations.

Disadvantages: You only receive the calculated stats. Can not make adjustments to the price. The subject property can not be added. No customization of report other than changing the Grouping of the report. .

Option # 2 – Basic Quick CMA

1. Follow steps 1 – 4 listed in Option # 1.

5. In the Action box located in the bottom left corner, click on Quick CMA and click the green arrow.



6. A new dialog box will appear with the Quick CMA. Each status is separated. Averages are calculated for the basic information fields, displayed at the bottom of each box.

One-Line CMA

Property Type: Residential Status: Active, Active Contingent Number of Properties: 2														
#	MLS #	Area	Address	#Bed	#FBth	#HBth	#Liv	#Gar	Subdiv	YB	SqFt	\$/SqFt	List Price	ADOM
1	8523850	MA	11603 Hereford St	3	2	0	1	2	Midhorse Creek Sec 03	2005	1,246	\$97.11	\$121,000	129
2	1300034	RRE	913 Clearwater Trl	4	2	0	1	2	Settlement Sec 01	1986	1,427	\$85.42	\$121,500	55
Average				3	2		1	2		1995	1,336	\$91.26	\$121,450	92

Property Type: Residential Status: Pending Number of Properties: 2															
#	MLS #	Area	Address	#Bed	#FBth	#HBth	#Liv	#Gar	Subdiv	Yr Blt	SqFt	\$/SqFt	List Price	Pending Date	ADOM
1	4200072	CLN	803 House Creek Dr	3	2	1	2	2	Block House Crk Ph C Sec 02	1996	1,511	\$80.74	\$122,000	10/17/2007	26
2	2288124	HH	640 Goldenrod St	3	2	0	1	2	Prairie On The Creek Sec 3b	2004	1,379	\$88.47	\$122,000	10/21/2007	32
Average				3	2	1	1	2		2001	1,445	\$84.60	\$122,000		29

Property Type: Residential Status: Sold Number of Properties: 2																
#	MLS #	Area	Address	#Bed	#FBth	#HBth	#Liv	#Gar	Subdiv	YB	SqFt	\$/SqFt	List Price	Sold Price	Sold Date	ADOM
1	1042415	CLN	1701 Laurel Ln	3	2	0	1	2	Mason Creek Sec 01	1998	1,367	\$88.51	\$121,900	\$121,000	10/16/2007	31
2	4482827	CLN	107 Presidio Dr	3	2	0	1	2	Horizon Park Sec 01 Pls Bk Ab	2001	1,716	\$72.84	\$122,000	\$125,000	10/12/2007	10
Average				3	2		1	2		1999	1,541	\$80.67	\$121,950	\$123,000		20

Fields with a "0" value or a blank value are not calculated in the CMA averages.

7. You are able to Print or Email the Quick CMA to your client.



Advantages: The report displays each listing with individual field results. The Averages are calculated per status.

Disadvantage: This report only displays Average; you do not see the High, Low or Median calculations. The calculations are “per status” only. No calculations for all listings combined. You can not make adjustments to the price. You can not enter the Subject Property information. No customization of report. You can not toggle between all the listings and the ones selected.

Option # 3 – Quick CMA Wizard

1. Follow steps 1 – 4 in Option # 1.

5. Click on the CMA button located on the bottom center of your screen. This will take you to the CMA Wizard.



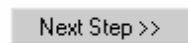
6. Select the type of CMA you wish to create. You can click on Seller Quick CMA or Buyer Quick CMA.

From here, you can select the client you wish to personalize the CMA for. For existing clients, use the drop down arrow. For new clients, click the Add new client button.

Note: The Seller Quick CMA will allow you to enter the Subject Property address.

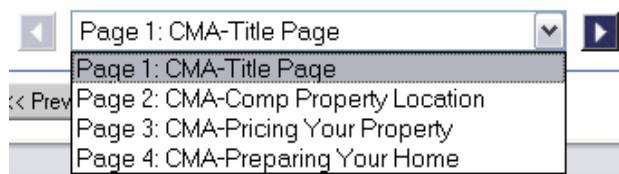
7. You can manually add the Subject Property address or you can click the Use client's home address button to automatically fill in the data.

8. Click on the Next Step button. This will skip to the last step of the CMA Wizard, step 8, Report View.



9. From the Quick CMA, the default report is 4 pages, much like the full CMA Wizard report.

Note: You can change the Quick CMA that displays by changing your Default settings.



10. You can Edit each page, or completely Remove the page from your CMA.

Edit Report

Remove Report

11. When you are done making your changes you can Save as a PDF, print a single page, print the full CMA or email it to your client.

Save PDF

Print Page

Print

Email



Comparative Market Analysis

Prepared for
Donald Duck

For property at
123 Baker Street
Anywhere, St 12345

Advantages: Can make adjustments to the price. Be able to enter the Subject Property. Have the ability to have as few or as many pages in the report you wish. Be able to change the look and feel of the report to look different than your competition. Possible multiple page report.

Disadvantages: More steps to create report. Possible multiple page report.