

Redstone Market Area Summary

Demonstrate your local knowledge and expertise of the market to the reviewer and borrower with the Redstone Market Area Summary addendum. This addendum summarizes the market area statistics; the major characteristic ranges for both the sales and listings in the market; the location of these properties relative to the subject; plus a graphical representation of the actual market area used in the analysis.



Market Area

File No. Redstone Sample
Case No.

Borrower James Conrad

Property Address 1 Main Street

City Bakersfield County KERN State CA Zip Code 93304

Lender/Client Bank Address 10 Oak Drive, San Jose, CA 95138

MARKET AREA STATISTICS

Sales in Market Area

Total Sales Researched within Market Area: **93**

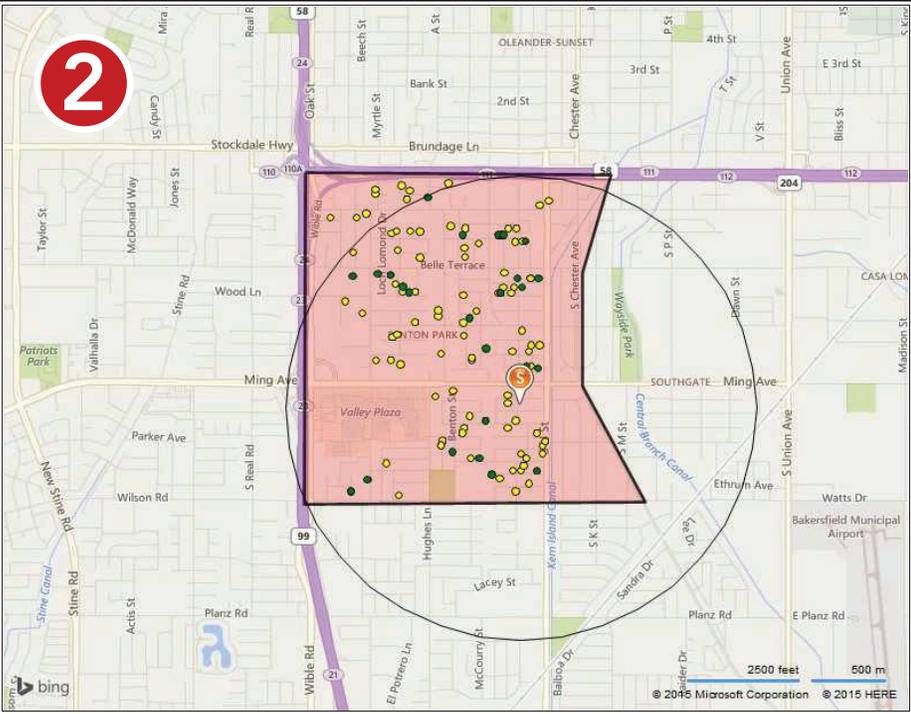
Ranges	Subject	Min	Max
Date Range:	4/28/2014	4/24/2015	
Sale Price:	50,000	245,000	
Gross Liv Area:	1,430	704	3,077
Site Area (sqft):	6,534	6,000	39,654
Bsmt Area:	0	0	0
Bsmt Fin. Area:	0	0	0
Age:	59	36	96
Bedrooms:	3	2	7
Bathrooms:	1.0	1.0	4.0
Car Storage:	1	0	3
Fireplaces:	1	0	2

Listings in Market Area

Total Listings Researched within Market Area: **26**

Ranges	Subject	Min	Max
Date Range:	11/3/2014	4/17/2015	
List Price:	84,900	285,000	
Gross Liv Area:	1,430	750	2,762
Site Area (sqft):	6,534	5,107	40,443
Bsmt Area:	0	0	0
Bsmt Fin. Area:	0	0	0
Age:	59	38	100
Bedrooms:	3	2	5
Bathrooms:	1.0	1.0	4.5
Car Storage:	1	0	4
Fireplaces:	1	0	1

MARKET AREA MAP



Sales: Yellow Listings: Green Outer Circle: 1 Mile Radius Red Area Denotes Appraiser Defined Market

Produced by Redstone Software 800-622-8727

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1 Market Area Statistics

The total number of sales and listings is clearly stated along with the ranges for the major characteristics of these properties such as sales prices, room counts, GLA, etc. It is important for the reviewer to know that you considered all available sales and listings in the market area.

2 Market Area Map

This map is a comprehensive display of the properties analyzed that directly reflects the in-depth analysis performed on this appraisal. The street map shows the location of the subject and all the sales (shown in yellow) and listings (shown in green). Market area boundaries are defined by the polygon, further demonstrating your expertise and geographic competence of the area. The traditional one mile radius circle around the subject is drawn to show its relationship and scale to the appraiser defined market.

Redstone Sales Comparable Selection

Show the reviewer and borrower the analytical process that was used to select the comparables by adding the Redstone Comparable Sales Selection Methodology addendum to your report. In today's environment, it's vitally important for the reviewer to know the methodology that you used to sort the highest ranking group of properties from which you selected your final comparables. This level of transparency is unprecedented in residential appraising and can reduce needless call backs.



Comparable Sales Selection Methodology

File No. Redstone Sample
Case No.

Borrower	James Conrad				
Property Address	1 Main Street				
City	Bakersfield	County	KERN	State	CA
Zip Code	93304				
Lender/Client	Bank	Address	10 Oak Drive, San Jose, CA 95138		

COMPARABLE SALES SELECTION

The initial selection of the comparables was performed analytically using a rating system based on the specified property characteristics, the weight assigned to each characteristic by the appraiser and the filtering specifications also set by the appraiser as shown below. The final selection of comparables utilized in the analysis was determined by the appraiser and is based on the appraiser's experience and knowledge of the local market and of the properties under consideration. Weighting factors range from 1 to 10, with 10 conveying the most important factor.

CHARACTERISTICS COMPARED	WEIGHT
Proximity	10
Date of Sales	10
Gross Living Area	5
Age	3
Bathrooms	7
Car Storage	3

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ALL PROPERTIES INCLUDED IN ANALYSIS BASED ON THESE FILTERS
Proximity to subject less than 1 mile
Sale date less than 180 days from the effective date.
GLA between 1200 and 1650 sqft.
Site Area between 6000 and 9000 sqft.
Age between 49 and 69 years.
Bathrooms between 1 and 2 rooms.
Pool equal to 0.

2

TOP SALES ANALYZED									
No.	Score	Address	Prox.	Beds	Baths	GLA	Age	Sales Price	Comments
		1 Main Street		3	1.0	1,430	59		Subject Property
1	1261	1712 Stillman Ave	0.13	3	2.0	1,334	60	161,000	Remodeled - Superior Condition
2	1252	2116 Custer St	0.30	3	2.0	1,385	56	140,000	Most Comparable
3	1235	1908 Cecil Brunner Dr	0.50	3	2.0	1,503	67	150,500	Superior Size
4	1275	1904 Le May Ave	0.27	3	2.0	1,300	60	139,900	Very Comparable
5	1274	1800 Custer Ave	0.22	3	2.0	1,300	60	137,000	Very Comparable
6	1224	1925 Le May Ave	0.32	3	2.0	1,407	53	140,000	Most Comparable
	1239	2212 La France Dr	0.44	3	1.0	1,340	60	130,000	Swimming Pool
	1268	1913 Montgomery Ave	0.06	3	1.5	1,456	59	110,000	Inferior Condition
	1219	2401 Holden Way	0.36	3	2.0	1,383	58	112,900	Large Lot / Superior Bedrooms
	1218	2213 Bradley Ave	0.26	3	2.0	1,329	59	160,000	Superior Bedrooms
	1216	2208 Holden Way	0.27	3	2.0	1,354	58	134,000	Superior Quality
	1257	710 Butler Rd	0.73	4	2.0	1,235	59	130,000	Superior Bedrooms
	1258	1913 Bradley Ave	0.10	4	2.0	1,334	60	140,000	Out of immediate neighborhood
	1223	2006 Lester St	0.75	2	1.0	1,234	65	95,000	
	1210	2501 Diamond Ct	0.66	3	2.0	1,507	54	155,000	
	1253	1819 Fremont St	0.06	4	2.0	1,334	60	140,900	
	1249	2217 Bradford St	0.81	3	2.0	1,429	67	149,900	
	1187	1724 Terrace Way	0.88	3	2.0	1,290	67	124,000	
	1231	1012 Paloma St	0.71	3	2.0	1,432	60	136,000	
	1229	710 Wayne Dr	0.72	3	2.0	1,518	59	159,500	

3



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1 Characteristics Compared

This table lists the property characteristics that you compared along with the weight you placed on each characteristic in the selection process.

2 Filtering

This table lists the filters that you used to fine-tune the sales in the market area to a set of competing properties that could be considered legitimate comparables to the subject property.

3 Top 20 Sales Comparables

This table shows the top 20 sales, filtered and ranked according to the specified characteristics and their weight. In the far left column, your final selections are indicated by numbers 1-6. In the far right column are short statements that inform the reviewer and borrower why you chose (or did not choose) a particular property as a comparable. This table of 20 properties corresponds with the list provided to lenders by Collateral Underwriter, further supporting your selection and countering discrepancies between the two lists.

4 Aerial View

This image shows the location of the subject and the selected comparables. The aerial view shows the reviewer that the comparables were selected with similar characteristics. This visually demonstrates that the most appropriate properties were chosen to be the comparables used in the Sales Comparison Approach.

Redstone Market Adjustment Factors

Add the Redstone Market Adjustments addendum to your report and demonstrate to the reviewer and borrower that the adjustments you used in your appraisal were derived from a rigorous analysis of the market.



Market Adjustment Factors

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Case No.

Borrower James Conrad

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City Bakersfield County KERN State CA Zip Code 93304

Lender/Client Bank Address 10 Oak Drive, San Jose, CA 95138

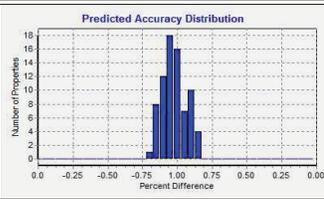
MARKET ADJUSTMENT FACTORS

A regression analysis was performed on the properties within the subject's market. A summary of the analysis is described below along with the property characteristics that were determined to be statistically significant in this market. The final determination of the adjustment factors used in the Sales Comparison Approach were based on the results of the regression analysis, the significant market characteristics and the appraiser's experience and knowledge of the local market.

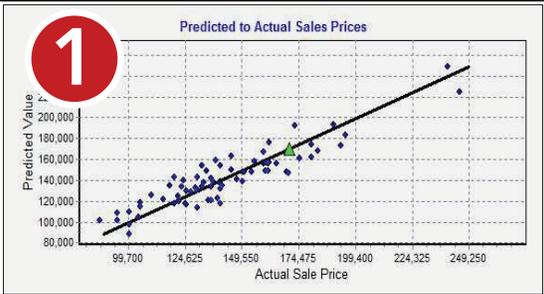
Regression Analysis Results

# of Properties (Sample Size):	76
R Squared:	83.81%
Standard Error:	8.89%

Accuracy Distribution



Actual to Predicted Sales Price



The R-Squared value of 83.81% indicates that 84 percent of the variation between sale prices in the market can be explained by the regression model. In general, the higher the R-squared, the better the model fits the data. Property characteristics with a P-Value of less than 0.05 were considered to have a statistically significant influence on value. Following are the significant property characteristics.

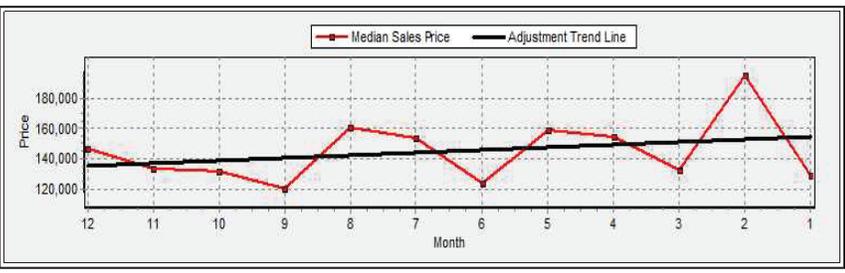
ADJUSTMENT FACTORS BY REGRESSION ANALYSIS

Property Characteristics	Most Likely Value	Value Range		Units	P-Value	Comments
		Min	Max			
Gross Living Area	63	59	66	\$/sqft	0.00000	
Sale Date	-30.63	-43.93	-17.33	\$/car	0.01882	
Garage	6,000	4,683	8,127	\$/year	0.00024	

TIME ADJUSTMENT FACTORS

Comparable No.:	Comp #1	Comp #2	Comp #3	Comp #4	Comp #5	Comp #6
Sale Price	139,900	137,000	161,000	140,000	150,500	140,000
Sale Date	1/16/2015	12/3/2014	1/24/2015	4/22/2015	12/17/2014	11/7/2014
Time Adjustment Percent	-2.47 %	-3.75 %	0 %	0 %	-3.45 %	-4.94 %
Time Adjustment Factor	-3,458	-5,110	0	0	-5,187	-6,916

TIME ADJUSTMENT PERCENTAGE BY MONTH FOR THE LAST 12 MONTHS



1 Regression Analysis Charts
The regression Scatter and Accuracy charts visually indicate to the underwriter and borrower how well the regression analysis worked. The values for the sample size, R Squared and Standard Error reinforce this visual presentation of the analysis.

2 Regression Market Analysis
This table lists the property characteristics that regression analysis indicated were statistically significant contributors to value. These are the characteristics that you should make adjustments on. The regression analysis will evaluate these characteristics:

- Gross Living Area
- Number of Bathrooms
- Site Area
- Garage
- Carport
- Basement Area
- Basement Finished Area
- Year Built
- Number of Fireplaces
- Pool
- Spa
- Date of Sale

3 Time Adjustment Factor
There are four methods of estimating the Time Adjustment factor in Redstone. Adjustments can be estimated using monthly differences of the median sales prices; the estimate from regression; a least squares trend analysis; and the appraiser's estimate.

Some Things are Just Better Together

Redstone's Advanced Analytics Data Now Transfers to ClickFORMS

ClickFORMS users can now quickly transfer data from their Redstone file directly into their ClickFORMS report. Plus, it will automatically be converted to UAD format. It's fast. It's easy. It's hassle-free.

Add a Redstone Addendum for a Higher Caliber Report – Now Do It Faster!

Appraisers have been using Redstone to analytically support their adjustments and comparables to address new challenges and demands. Now Redstone transfers data to ClickFORMS to speed up the process of completing your report while adding the transparency and methodologies needed to produce a higher caliber report. Redstone transfers the following data in UAD format and imports a Redstone addendum with completed 1004MC to your report: *Redstone will now transfer data to your ClickFORMS report – In UAD format!*

Data*

- Subject Data
- General Description
- One Unit Housing Age and Price Ranges
- Amenities
- Car Storage
- Room Count
- Comp and Listing Price Ranges
- Sales Grid - Subject and All Comps in UAD Format
 - Data Source
 - Concessions
 - Date of Sale/Time
 - Site Area
 - Design/Style
 - Fireplaces
 - Actual Age
 - Room Count
 - Proximity to Subject
 - Sales Price per GLA
 - GLA
 - Basement & Finished
 - Heating/Cooling
 - Garage/Carport
 - Porch/Patio/Deck
 - Pool
 - Condition (Subject Only)
 - Quality of Construction (Subject Only)
 - Sales Price
 - Leasehold/Fee Simple

* Data imported from your MLS and public records

All the Benefits of a Redstone Analysis and Complete a Report Faster Than Ever

Redstone's new copy/paste function for ClickFORMS brings in data from Redstone, including MLS and 1004MC data with a single import function quickly and efficiently. No more wasted time re-typing or fixing errors. Plus, you get all the benefits of a Redstone analysis that can avoid costly call backs from reviewers. Regression analysis for adjustment support and analytically supported comparables can convey the methodologies you used in your analysis so the reviewers know what you're thinking and don't have to call for clarification. Save time completing your appraisal report and save time not responding to reviewer questions after you've submitted your appraisal.

