QUICK START · HOW-TO 12

The Market section, start to finish

How does the Market section get filled?

1. **Find it**
MarketPilot is in beta. If your account has it, What you have holds a Market search spot. On the left panel, Market comes right after Highest and Best Use. Don't see the spot? Ask support about the beta.

2. **Export your search**
In your MLS: the sold sales and, if you can, the active and pending listings. Export the single-line grid as a CSV or TSV, up to 25 MB.

3. **Drop it in**
On the Market search spot, or tap Upload your market search in Market. It reads in seconds. The spot shows the sold, active and pending counts and the answers drafted. Details shows which columns it read.

4. **Check the sales I read**
Sort High to low to find the odd ones. Tap Remove, type why (required; it goes in your workfile), then Remove this row. Every number is figured again. Put it back undoes it.

5. **Keep the drafts**
Each teal box says where it came from. Keep all, or tap any one to fix it first, and the teal falls away.

6. **The chart and the map**
Put this chart in the report: it becomes your price trend graph, so the trend write-up becomes optional. Show me the map, then Put this map in the report as a market exhibit.

7. **The page and the time adjustment**
Print the Market Conditions page builds it from what you kept; save it as a PDF. In the comp grid, Pick the time adjustment: you pick the rate, it does the arithmetic, and Put writes it on the sale date line.

WHAT TRIPS PEOPLE UP

Remove odd sales before you keep the boxes. Remove one after, and it shows Your sales changed: Update them, or Keep mine. No status column? It asks one question: Sold sales, Active listings, or Pending sales. A PDF won't read: it is a picture of the grid, so export the CSV.

ALWAYS YOURS

Nothing drafts the Market area boundary. Marketing time, Demand and supply, and Foreclosure or REO activity stay blank until you pick. What your market says is evidence; nothing there is written into the report for you. The time adjustment rate is yours.

Source: Appendix A-1 URAR Delivery Specification v1.4: 3000.0008 (17.003 Market Area Boundary, Required); 3000.0010 (17.004 search criteria, Required); 3000.0018, 3000.0024 and 3000.0026 (17.005, 17.010, 17.012, Required): "Deliver even if the value is zero."; 3000.0040 (17.019 Price Trend Analysis Commentary, Conditionally Required when no price trend graph is attached).