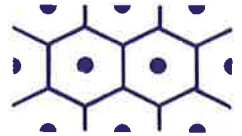


newsletter



Vol. 1, No. 17

June 1981

Compuval Database ... my, how you've grown!

Already the most comprehensive analysis of real estate sales published in Atlantic Canada, the June 1981 issue has been further expanded and improved.

Compuval Database is prepared by a professional firm of real estate appraisers and is available quarterly, on a subscription basis, to all members of the Halifax/Dartmouth Real Estate Board.

The number of subscribers grows with each issue. It is now used by real estate salespeople, mortgage and loan companies, trust companies, and appraisal firms as the resource tool aiding in listing, selling or appraising residential real estate.

Compuval Database ... you've made the century!

Well almost! The June 1981 issue contains almost *one hundred pages* of sales data on *4,000 sales*. Its pages are packed with over *84,000 items of sales information*, carefully sorted by our computer into 21 geographic areas, collated alpha-numerically by the street address.

Compuval Database is an invaluable tool for the true professional. It enables the salespeople, listing a property, to demonstrate to the vendor and the purchaser that they have the facts, analyzed and tabulated, at their fingertips. Knowledge is wealth people prefer professionals.

Compuval Database saves time. Busy loan officers use it as a ready reference to estimate property values.

Compuval Database is portable. Real Estate appraisers carry it in their cars and utilize it to identify comparable sales and establish property values.

From Hubbards to Ecum Secum ... Ketch Harbour to Guys River

We've added 12 new areas to the June 1981 issue of Compuval Database. Now a full two years of residential sales data professionally analyzed and tabulated for *all of Halifax County*.

Compuval Database now covers the following areas:

Halifax Dartmouth Metropolitan Area

Bedford
Cole Harbour/Lawrencetown
Dartmouth
Eastern Passage/Cow Bay
Halifax North
Halifax Peninsula
Halifax South
Sackville/Beaverbank

Halifax County Area

Bayside/Glen Haven
Eastern Shore
Halifax County East
Hammonds Plains
Harrietsfield
Herring Cove/Penant
Porter's Lake/Lake Echo
Prospect/Terence Bay

Halifax Dartmouth Metropolitan Area

Westphal/#7 Highway/Ross Road

Halifax County Area

South Shore
Timberlea/Tantallon
Waverley/Fall River
Windsor Junction

Residential Price Index ... it adds another dimension to Database!

After researching and analyzing sales data on literally thousands of single family sales in the Halifax/Dartmouth area back to January 1974, we have now produced a Residential Price Index. This will be a feature of all future Compuval Databases. It is a ready and easy tool for estimating property value.

Your salesperson, listing a property, simply ascertains from the prospective vendor the price and date at which the property was originally purchased. As long as the purchase occurred after December 1973, the original price can be indexed up to today's value by application of the index to give a *current day ball park value*.

This *ball park figure* can then be checked against actual sales in Compuval Database and adjusted, if necessary, in the light of the comparable sales data.

We'll bring Compuval Database to you ...

If you would like to inspect Compuval Database at your own office, please give us a call (429-1811). We'll arrange for a representative to call at a mutually convenient time.

Compuval Database don't leave the office without it!