RPR® | Webinar

RPR's Advanced Valuation and CMA Tools

narrpr.com

What is RPR?

- NAR’s technology company
- Wholly owned subsidiary
- National parcel-centric database for residential and commercial properties
- Built exclusively for REALTORS®
- No additional charge to REALTORS®
- No consumer access

RPR®

Realtors Property Resource

CERTIFICATE
OF COMPLETION

This certificate is proudly awarded to

Janelle Vann

for completing RPR's Advanced Valuation and CMA Tools

January 16, 2024

DATE

Valerie Rivers

Vice President,
Training & Programs

Agenda

- Demonstrate the step-by-step process for selecting comparable properties using search filters and custom map tools
- How to make adjustments based on property characteristics
- The effects of varied comparable weighting
- The components of an in-depth report to share with clients, specifically a Valuation Workbook report
  - This tool is similar to what appraisers might use when valuing a property. So, If you're looking for a more intricate pricing tool option, this is the CMA for you!

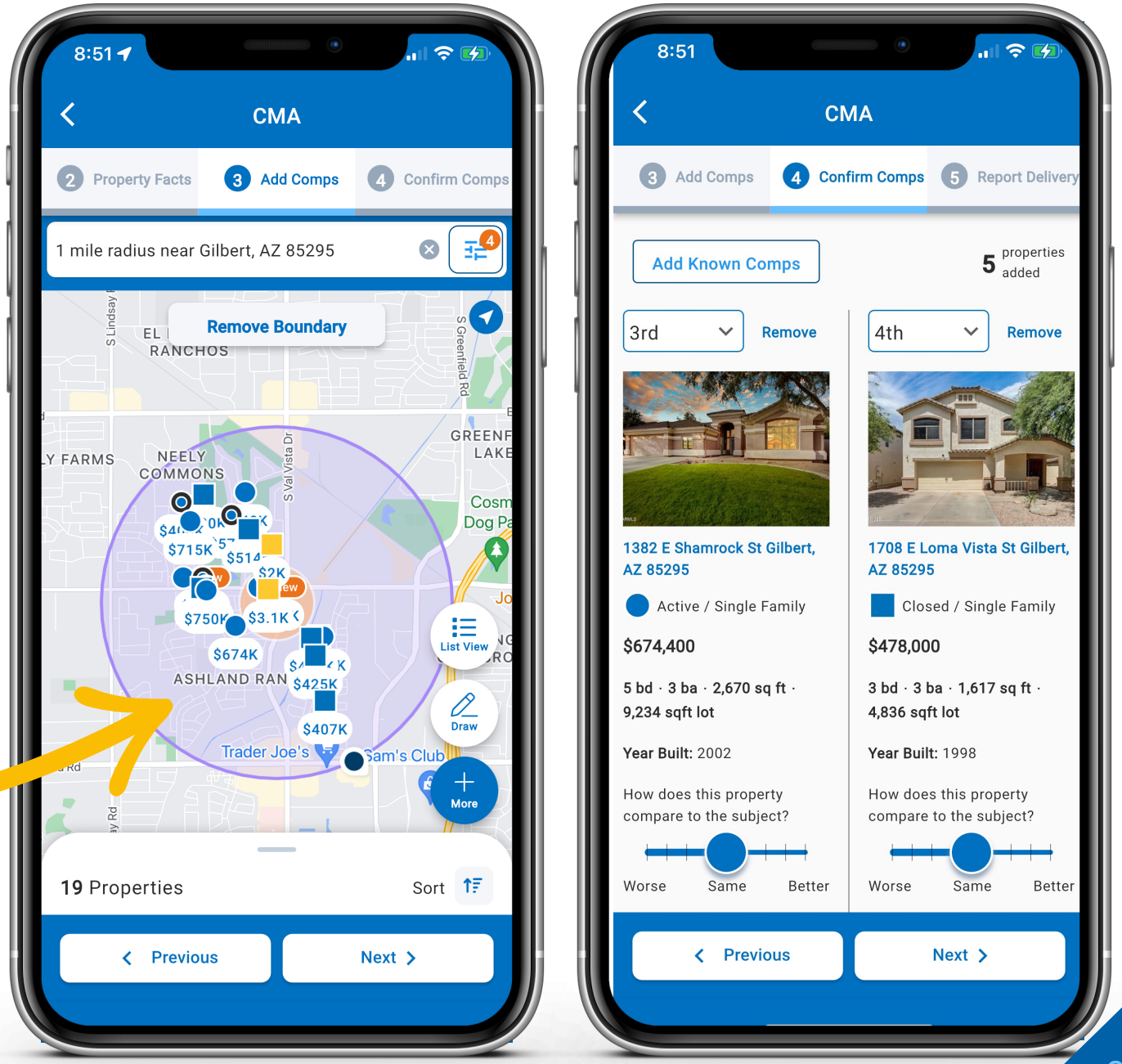
Download the RPR Mobile™ app.

GET IT ON Google Play

Download on the App Store

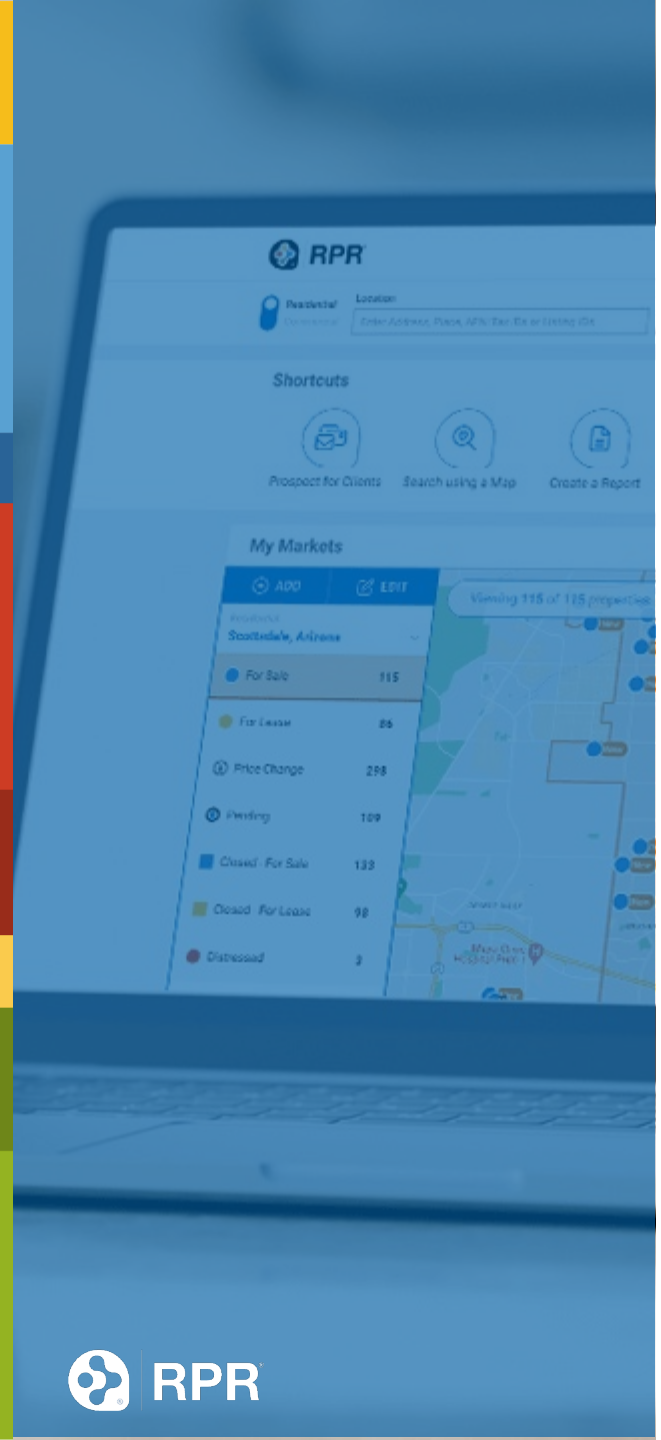
RPR Mobile™ App:

Create a CMA, Add Comps & Adjust Value



3 Pricing Tools in RPR

- **Refining the RVM®**
- **Comparative Analysis**
  - Sellers Report
    - *Pricing With Precision: Create Data-Driven CMAs with RPR*
- **Sales Comparison Analysis**
  - Valuation Workbook



Estimates of Value

- **AVM = Automated Valuation Model**
  - Value estimate calculated using public records only
- **RVM® = Realtors Valuation Model®**
  - Value estimate includes MLS Active, Sold & Off Market Data
  - Highest accuracy of any valuation tool
  - Refinable

RPR® REALTORS PROPERTY RESOURCE

VALUATION WORKBOOK

19357 Riverwood Ln, Lake Oswego, OR 97035

Presented by

Jane Foster | REALTOR

Arizona Real Estate License: 5656675
Colorado Appraisal License: 56633673
File ID: 19357 Riverwood Ln, Lake Oswego, OR 97035

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Metro Realty
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Anywhere, CA 92677

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19357 Riverwood Ln, Lake Oswego, OR 97035

Listing Date: 3/26/2019
MLS Name: RMLS™ Oregon and SW Washington
MLS Listing ID: 19691146

Legend: Subject Property

SOLD · *Sold Date: 4/30/2019, MLS Listing 19691146: 3/26/2019*

Result of Sales Comparison Analysis

$865,222 (or $297 / sq ft)

Last Analysis Update: 10/17/2019

$536,000 – $1,189,950
(or $184 – $408 / sq ft)

Number of Comps Chosen

8

Comps Range

$536,000 – $1,189,950

Current Estimated Value

$856,410

Last RVM® Update: 10/2/2019

RVM® Est. Range: **$779,334 – $933,486**

RVM® Confidence: ★★★★★

RVM® Change - Last 1 Month: **-$150**

RVM® Change - Last 12 Months: **0.93%**

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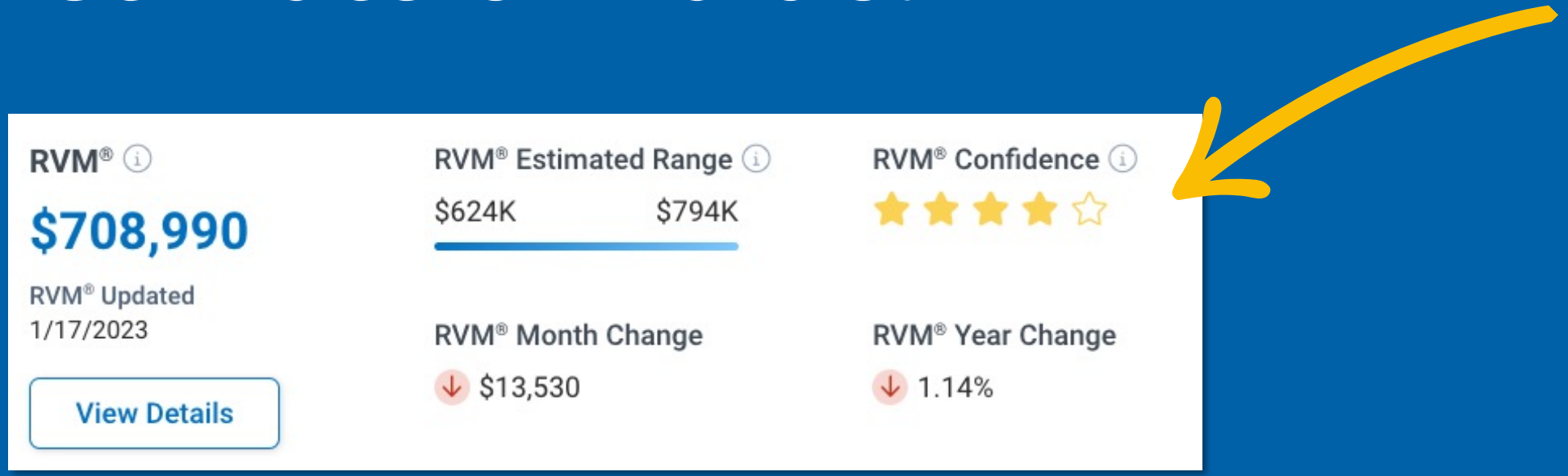
Limitations of AVMs

- Assumes structure exists
- Assumes average condition
- Stats can’t keep up
- Advertiser based sites

RPR

Estimate of Value: RVM



- Refinable
- Starting Point for You
- The most accurate of all valuation models

Sales Comparison Analysis

- **Weighting comparable properties**
  - Weight your comps by applying a percentage based on how similar the comparable property is to the subject property.
  - Many adjustments = lower weight percentage
  - Fewer adjustments = higher weight percentage
  - Total Weighting must equal 100%.

Additional Weighting Options

- **Auto-Weight**
  - Choose “Auto-weight” to have the system weight your comps based on the adjustments that you’ve made.
- **Weight Equally**
  - You can choose “Weight Equally” to have the system weight all the comps the same.

Subject Property

- 1117 W. Rawhide Ave, 85233
- RVM® $792,420 (1/2/2024)
- 4 bedrooms, 3 bathrooms
- 3,089 sq/ft
- Last sold $690,000 (8/27/2021)

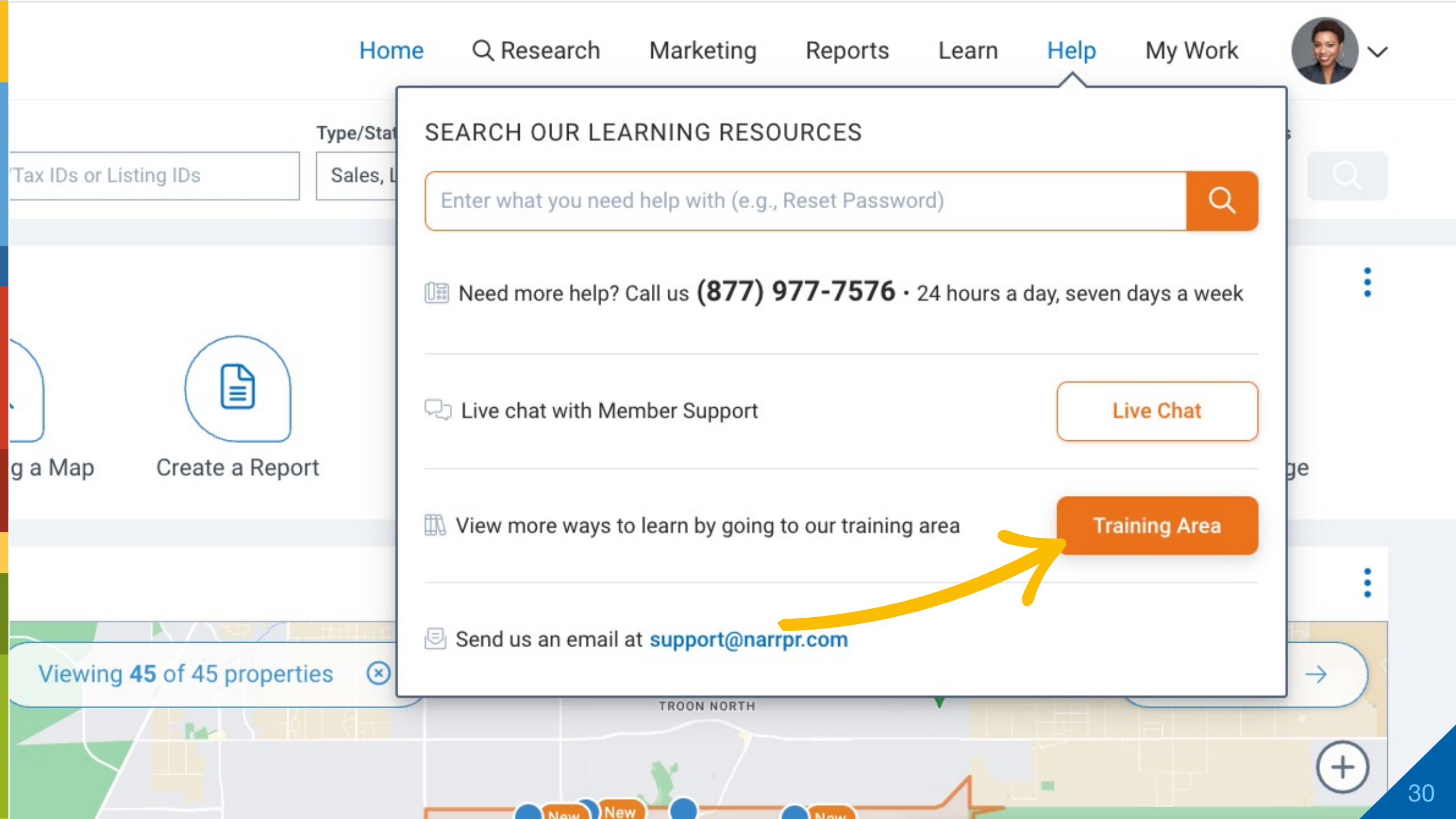
Let’s Take a Look

What's Next?

- Complete your worksheet for your certificate
- Explore additional RPR Learning Opportunities and Resources at blog.narrpr.com
- Download the RPR mobile app
- Join us on Facebook, Instagram and LinkedIn
- Have a question? Contact RPR Member Support at 877.977.7576 or support@narrpr.com

What's Next?

- Log in at narrpr.com
  - Or connect directly through your MLS
- Remember the Learn & Help features
- RPR Resource Center: blog.narrpr.com
- Have a question? Contact RPR Member Support at 877.977.7576 or support@narrpr.com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Need more help? Call us (877) 977-7576 · 24 hours a day, seven days a week
Live chat with Member Support
Live Chat
View more ways to learn by going to our training area
Training Area
Send us an email at support@narrpr.com
Create a Report
Viewing 45 of 45 properties
TROON NORTH

What Do You Want To Learn Today?

Everyone has different learning styles. Some want to watch a quick video, others want to print out a guide and read every detail, step-by-step. Well, we've got you covered.

The **RPR Learning Center** lets you choose how and what you want to brush up on when it comes to RPR features and capabilities. Choose by time, skill level, topics and learning type:

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Webinars by date

Audience

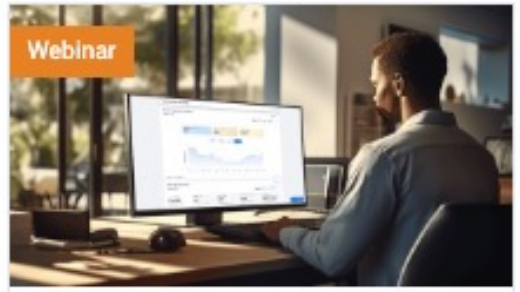
- [ ] Broker
- [ ] Commercial
- [ ] Residential

Topics

- [ ] Broker Tools
- [ ] Buyer Tour
- [ ] Buyers
- [ ] CMA
- [ ] CompStak
- [ ] Crexi
- [ ] Farming
- [ ] Getting Started
- [ ] Investment Analysis

Become a Prospecting Powerhouse! Use RPR to Find Your Next Client

Next Date: January 22, 2024



Track the Market with RPR Market Trends

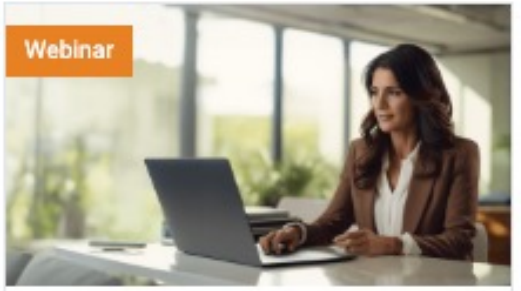
Topics: Market Trends
Next Date: January 17, 2024

RPR's Advanced Valuation and CMA Tools

Topics: CMA
Next Date: January 16, 2024

On the Go? Stay on Track With Sellers Using RPR

The Magic of RPR Commercial: Search, Site



Jumpstart Your Business with RPR

RPR

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covered.

The **RPR Learning Center**
and learning type:

Learning Types

- ☐ eBook
- ☐ Printable
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- ☑ Webinar

Webinars by date

Audience

- ☐ Broker
- ☐ Commercial
- ☐ Residential

Skill Levels

- ☐ Advanced
- ☐ Beginner

p. Well, we've got you

by time, skill level, topics

s Advanced Valuation
CMA Tools

CMA
te: January 16, 2024

start Your Business
RPR

Getting Started
te: February 1, 2024

Webinar Webinar Webinar

Webinars

- **Wed Jan 10** — From Data to Deals: Serving Clients with Targeted Property and Market Research
- **Thu Jan 11** — RPR Masterclass: Transform Your Listing Presentations
- **Tue Jan 16** — RPR's Advanced Valuation and CMA Tools
- **Tue Jan 16** — Pricing With Precision: Create Data-Driven CMAs with RPR
- **Wed Jan 17** — Track the Market with RPR Market Trends
- **Thu Jan 18** — From Tech to Text! The AI-Powered RPR Market Trends ScriptWriter
- **Mon Jan 22** — Become a Prospecting Powerhouse! Use RPR to Find Your Next Client
- **Tue Jan 23** — Deliver Data Without Delay: Serving Buyers with RPR Mobile™
- **Wed** — On the Go? Stay on Track With Sellers Using RPR Mobile™

Thank you

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