

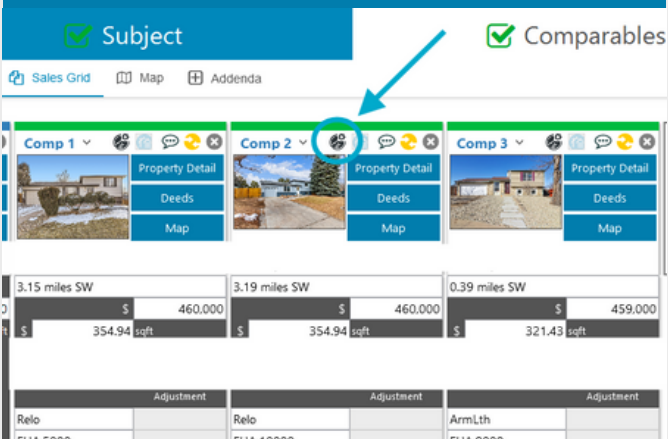


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DataMaster®

# MARKET ADJUSTMENT TOOL

## What is the Market Adjustment Tool?



The Market Adjustment Tool uses a polynomial regression formula taking closed sale data from the GLA/Price of the properties as well as the Median/Average Sale Price per month with the addition of a cosign smoothing algorithm when there is a lack of data. The tool calculates the percent of market change from the Contract/Sale date of the closed comparable to the effective date within the DataMaster file.

## Finding Similar Sales



When creating the MLS search for your Competing/Broad Market, it is best to ensure that you are incorporating truly similar sales. The tool is designed to interpret like/similar properties to your subject to ensure a credible response. For instance, when creating your MLS search, it is suggested to use criteria such as GLA/ Year Built/ Lot Size and other data fields to help maintain the properties shown in your data set are like your subject. The adjustments shown in the tool are being based off closed properties alone. You can incorporate other statuses in your MLS search to include in your data set, but the Market Adjustment Tool itself will only show and use closed properties.

## Tips to Find Additional Properties

It is best to have at least 40+ closed sales for each 12-month period in your data set for the tool to best be able to provide credible results. Below are some ways to try and include additional closed properties in your MLS search if you are finding a lack of sales:

- Extend your time frame-
  - For instance, if you go back 1 year initially, try to incorporate 2 years' worth of data.
- Expand on your search criteria-
  - For instance, if you are using 20% +/- of your GLA range, try expanding to 25% +/-.
- Expand your market area-
  - For example, instead of searching for properties within ½ mile of your subject, increase it to 1 mile. Or you can include specific areas that are similar and competing to your subject's market.

# Marketing Adjustment Tool Layout

Within this noted area, you can toggle between each data set that you have uploaded into the Market Analysis section of your file. Additionally, you can toggle between a Median vs. Average data set for the Sale Price/Time suggested adjustment. Lastly, you can toggle between the GLA or GBA data set to update your Price Per Sqft data and suggested adjustment.

Within the data table, you will see all your closed comparables. Each comparable will have its Contract and Sale date listed for you to toggle between the two dates. It will show the % of market change based on your data set selection. Select the “+” icon to show the suggested market adjustment of your choice.



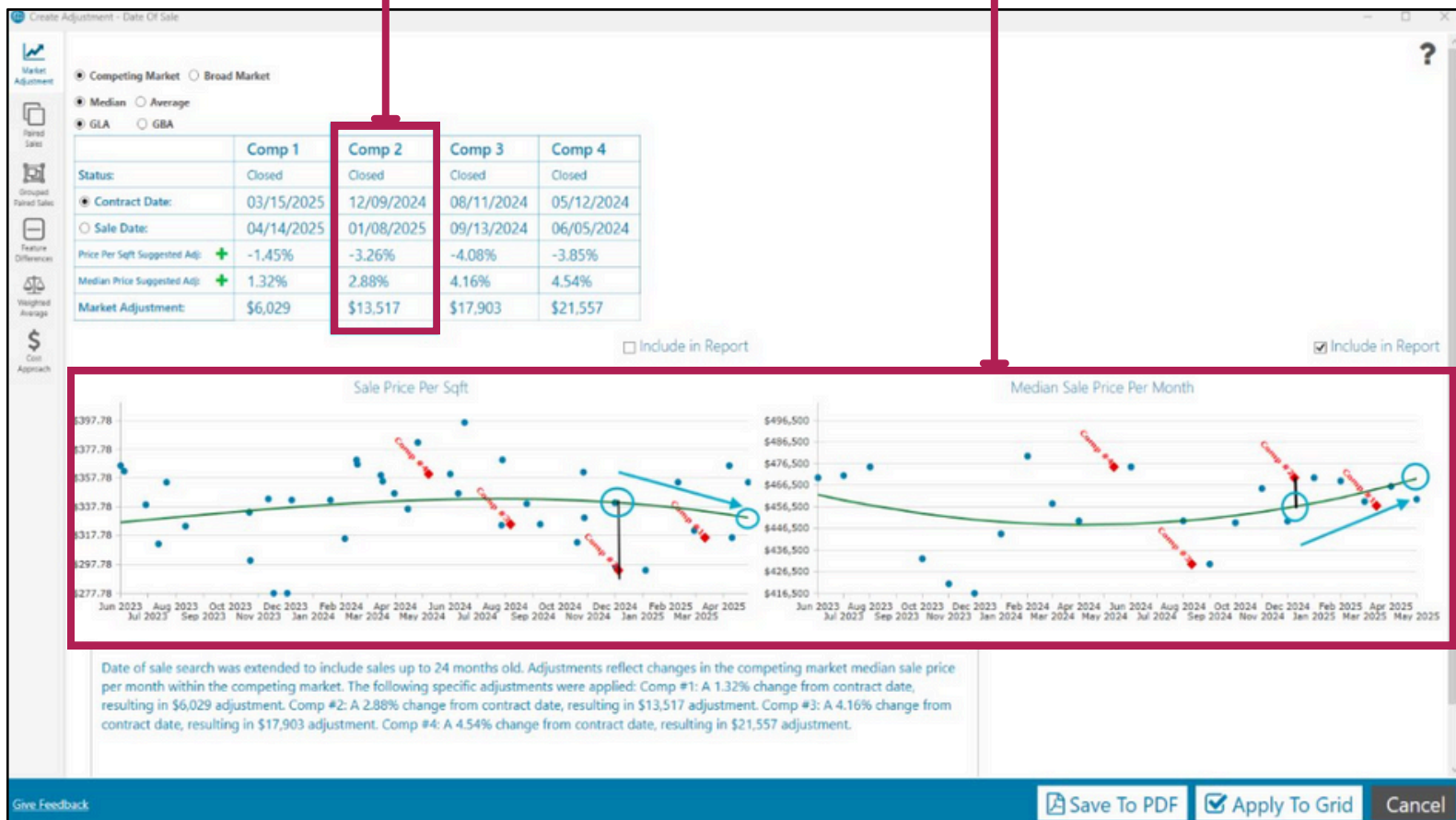
## Save to PDF:

When selecting the “Save To PDF” option, it will create and save locally a 1-page PDF file that contains the information used/selected in the Market Adjustment Tool. You can upload the PDF directly into your form software.

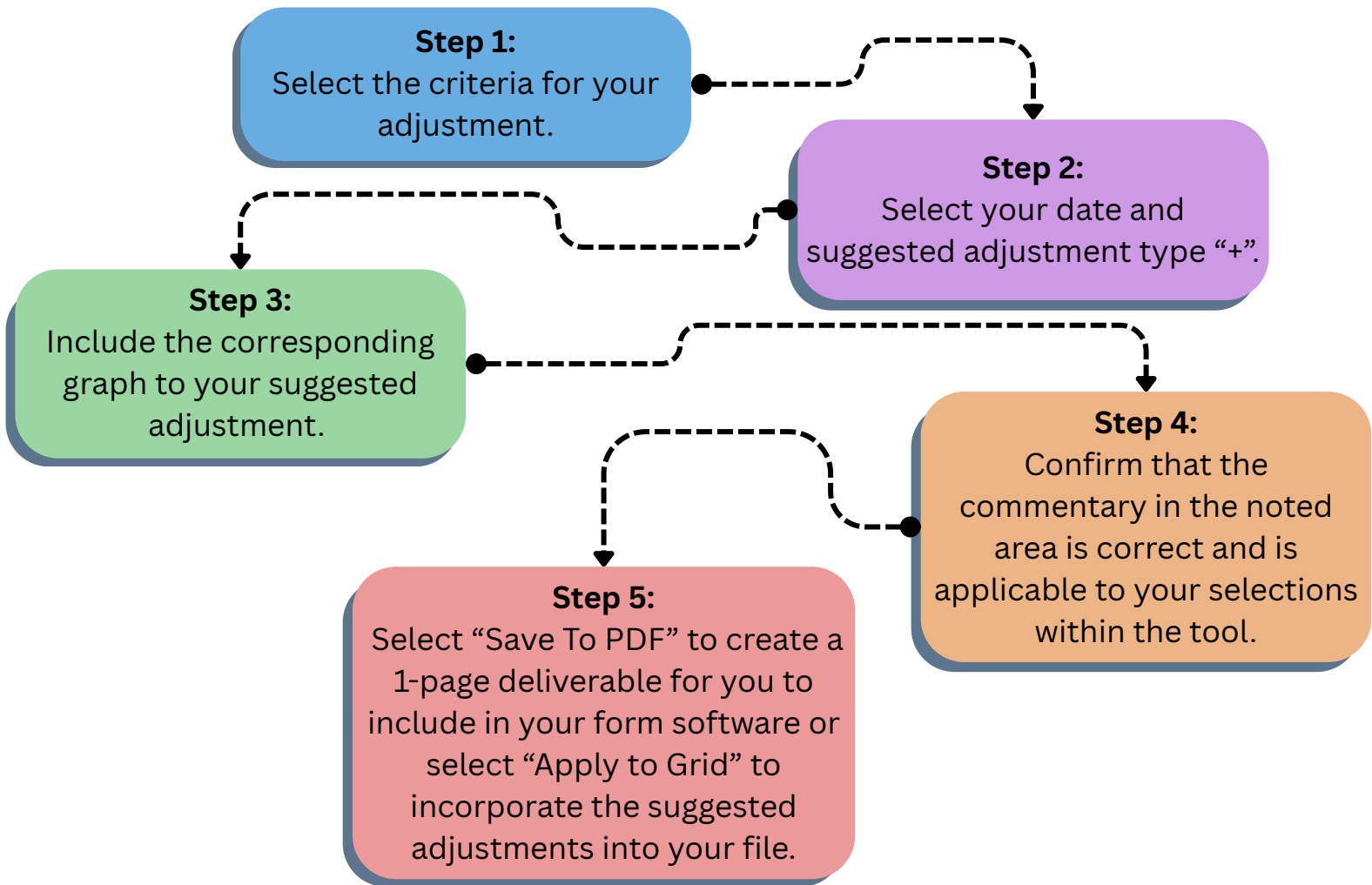
# Example

## Example:

Comp 2 has a contract date of 12/09/2024. The suggested adjustments are calculated by taking the difference of value based upon the trend curve of the contract date to your effective date. Comp 2 has a negative adjustment for the Price Per Sqft adjustment due to the decrease in value from 12/09/2024 to the effective date of 05/05/2025 (shown in the graph "Sale Price Per Sqft"). Similar reasoning applies to the Median Price adjustment due to the increase in value from 12/09/2024 to the effective date of 05/05/2025 (shown in the graph "Median Sale Price Per Month").



# Process Workflow



1

2

3

4

5

Competing Market ☐ Broad Market

Median ☐ Average

GLA ☐ GIA

	Comp 1	Comp 2	Comp 3	Comp 4
Status:	Closed	Closed	Closed	Closed
Contract Date:	03/15/2025	12/09/2024	08/11/2024	05/12/2024
Sale Date:	04/14/2025	01/08/2025	09/13/2024	06/05/2024
Price Per Sqft Suggested Adj:	+1.45%	-3.26%	-4.08%	-3.85%
Median Price Suggested Adj:	+1.32%	2.88%	4.16%	4.54%
Market Adjustment:	\$6,029	\$13,517	\$17,903	\$21,557

☐ Include in Report

Sale Price Per Sqft

Median Sale Price Per Month

Date of sale search was extended to include sales up to 24 months old. Adjustments reflect changes in the competing market median sale price per month within the competing market. The following specific adjustments were applied: Comp #1: A 1.32% change from contract date, resulting in \$6,029 adjustment. Comp #2: A 2.88% change from contract date, resulting in \$13,517 adjustment. Comp #3: A 4.16% change from contract date, resulting in \$17,903 adjustment. Comp #4: A 4.54% change from contract date, resulting in \$21,557 adjustment.

Save To PDF Apply To Grid Cancel

# Additional Information

## Total (A La Mode) Users

\*For Total (A La Mode) users, if you bypass the “Save to PDF” option and only choose “Apply To Grid”, the suggested adjustments from the tool will be applied to the grid as well as the information from the Market Adjustment Tool will be exported into your General Addendum within the Total file. If you do not want the Market Adjustment information to be exported directly into your General Addendum, please open the tool up and deselect the graph and select “Apply to Grid”. This will disable any information from being imported into the General Addendum. You would then be able to upload the PDF directly into your form software.

## Market Adjustment Tool Webinar

<https://events.zoom.us/j/648123456789>

## Customer Support

**Our goal is to help make your real estate appraisal reports fast, easy, and accurate. We offer free unlimited customer support. Reach out whenever you need. We love to hear about your experiences and about things we can do to improve our product.**

Our knowledgeable customer support team is available 7 days a week at the following times:

- Monday - Thursday 6:00 am to 7:00 pm, Mountain Time
- Friday 6:00 am to 6:00 pm, Mountain Time
- Saturday - Sunday 7:00 am to 4:00 pm, Mountain Time

**You can call us at 801.657.5769 or email us at [support@datamasterusa.com](mailto:support@datamasterusa.com)**