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Print/Send "A" or "B" Reports

"A" = Agent "B" = Buyer

Report: **Full Report A**

Send a Full A Report to my email address

Include photos and floorplans when printing

[Email Selected](#) [Print Selected](#)

Last Updated: 06/03/2011

Details	
Age Qualified:	No
Area:	Henderson
Area (M L S):	608
Baths:	0
Bedrooms:	0
Energy Star:	No
Garages:	0
Gated:	Guard-gated
Golf Course Lots:	Available
Lot Area:	34 acre
Model For Sale:	No
Stories:	0
Structure:	Building Lots

Subdivision Name: **LOTS MACDONALD HIGHLANDS - LARMONT**

Total Lots: 36

Model Name: **CUSTOM LOT**

Builder: **MACDONALD HIGHLANDS**

Recorded As: **MACDONALD HIGHLANDS**

Planned Community: **MACDONALD HIGHLANDS**

Commission: 3%

Area: Henderson

Zip Code: 89012

Availability: UP TO 48,415 SQ.FT. - TO \$1,887,000

Price: \$1,500,000

SqFt: 22460

Price/Sq Ft: \$ 66.79

Phone: 702-614-9100

Floor Plan #: 6989

Model #: 50299

M.S.R. Area: \$208.00 UP

H.O.A. Fees: GPS

X: -115.957077

Y: 36.005273

Aerial Map

Directions: EAST ON I-215, EXIT SOUTH ON VALLE VERDE TO HORIZON

"B" Reports are identical to "A" reports but do NOT contain:

- » Builder Name
- » Subdivision Name
- » Phone Number
- » Directions
- » Commission

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Use Summary A Report as a CMA Tool

Report: **Summary Report A - Print Only**

Send a Full A Report to my email address

Include photos and floorplans when printing

[Email Selected](#) [Print Selected](#)

SalesTraq know your market

07/03/2012

New Home Report

Filter: sq/price \$ 100.00 AND area is in (henderson) AND zipcode is in (89012)

Subdivision	Phone	Sq. Ft.	Price	Price/SqFt	Area	Commission
LOTS MACDONALD HIGHLANDS - DRAGON GATE	702-614-9100	28,700	850,000	29.62	Henderson	3%
LOTS MACDONALD HIGHLANDS - LAIRMONT	702-614-9100	22,460	1,500,000	66.79	Henderson	3%
MOUNTAIN TERRACE - LINCOLN	800-509-9720	3,873	374,990	96.82	Henderson	3%
VERSANTE - 2167	702-778-1479	2,167	209,990	96.90	Henderson	3%
VERSANTE - 2431	702-778-1479	2,431	218,990	90.08	Henderson	3%
VERSANTE - 2568	702-778-1479	2,568	228,990	89.17	Henderson	3%
VERSANTE - 2874	702-778-1479	2,874	244,990	85.24	Henderson	3%
VILLAGE SOUTH - PLAN 1	702-290-7566	3,036	269,990	88.93	Henderson	3%
VILLAGE SOUTH - PLAN 2	702-290-7566	3,662	330,900	90.36	Henderson	3%

Count: 9

Average Price: 469,871

Average Price per Sq. Ft.: 82

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Use Existing Home Closings Files for Comps

PRO version only

SalesTraq know your market

Search for: Existing Home Closings

Subdivision Name:

Model:

Recorded As:

Builder:

Planned Community:

Street Name:

Parcel Number:

Sale Price: High: Low:

Square Feet: High: Low:

Lot Size (SQFT): High: Low:

Sale Date Range: Starting Date: Ending Date:

Area:

Basements:

Baths:

Bedrooms:

Order By:

Selected Order:

I agree and consent to the [SalesTraq Terms of Use Agreement](#)

[Search](#) [Clear](#) [Quit](#)

Street Address	Subdivision	Builder	Area	Model	Stories	SqFt	Date	Price	Sales Code
195 FALLING STONES CT	MOUNTAIN TERRACE	HELLER	HN	OLYMPIA	2	2,075	11/03/2011	\$165,000	S
198 FALLING STONES CT	MOUNTAIN TERRACE	HELLER	HN	GRAND TETON	2	2,820	11/15/2007	\$443,038	T
198 FALLING STONES CT	MOUNTAIN TERRACE	HELLER	HN	GRAND TETON	2	2,820	10/03/2008	\$293,500	F
199 FALLING STONES CT	MOUNTAIN TERRACE	HELLER	HN	SIERRA	2	2,405	12/16/2010	\$210,000	R
1148 HORIZON RANGE AVE	MOUNTAIN TERRACE	HELLER	HN	GRAND TETON	2	3,630	07/29/2011	\$235,000	R
161 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	SIERRA	2	2,405	02/22/2010	\$235,000	F
161 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	SIERRA	2	2,405	08/03/2009	\$186,000	T
162 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	OLYMPIA	2	2,075	06/06/2007	\$380,000	R
174 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	OLYMPIA	2	2,075	07/01/2009	\$217,500	F
174 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	OLYMPIA	2	2,075	01/22/2009	\$301,000	T
182 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	OLYMPIA	2	2,075	11/21/2008	\$229,900	R
185 ROCKY STAR ST	MOUNTAIN TERRACE	HELLER	HN	OLYMPIA	2	2,075	09/15/2009	\$293,522	T

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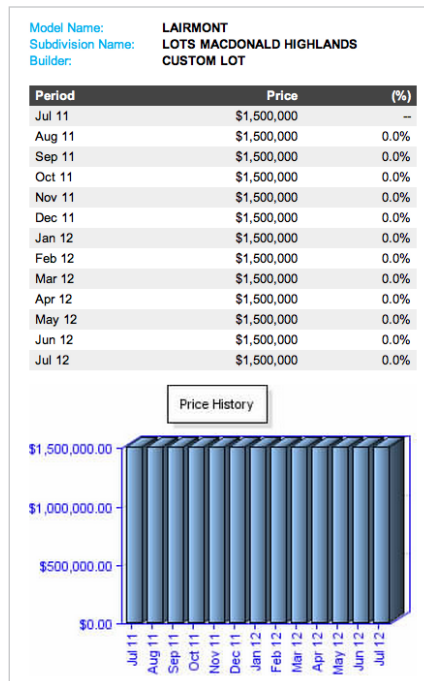
Exporting data into Excel

Zipcode	Number Sold	Median Price	Average Price	Average Price per SQFT	Average Size	Average Age	Volume
86429	16	\$361,150	\$383,495	\$ 148.56	2,610	4.9	\$6,135,916
89002	461	\$350,593	\$356,208	\$ 143.90	2,591	4.7	\$164,211,826
89004	1	\$250,000	\$250,000	\$ 0.00	0	0.0	\$250,000
89005	59	\$436,215	\$488,624	\$ 187.39	2,573	3.5	\$28,828,801
89007	1	\$236,000	\$236,000	\$ 63.37	3,724	5.0	\$236,000
89011	1,708	\$265,000	\$350,221	\$ 173.63	2,024	3.8	\$598,177,398
89012	279	\$385,000	\$619,898	\$ 179.57	3,168	4.9	\$172,951,407
89014	141	\$179,400	\$192,011	\$ 188.14	1,075	17.5	\$27,073,560
89015	621	\$242,000	\$276,513	\$ 152.64	1,909	6.4	\$171,714,770
89018	2	\$316,950	\$316,950	\$ 133.81	2,550	5.0	\$633,900
89019	1	\$125,000	\$125,000	\$ 74.67	1,674	12.0	\$125,000
89021	15	\$305,000	\$308,200	\$ 106.57	3,698	3.9	\$4,623,000
89027	738	\$212,000	\$231,254	\$ 144.58	1,626	4.6	\$170,665,370
89029	164	\$252,958	\$260,347	\$ 147.83	1,820	4.3	\$42,696,864
89030	44	\$264,700	\$265,878	\$ 116.81	2,349	4.7	\$11,698,652
89031	1,640	\$240,994	\$257,100	\$ 122.07	2,175	4.4	\$421,643,509
89032	924	\$225,542	\$235,895	\$ 109.22	2,222	3.9	\$217,966,576

A matter of “Click & Drag” (selecting) the rows and columns you want in a SalesTraq Report and then use “CTRL+C” (copy) and “CTRL+V” (paste) into an Excel spreadsheet

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Use the Price History Charts



These charts show you the base price history of each of the builder’s models for the past year (or as long as they have been open).

Pricing trends are readily identifiable, immediately putting the market in perspective, whether you are a builder, a buyer, a Realtor or an appraiser

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RPO version only

Sales Code Secrets

Sale Code Definitions
A = Auction Sale
C = Co-Owners
D = Declared Value
E = Encumbrance
F = Foreclosure
K = Contract of Sale
M = Multiple Parcel Sale
P = Part of Percentage
R = Recorded Value
S = Short Sale
T = Trustee's Deed
W = Water Rights

Not all sales are created equal! Here are the five most relevant Sales Codes when conducting a search: (All other codes represent less than 1% of total sales and are statistically insignificant)

- » Sales Code A = Auction sale
- » Sales Code F = Lender Disposition of Property
- » Sales Code R = Normal non-distress sale
- » Sales Code S = Short Sale
- » Sales Code T = Lender Trustee Acquisitions

10 Housing Statistics at the click of the mouse

The screenshot shows the MarketTraq website interface. At the top, there are navigation tabs: Home, Builder Update, Services, MarketTraq, and About SalesTraq. The main header features the MarketTraq logo. Below this, there are two sections: 'New Home Closings' and 'Existing Home Closings'. Each section contains a table with columns for 'Value' and 'Annual Growth'.

NEW HOME MARKET SNAPSHOT			EXISTING (RESALE) HOME MARKET SNAPSHOT		
	Value	Annual Growth		Value	Annual Growth
Median Home Price	\$197,945	+2.0%	Median Home Price	\$175,000	+8.7%
Average Price Per Square Foot	\$96.18	-1.3%	Average Price Per Square Foot	\$75.55	+7.2%
No. of Closings - Month	413	+5.4%	No. of Closings - Month	4,979	-2.7%
No. of Closings - Last 12 Months	4,001	-15.3%	No. of Closings - Last 12 Months	58,950	+8.5%
New Home Permits - Month	654	+50.5%	Bank Repossessions - Month	408	-82.2%
New Home Permits - Last 12 Months	4,385	+20.8%	Bank Repossessions - Last 12 Months	11,560	-39.5%
Active Subdivisions	221	-12.2%	MLS Listings (Available)	4,577	-67.1%
Average Sales per Subdivision	1.87	+63.8%	Effective MLS Inventory (in Months)	1.1	68.2%

Below the tables, there is a section for 'Top 10 Builders' with a scrollable list.

Just go to www.SalesTraq.com and select MarketTraq from the header bar. You will then see current market indicators.

11 Put SalesTraq on your website

The screenshot shows a website integration for a realtor. It features a profile picture of a woman, a 'Contact Info' button, and a 'Finance Center' section. Below these are navigation buttons: 'Home', 'Property Search', 'For Buyers', 'For Sellers', and 'New Home Search'. A search icon with the text 'SEARCH for that perfect home' is also visible. At the bottom, there is a link that says 'Buying a new home?'.

The screenshot shows the SalesTraq search interface. It has a header with the SalesTraq logo and the tagline 'know your market'. Below the header, there is a title 'SalesTraq New Home Link for: Robert Realtor E-mail'. The main content area is divided into two columns: 'Base Prices' and 'Home Features'. Each column contains several input fields with dropdown menus and buttons for 'Search', 'Clear', and 'Quit'.

Integrate SalesTraq's New Home Link into your website.

12 Put SalesTraq in your email

The screenshot shows an email signature block. It starts with 'Sincerely,' followed by the name 'SalesTraq Robert Realtor'. Below this is the address: '6385 S. Rainbow Blvd., Suite 105 Las Vegas, Nevada 89118'. It also includes contact information: 'Tel: 702.949.3333 | Fax: 702.314.1439' and the website 'www.salestraq.com'. At the bottom, there is a link that says 'Click Here For New Homes!'.

You can make SalesTraq New Home Link part of your very own Signature.

To create your own Signature automatically each time you send an email, just go to the Help section of your email program (Outlook, AOL, Yahoo, etc) and search for "signature line".