

# COMP ANALYSIS BOT

Technical Handoff Document v2.0

## 1. BOT PURPOSE

Analyze pre-filtered comps to help AAs determine ARV. Bot SORTS comps, doesn't pick them. Points out differences and ranks best to worst.

DOES	DOES NOT
<ul style="list-style-type: none"><li>• Sort pre-filtered comps</li><li>• Assess condition from images/description</li><li>• Rank highest to lowest value</li><li>• Flag location impacts (busy street, etc.)</li><li>• Explain why each comp ranked</li><li>• Recommend expanding filters when needed</li></ul>	<ul style="list-style-type: none"><li>• Pick or search for comps</li><li>• Make price adjustments</li><li>• Calculate percentages</li><li>• Determine final ARV</li><li>• Handle seller distress (different bot)</li></ul>

## 2. CORE LOGIC

### 2.1 Target Comp Count

Target	Description
<b>IDEAL: 9 comps</b>	3 Sold + 3 Pending/Backup + 3 Active in tightest range
<b>KEEP: 9-12 comps</b>	Flexible based on what's relevant. 6 solid solds? Keep all 6.
<b>EXPAND when:</b>	< 6 total comps, no solds, all major mismatches

### 2.2 Comp Priority (Best to Worst)

1. Flip properties (recently renovated) - best ARV baseline
2. Good condition properties
3. Same tract (from APN or Zillow legal.tract)
4. Same school district
5. Feature match (bed/bath, pool, lot size)

### 2.3 Feature Matching

Feature	Rule
<b>Bed/Bath</b>	Match or explain: "All comps are 3/2, subject is 2/1"
<b>Pool</b>	Match when possible. Mismatch? Explain pool premium exists.
<b>Lot Size</b>	Flag if 10%+ larger/smaller than subject
<b>SqFt</b>	System pre-filters via matrix. Note significant differences.

### 2.4 Location Impact Factors - MUST FLAG

*These factors affect value. Flag them - do NOT calculate adjustments.*

Factor	How to Detect	How to Flag
<b>Busy Street</b>	Google Roads API - arterial vs residential classification	"Comp on busy street" or "Subject on busy street"
<b>Power Lines</b>	Google Street View - transmission lines visible overhead	"High voltage power lines adjacent"
<b>Railroad</b>	Google Maps/Places API - tracks or crossings within 500ft	"Near railroad tracks - noise impact"
<b>School District</b>	MLS SchoolDistrict field	"Different school district than subject"
<b>Freeway</b>	Google Maps - proximity to freeway/highway	"Backs to freeway - noise/pollution"
<b>Corner Lot</b>	MLS LotFeatures or Google Maps	"Corner lot" (can be +/-)

## 2.5 Condition Assessment

AI interprets from photos + description + transaction history:

Condition	Indicators
<b>FLIP</b>	Recent purchase + resale (Zillow transaction history), "renovated", "remodeled", "turnkey", new kitchen/bath in photos
<b>GOOD</b>	Well maintained, updated features, "move-in ready", clean photos, Zillow building.condition = Good
<b>ORIGINAL</b>	Dated but functional, original kitchen/bath, "potential", Zillow building.condition = Fair
<b>FIXER</b>	"As-is", "TLC", "investor", "needs work", visible disrepair in photos

## 3. REQUIRED DATA POINTS

### 3.1 From MLS

Field	Purpose
ListPrice / ClosePrice	Current asking or final sold price
CloseDate	Recency of sold data
StandardStatus	Active / Pending / Backup / Sold
DaysOnMarket	Market time context
BedroomsTotal / BathroomsTotalInteger	Feature matching
SqFt / LotSizeSqFt	Size comparison, lot premium flags
YearBuilt	Age comparison
Pool / PoolDescriptions	Pool matching / premium flagging
PublicRemarks	Condition keywords, features
Photos / Media	Visual condition assessment
APN	Tract identification (parse or use Zillow)
SchoolDistrict	Location impact flagging
FullStreetAddress / City	Location identification

### 3.2 From Zillow API (Bridge Interactive)

Field	Purpose
legal.tract	Direct tract data - confirms tract grouping without parsing APN
legal.subdivisionName	Subdivision grouping for comp matching
Transactions: salePrice, saleDate	FLIP DETECTION: Bought 6mo ago at \$400K, selling now at \$500K = confirmed flip. Better than guessing from photos.

### 3.3 From Google APIs

API	Purpose
Roads API	Busy street detection - arterial vs residential classification
Street View API	Power line detection - transmission lines visible
Maps/Places API	Railroad proximity - tracks/crossings within 500ft
Distance Matrix	Freeway proximity

## 4. OUTPUT FORMAT

Every output follows this structure:

### SECTION A: SUBJECT SUMMARY

Address, bed/bath, sqft, pool Y/N, condition, key features

Location factors affecting the subject **positive or negative** (busy street, etc.)

### SECTION B: COMP INVENTORY

What comps are available: X sold, X pending, X active

### SECTION C: TOP COMPS (Ranked)

Each comp formatted as card with: Address | Price | Status | Condition | Match Quality | Location Factors

Explain WHY ranked in this position

#### **SECTION D: EXCLUDED COMPS**

Comps cut and WHY (too far, wrong condition, feature mismatch)

#### **SECTION E: SUMMARY**

ARV range indicated, confidence level, recommendation if filters need expanding

## 5. SAMPLE OUTPUTS

### SAMPLE 1: Ideal 3-3-3 Coverage

SUBJECT	
PROPERTY	

Address:	1234 Oak St, Riverside, CA 92501
Bed/Bath:	3 BR / 2 BA
SqFt / Lot:	1,450 sqft / 7,200 sqft lot
Pool:	YES
Condition:	FIXER - needs full renovation
Location Factors:	Interior street, pool, x school district, next to park

COMP INVENTORY: IDEAL COVERAGE	
✓	3 Sold   3 Pending   3 Active   Same tract

### TOP 9 COMPS (Best to Worst)

#1 BEST	
COMP	

1256 Oak St	\$485,000	SOLD 11/15/24	FLIP
Bed/Bath:	3/2 ✓ MATCH		
Pool:	YES ✓ MATCH		
Location:	Same tract, 0.1 mi, interior street		
Condition:	Full remodel - new kitchen, baths, flooring, paint. Bought 5 mo ago at \$340K.		
WHY #1:	Confirmed flip, all features match, same tract, closest distance, most recent sold.		

#2

1298 Oak St	\$479,000	SOLD 10/28/24	FLIP
Bed/Bath:	3/2 ✓ MATCH		
Pool:	YES ✓ MATCH		
Location:	Same tract, 0.2 mi, interior street		

Condition:	Full remodel per photos. Transaction history confirms flip.
WHY #2:	Flip, all features match. Slightly older sale and farther than #1.

#3-#9 follow same format...

EXCLUDED	
COMPS	

Address	Price	Reason Excluded
1567 Far Ave	\$472,000	TOO FAR - 1.8 mi, we have 9 closer
1234 Other St	\$385,000	FIXER condition - not relevant for ARV
1456 Noisy Rd	\$458,000	BUSY STREET + POWER LINES - location issues

SUMMARY	
ARV RANGE: \$472,000	
- \$485,000CONFIDENCE: HIGH - 3 flip solds in same tract with matching featuresRECOMMENDATION: Strong data. No expansion needed.	

SAMPLE 2: Busy Street Impact

SUBJECT	
PROPERTY	

Address:	5678 Main Blvd, Corona, CA 92879
Bed/Bath:	4 BR / 2 BA
Pool:	NO
⚠ Location:	BUSY STREET - Main Blvd is arterial road (4 lanes, high traffic)

TOP COMPS

#1 - Interior Street Comp

5690 Oak Lane	\$545,000	SOLD 11/22/24	FLIP
Bed/Bath/Pool:	4/2, No Pool ✓ MATCH		
Location:	INTERIOR STREET - quiet residential		
⚠ NOTE:	Subject is on BUSY STREET, this comp is INTERIOR. Interior streets typically sell higher.		

#2 - Busy Street Comp (Better Location Match)

5634 Main Blvd	\$518,000	SOLD 11/08/24	FLIP
Bed/Bath/Pool:	4/2, No Pool ✓ MATCH		
Location:	BUSY STREET - Same as subject (Main Blvd)		
WHY IMPORTANT:	Better location match for subject. Both on busy street.		

⚠ BUSY STREET IMPACT	
OBSERVED	
Interior street flips: \$538K - \$545K Busy street flips: \$518K - \$525K Busy street comps selling lower than interior street comps in same tract.	
SUMMARYARV RANGE: \$518,000 - \$525,000 (using busy street comps)NOTE: Interior street comps sell higher. Use busy street comps for more accurate ARV on this subject.	

## SAMPLE 3: Power Lines + Railroad Impact

SUBJECT	
PROPERTY	
Address:	789 Track Ave, Fontana, CA 92335
Bed/Bath:	3 BR / 2 BA
⚠ Location:	<b>HIGH VOLTAGE POWER LINES</b> overhead + <b>RAILROAD TRACKS</b> 200ft behind property

### TOP COMPS

#### #1 - Similar Location Issues (Best Match)

801 Track Ave	<b>\$365,000</b>	SOLD 11/10/24	FLIP
Bed/Bath:	3/2 ✓ MATCH		
Location:	POWER LINES + RAILROAD - Same issues as subject		
WHY #1:	Same location issues = apples to apples comparison.		

#### #4 - No Location Issues (For Reference Only)

856 Clear St	<b>\$425,000</b>	SOLD 11/05/24	FLIP
Location:	NO power lines, NO railroad - clean location		
⚠ NOTE:	This comp has NO location issues. Subject HAS power lines + railroad. Not direct comparison.		

⚠ LOCATION IMPACT	
OBSERVED	Clean location flips: \$415K - \$425K Power lines + railroad flips: \$358K - \$365K <b>Properties with power lines + railroad selling significantly lower.</b>
<b>SUMMARY</b> ARV RANGE: <b>\$358,000 - \$365,000</b> (using comps with same location issues) NOTE: Do NOT use clean location comps for ARV. Subject has power lines + railroad - must use comps with similar issues.	



SAMPLE 4: Pool Mismatch - No Pool Comps Available

SUBJECT	
PROPERTY	

Address:	456 Valley Rd, Temecula, CA 92592
Bed/Bath:	3 BR / 2 BA
Pool:	NO POOL

!

FEATURE MISMATCH: Most comps in tract have pools. Only 2 no-pool comps available.

NO-POOL COMPS (Best Match for Subject)

Address	Price	Status	Pool	Condition
478 Valley Rd	\$465K	SOLD	NO ✓	FLIP
423 Valley Rd	\$458K	ACTIVE	NO ✓	GOOD

POOL COMPS (For Reference - NOT Direct Match)

Address	Price	Status	Pool	Condition
489 Valley Rd	\$498K	SOLD	YES !	FLIP
445 Valley Rd	\$492K	SOLD	YES !	FLIP
467 Valley Rd	\$485K	PENDING	YES !	GOOD

POOL PREMIUM IN THIS TRACT:Pool comps: \$485K - \$498KNo pool comps: \$458K - \$465KPool premium appears to be \$25K - \$35K in this tract.

ARV RANGE FOR NO-POOL: \$458,000 - \$465,000CONFIDENCE: MODERATE - Only 2 no-pool comps available

SAMPLE 5: Bed/Bath Mismatch

	SUBJECT
PROPERTY	

Address:	321 Pine St, Fontana, CA 92336
Bed/Bath:	2 BR / 1 BA

⚠️ **FEATURE NOTE:** Subject is 2BR/1BA. Most comps in tract are 3BR/2BA - different buyer pool.

2BR/1BA MATCHES

Address	Price	Bed/Bath	Condition
345 Pine St	\$385K	2/1 ✓	FLIP - SOLD
298 Pine St	\$379K	2/1 ✓	GOOD - ACTIVE

3BR/2BA COMPS (For Reference Only - NOT Direct Match)

Address	Price	Bed/Bath	Condition
356 Pine St	\$445K	3/2 ⚠️	FLIP - SOLD
312 Pine St	\$438K	3/2 ⚠️	FLIP - SOLD

**BED/BATH IMPACT IN THIS TRACT:** 3/2 flips: \$438K - \$445K 2/1 flips: \$379K - \$385K 3/2 comps selling \$55K - \$60K higher than 2/1 in same tract.

**ARV RANGE FOR 2/1: \$379,000 - \$385,000** **NOTE:** Do NOT use 3/2 comps for ARV. Different buyer pool, significantly higher prices.

## **SAMPLES 6-10: Additional Scenarios**

### **SAMPLE 6: Different School District**

Shows comps split between Alta Loma and Etiwanda school districts. Flags that Alta Loma comps sell \$20K-\$30K higher. Uses same-district comps for primary ARV calculation.

### **SAMPLE 7: Model Match But Far - Need It**

Only 3 comps in tract. Includes farther comp (1.2 mi) because it's a model match and we need more data. Clearly explains why farther comp is included despite distance.

### **SAMPLE 8: Too Many Comps - Cutting Noise**

18 comps returned. Keeps top 11, excludes 7. Excluded list shows: TOO FAR (have enough closer), FIXER condition (not ARV relevant), POOL mismatch (have better matches), STALE data (6+ months old).

### **SAMPLE 9: Not Enough - Expand Filters**

Only 3 comps in filter range. 1 sold (3 months old), 0 pending, 2 active. Recommends expanding filters to adjacent tracts. Gives tentative range but marks CONFIDENCE: LOW.

### **SAMPLE 10: Large Lot Premium**

Subject has 12,000 sqft lot vs typical 7,000 sqft. Separates large lot comps (10K+) from standard lots. Shows large lots selling \$30K-\$40K higher. Uses large lot comps for ARV.

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