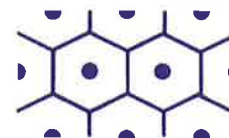


# newsletter



Vol. 1, No. 13

October 1980

## Update

Alas, those lazy hazy days of Summer are behind us, but while you were soaking up the sunshine (sunshine?!) we were busy beavering away making Compuval Database better with improved software and new ideas.

## Nobody mentioned it, but .....

our alpha-numeric sort by street address wasn't quite what it should have been. Our data handling sort programs sorted the streets (and lots) into alpha numeric sequence but we ran into difficulty when we attempted to list, in numerical sequence, by street. However, thanks to some fancy footwork by our friend Bob Brown of Dymaxion Research, we think we have solved that problem - until next time anyway.

## Additional Sales Data

Now that the M.L.S. sales have slackened off, we are devoting the additional time to coding the last two year's sales in our card index data bank. The Metropolitan Area is broken down into 9 sub-areas. Cole Harbour/Lawrencetown has already been coded and is now included in undated form in each issue of Compuval Database. We are currently working on Sackville.

## You Can Help Yourself

We now have 13 subscribers to Compuval Database (3 appraisal firms, 9 real estate offices, and 1 mortgage company). If you will send us details of sales that pass through your offices, we will code them and enter them into Compuval Database free of charge. In this way, you will have a complete record of your own sales without the necessity of maintaining a separate record. Also, by virtue of the co-operate effort, Compuval Database will expand more rapidly and better serve everybody. All you need to do is to tell your secretary to send us a copy of the listing cut (giving details of the property), a photograph and a note of the sale price and closing date. If you ask her to do this as a routine assignment each time a property is sold, we will do the rest.

## Appraisal by Computer

As you know, Compuval Database came about by virtue of the computerization of our real estate appraisal operation. We are now utilizing a computerized appraisal system which allows us to value properties directly with the use of a computer. Our Market Comparison program (CVMKT) searches Compuval Database, identifies the most comparable properties to the property being appraised, and then ranks them according to comparability. It then selects the most comparable sales and values the property being appraised by reference to these sales.

At the moment, Cole Harbour/Lawrencetown is the only area for which a full two years sales data is available on the computer. We will be able to offer "appraisals to go" as other areas are coded. Computer appraisals cost \$20/each and, at the moment, are available only to Compuval Database subscribers. It is, of course, first necessary to supply us with details of the property to be appraised.

The computer analysis, listing the comparable properties, the adjustments, and the computer estimate of the property value, will be dispatched by courier service to your office within 10 minutes of receipt of your order.

#### Compuval Database on Line

If you have a computer terminal, you can access Compuval Database, and the 9 real estate programs presently in the Compuval Network Data Services Library, from your office. (If you don't have a terminal, we will put you in touch with the right people at Dymaxion Research Ltd. to sell or lease you one).

If you are in real estate sales you will probably only wish to use the Database retrieval program (CVRET). However, if you also have an interest in real estate appraisal or advanced statistics, you will wish to use the other programs too. Most of the programs were written with ourselves in mind (there're idiot proof) and require little training in their use. A brief description of each program follows:

CVMKT -

CVMVR -

CVRET -

CVAPT -

CVOFF -

CVVIEW -

CVLAND -

CVDATE -

CVMORT -

The total cost (connect time, CPU, program rental, etc.) is approximately \$20/\$25 per hour.

#### Demonstrations by Candlelight

We will be glad to demonstrate any or all of the Compuval Network Data Services programs, at our offices, preferably in the evening. You supply the candles (and the pretty girls), we'll supply ourselves and the computer. Sound cozy?!