

Property in Question Details: Main House Conditions: Poor/General Rehab to bring to High Flip compared to other Flips
Pool: N/A Roof: poor/Replace Yard: No amenities/ Sood Other: lots of trash; Clean up
Rehab Estimate: 75,000

Notes:

Proposed List: List for 649,900 below the 101 Maple Court house and push up as property should get primium

Expected Sales Price: ARV: 659,000 Confidence Score: High/Solid comps showing flips getting premium: DOM: 20/ nice homes sale fast

Photo	Address %	Comp %	Condition %	Status %	Date %	Type %	List Price %	Sale Price %	Bed/Bath %	Year Built %	Size %	Garage %	DOM/COOM %	Pool %	Distance %
Premium															
	3868 3rd Avenue					Family	\$150,000	\$-	3/2						
	123 Main Street					Family	\$850,000	\$875,000	4/3						
High (6)															
	789 Pine Lane	Normal Sold Date: 6/20/2023	Standard Flip & Staged Lot: Stable Area, Fencing	Closed	5/20/2025	Single Family	\$798,000	\$810,000	3/2	1940	1,800 sqft	2 cars	30/-	None	0.50 mi
	101 Maple Court	Normal Sold Date:	High Flip & Staged Power Lines, Relocated Trucks	Pending	6/25/2025	Townhouse	\$650,000	\$-	2/2	1985	1,400 sqft	2 cars	10/-	Community	1.10 mi
	212 Birch Street	Normal Sold Date: 4/10/2025	Standard High Asbestos, Shed/Bath, Lot	Closed	4/10/2025	Single Family	\$1,100,000	\$1,100,000	5/4	1995	2,800 sqft	3 cars	45/-	Yes	0.80 mi
Mid (4)															
	3864 3rd Avenue	Normal Sold Date: -	Standard High Lot, Garage	Back Up Offer	-	Single Family	\$1,198,000	\$-	3/2	1928	1,898 sqft	0 cars	35/-	None	0.52 mi
	3874 Arlington Avenue	Normal Sold Date: 12/22/2024	Standard High Brick Street	Closed	12/22/2024	Single Family	\$975,000	\$1,050,000	4/3	1922	1,730 sqft	0 cars	26/-	None	0.12 mi
	333 Cedar Drive	Normal Sold Date: 5/11/2025	Standard High Location, Design	Closed	6/1/2025	Single Family	\$950,000	\$945,000	3/2	1960	1,780 sqft	2 cars	22/-	None	0.95 mi
	444 Elm Street	Normal Sold Date: -	Standard Low Zoning, Shed/Bath	Active	7/2/2025	Single Family	\$895,000	\$-	3/1	1948	1,800 sqft	1 car	31/-	None	1.20 mi
Low (4)															
	3867 3rd Avenue	Normal Sold Date: 5/18/2025	Standard Low Check Notes	Closed	3/26/2025	Single Family	\$1,075,000	\$1,085,800	3/2	1925	1,304 sqft	0 cars	21/-	None	0.54 mi
	3869 3rd Avenue	Normal Sold Date: 5/19/2025	Flair Check Notes, Design	Closed	5/19/2025	Single Family	\$885,000	\$925,000	3/2	1920	1,557 sqft	0 cars	16/-	None	0.57 mi
	555 Spruce Court	NEO Sold Date: 5/15/2025	Flair Check Notes, Obsolescence Adjacent	Closed	3/15/2025	Single Family	\$700,000	\$680,000	2/1	1922	1,100 sqft	0 cars	90/-	None	1.50 mi
	666 Willow Way	Short Sale Sold Date: -	As Is Check Notes, Parking	Pending	6/10/2025	Condo	\$550,000	\$-	2/2	1975	1,250 sqft	1 car	120/-	Community	2.00 mi
Max Purchase price															

. OVERVIEW

FlipIQ must automatically:

A. Classify comps into 4 buckets:

1. Premium
2. High
3. Mid

4. Low

B. Generate attribute chips (“tags”) for each comp

(Condition, ADU, Pool, Lot, Busy Street, etc.)

C. Show buckets on:

- List View (grouped rows)
- Map View (colored pins)
- Matrix Table (feeding valuation logic)
- Hover popovers (AI explanation)

D. Draw the RED “Value Ceiling” line between High and Premium comps.

E. Provide an AI Hover Explanation for every comp

- Explains WHY the comp landed in that bucket.
- Cites evidence: MLS, photos, tags, map logic.
- NEVER makes assumptions or adjustments.

2. COMP BUCKET CLASSIFICATION LOGIC

2.1 BUCKET DEFINITIONS

PREMIUM (Top Tier)

Comps with **unchangeable features PIQ cannot realistically achieve**, such as:

- Permitted ADU (PIQ does not have one)

- Big usable lot
- Pool + large yard
- Premium street / private street / cul-de-sac in premium tract
- View (lake/panoramic)
- Waterfront / golf / park adjacency
- Gated community
- Superior school feeder
- Major micro-location advantage

Premium = sets the ceiling

...but ONLY if PIQ shares the same unchangeables.

If PIQ does NOT share them → Premium serves as “context only”, not valuation anchors.

HIGH (Primary ARV Comps)

Comps that **PIQ CAN realistically match after rehab**:

- Same type, GLA bin, year-built era
- Same bed/bath class
- Flip-level or updated condition
- No unchangeable advantage over PIQ
- Same micro-market (same tract / feeder / neighborhood)

High comps SET the value ceiling (P90).

MID (Supportive Comps)

Comps that are “near matches” but have notable deltas:

- Older finishes vs flip-level
- Smaller or slightly inferior lot
- Minor location drag (traffic, backing school)
- Minor obsolescence
- Mixed condition or dated

Mid comps help show the “market floor” and mid-range.

LOW (Floor Comps)

Comps that have:

- Distress
- REO / short sale / probate
- Busy street / negative adjacency
- Obsolescence
- Bad condition
- Unusable lots
- Condos mixed in / townhouses (excluded in filtering but flagged if appear)

Low comps define the bottom of the range, but never drive ARV.



3. TAGGING SYSTEM (PROPERTY ATTRIBUTE CHIPS)

For **every comp**, FlipIQ generates **chips**:

Condition Chips

- High Flip & Staged
- Standard High
- Standard Low
- Fixer
- Original Kitchen/Bath
- Needs Roof
- Design Upgrade
- Obsolescence Adjacent

Amenity Chips

- Pool (Basic/Luxury)
- ADU (Permitted/Unpermitted)
- Garage (2-car / converted)
- Solar (Owned/Leased)
- View (Peek / Partial / Panoramic)

Location Chips

- Busy Street

- Backing Commercial
- Backing School
- Freeway
- Premium Street
- Railroad Tracks
- Power Lines
- Gated community

Lot Chips

- Flat Lot
- Hillside
- Unusable %
- Corner lot

Sale Type Chips

- Standard
- REO
- Short Sale
- Probate
- Auction

Review / Data Quality Chips

- Low Photo Confidence

- Check Notes (Yellow)
- Permit Unknown
- Conflicting Data

Each chip must have hover text explaining WHY.

4. MAP VIEW — COMP AI MAPPING FEATURE

Every comp on the map is:

A. Color-coded by bucket:

- Premium = Purple
- High = Green
- Mid = Yellow
- Low = Red

B. On hover, user sees a popover with:

1. Photo
2. Price & \$/sqft
3. Status (Closed/Pending/Active)
4. ALL TAGS

5. AI “Reason Explanation”:

Example:

“Classified as High because:

- Same tract & school feeder
- Flip-level condition from photos
- Similar 3/2 layout
- No unchangeable features PIQ lacks.”

Or:

“Classified as Premium because:

- Permitted ADU
- Pool + large usable lot
- Located on premium cul-de-sac
- PIQ does not have these unchangeables.”

This is the **Comp AI Mapping** feature.



5. LIST VIEW — GROUPING LOGIC

List View shows comps in four grouped sections:

PREMIUM (Top Section)

- ADU homes,
- Pool + big lot flips,
- Gated street homes,
- Superior micro-location.

HIGH (Next Section, ABOVE RED LINE)

- Flip-level or staged
- Standard high comps
- Best comps for ARV
- SAME micro-market

MID

- Good but not perfect
- Older finishes
- Mid-range lots
- Minor locational negatives

LOW

- Distressed
- Busy street
- Poor lot
- REO / short sale
- Undersized

A RED “VALUE CEILING” LINE

Drawn between HIGH and PREMIUM.

6. HOVER-OVER AI EXPLANATIONS (required for each comp)

When hovering over a comp (Map OR List View):

FlipIQ shows:

A. Classification Reason

“Classified as HIGH because...”

B. Unchangeables vs changeables

E.g.:

- “Has a permitted ADU which PIQ cannot replicate — therefore Premium.”
- “Finishes are upgraded; PIQ can match after rehab — therefore High.”
- “Backs a freeway; supports Low category.”

C. Data sources referenced

- Photos
- MLS remarks
- Lot/topography
- Street type
- ADU permit records
- Price/\$psf relative to cluster

D. Indicators for review

If uncertain, add:

“⚠ Low photo confidence — verify condition.”



7. THE “VALUE LINE” LOGIC

Goal:

Draw a red dashed line separating comps PIQ can *reasonably reach* from comps PIQ cannot.

Based on:

- HIGH comps = ARV anchors
- PREMIUM comps = **above ceiling unless PIQ shares unchangeables**

Ceiling = P90 of High comps' \$/sqft

(Or combined with Premium P80 if PIQ shares the feature.)

On hover of the value line:

Display:

“Value ceiling set by High comps: [list addresses].

Premium comps excluded because their unchangeable features do not match PIQ.”



8. “TOP 3 COMPS” OVERLAY

When user clicks **Show Top 3 Comps**:

AI selects:

1. Highest Relevancy Score
2. Must be in **High or Mid**, NOT Premium
3. Must match:
 - Bed/Bath class
 - GLA bin
 - Year-built block
 - No pools/ADUs if PIQ doesn't have them
 - Similar condition (via photo AI)

Overlay behavior:

- Highlight 3 comps in green
- Dim rest
- Show short explanation:

“**Selected for closest match:
layout, era, size, condition, and location.**”

9. AI “REMOVE HIGH/LOW OUTLIERS” FEATURE

AI must ask:

“Would you like me to remove extreme high and low outliers?”

Upon approval:

- Removes top 10% highest / lowest price-per-sqft **within the bucket**
 - Rebuilds matrix table
 - Recalculates blended value
 - Updates bucket averages
 - Keeps everything explainable
-

10. ENGINEERING IMPLEMENTATION SUMMARY

Front-end

- Map pins (Premium/High/Mid/Low colors)
- List grouped buckets
- Hover card with tags + AI explanation
- Toggle “Show Top 3”
- Value ceiling line

Back-end

- Tier 1 filters
- Tier 2 refine
- Tag generation rules
- Bucket assignment
- Relevancy scoring
- Condition CV scoring
- Value ceiling logic
- Matrix recomputation
- Comp mapping for hover

Data Sources (AI Reasons must reference these)

- MLS fields
- Public records
- Photos / condition CV
- Parcel/layer data
- Boundaries (tract, school, topo, lot)
- Street type datasets



FINAL: WHAT THIS GIVES YOU

FlipIQ will now:

- ✓ Group comps into Premium / High / Mid / Low
- ✓ Draw the value ceiling
- ✓ Tag every comp correctly

- ✓ Generate AI explanations for WHY each comp belongs where it does
- ✓ Show colored pins on the map
- ✓ Display full hover tooltips with tags
- ✓ Offer Top 3 comp overlay
- ✓ Provide outlier cleanup
- ✓ Educate the user without making decisions for them

This gives agents, investors, and acquisition people EXACTLY what they need:

Instant clarity. Zero guessing. Expert-level comp interpretation.