ABCs of RPR - Webinar Worksheet

Important Definitions:

**AVM (Automated Valuation Model)** – Estimate calculated using Public Record ONLY

**RVM (Realtors Valuation Model)** – Estimate that includes MLS Active, Sold and Off-Market Data

Click Gear on upper right to Complete your Profile

- Agent Photo
- Broker Logo
- Verify Time Zone
- Link Zip Forms

Complete these examples for perfect Buyer searches in RPR.

Buyer Exercise – Run a Buyer Search

- Select “For Sale” from the RPR Home Page
- Enter local City or Zip Code
- Add Price range, Beds, Bath
- Click on Advanced to narrow the search with other criteria.
- **Suggestion** – Remove “Pending” from your criteria
- Search

Search Results – After you run your local search try these Tips to navigate your results:

- Change between the List View and Map View
- From your List View, find the “Print this Page Option”
- From the Map View, narrow your results by drawing a shape
- Save and Name Your Search
- Pick out a Property to create a Report

Generate Report – Review both the Property Report and Mini Property Report

- Select a Report to Generate – **TIP**: Selecting Show Sample will give you a sample of the report with the length of pages
- Remove the Homeowner Name from the report by selecting More Details. Limit the photos to 2 pages
- Personalize the report **TIP** – Email yourself to view the report
- Run Report

Researching off-market properties and preparing for a listing presentation is a core job function for many REALTORS®. Follow these exercises to learn how RPR can help you with that process.

Working with a Seller – Identify an off-market property in your local area or use your own.

www.narrpr.com • blog.narrpr.com
☐ Type an address into “All Properties” and hit Search
☐ Does the Property have an AVM or RVM?
☐ Print out the RVM Details – HINT – View Details
☐ Upload a Custom Photo to use on the Cover Page
☐ Review the History to determine Seller Equity

Refine the Property Value – reality check for completed or needed improvements
☐ Refine by Basic Facts – Suggestion: change the bathroom count or living area to see if the value changes. TIP – Restore Original
☐ Refine the Value by Home Improvements
  ☐ Add a Kitchen Completed June of 2016 for $20,000
  ☐ Add an “Other” Improvement. Suggestion: Flooring
☐ Refine Value on Needed Improvements – Tip: chose a high priority feature that Buyers look for
☐ Refine the Value by Market and Home Conditions. Hint: Heatmaps

Comp Analysis Tab- Remember we have two, but start with the Comparative Analysis
☐ Confirm the Home Facts – Update missing features or Add New Row for Custom Features
☐ Search for Comps – Change your Date range to apply sold date by Date Range
☐ Select the Properties to use in your CMA
  ☐ Select one from the Map View
  ☐ Select one from the List View
☐ Make Adjustments using the Conditional Sliders
☐ Change the order of the comps
☐ Make the photos bigger
☐ Review the Comp Analysis – Edit the Result
☐ Create your Seller’s Report – TIP: More Details to remove information from the report. Email it to yourself

Notes: 

__________________________________________________________
__________________________________________________________
__________________________________________________________

www.narrpr.com • blog.narrpr.com