



RPR®

Commercial

Nathan Graham

Director Commercial Services

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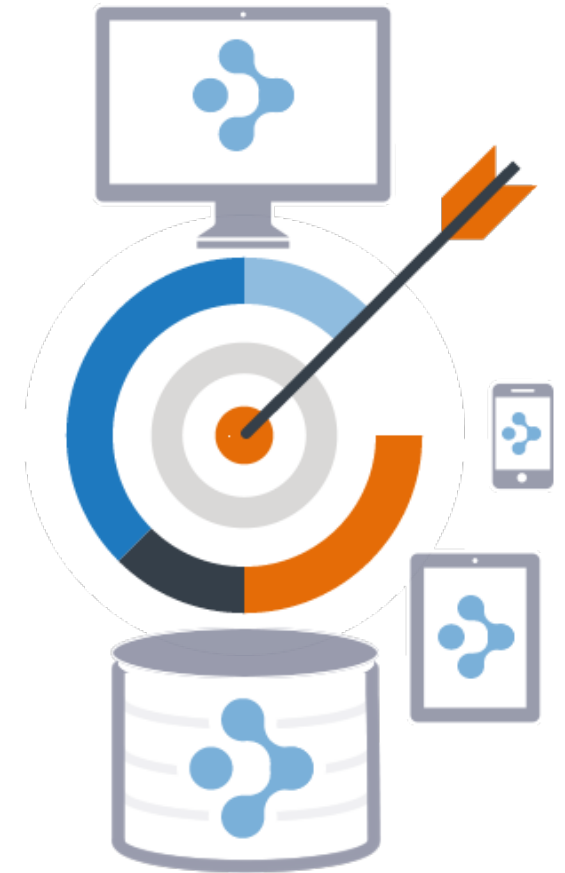
2017



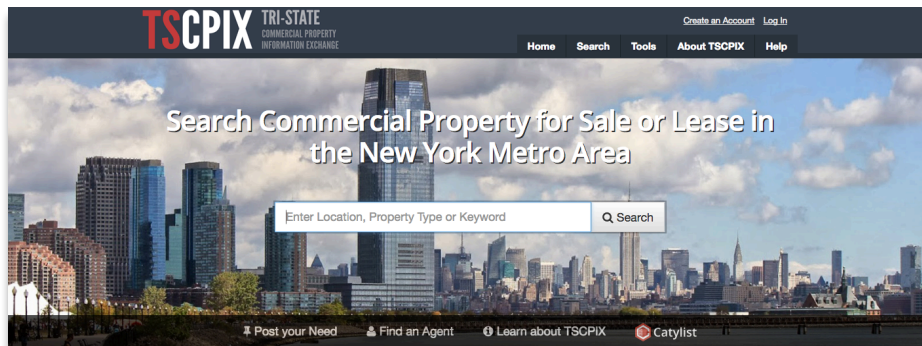
A Little About Us...

RPR's Mission

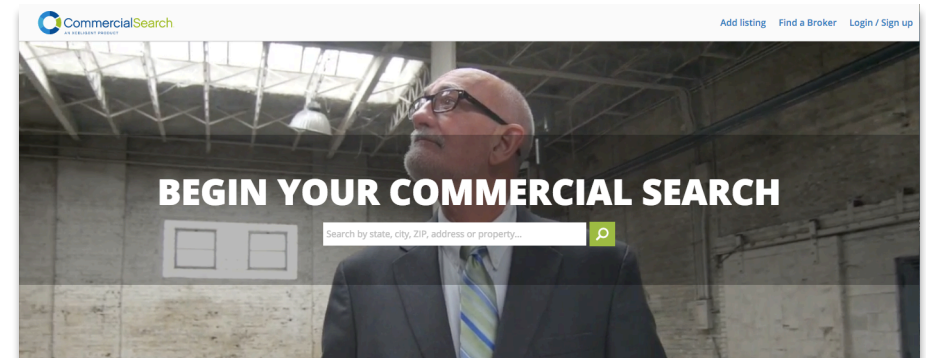
- ✓ Realtor® Exclusive Benefit
- ✓ Provide the Leading Comprehensive Property Centric Database
- ✓ Excel at Research and Analytics
- ✓ Reduce Cost, Save Time and Create Efficiencies



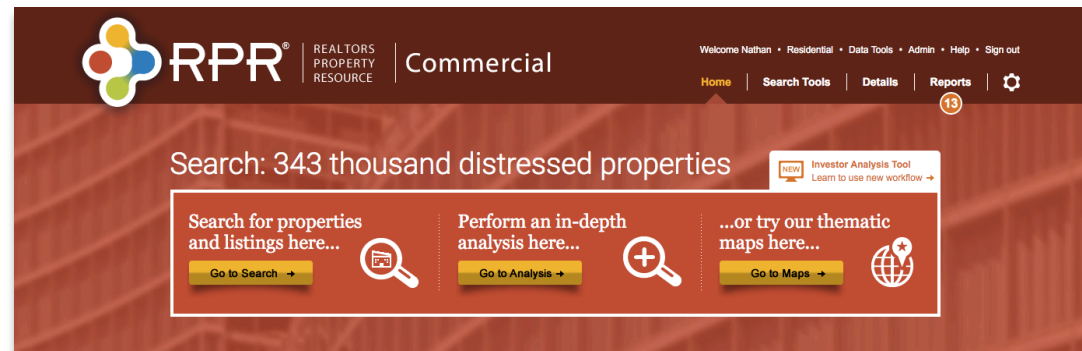
How RPR Commercial Fits



CIE/MLS Platform



Public Facing Platform

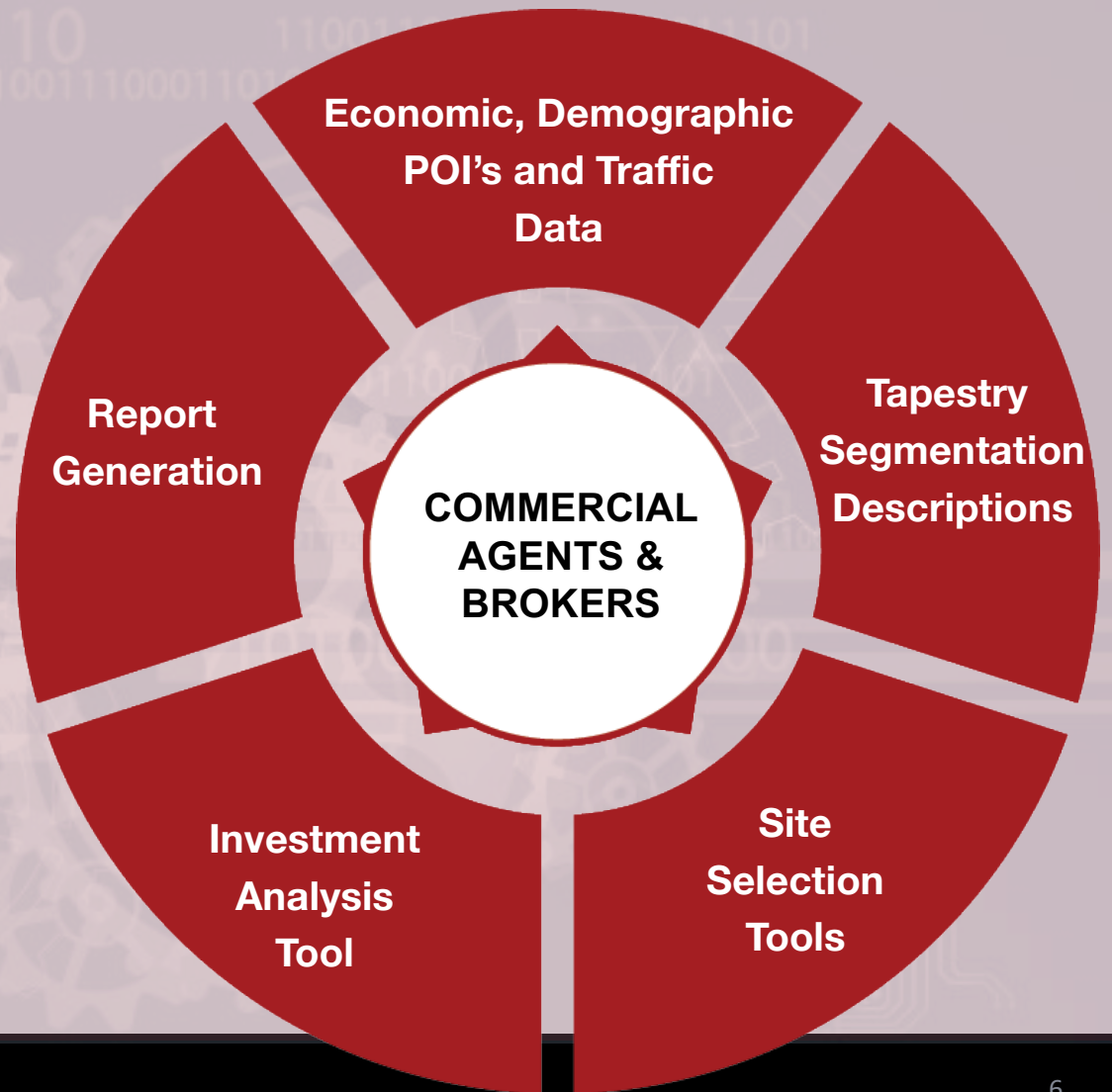


Research/Analysis Platform

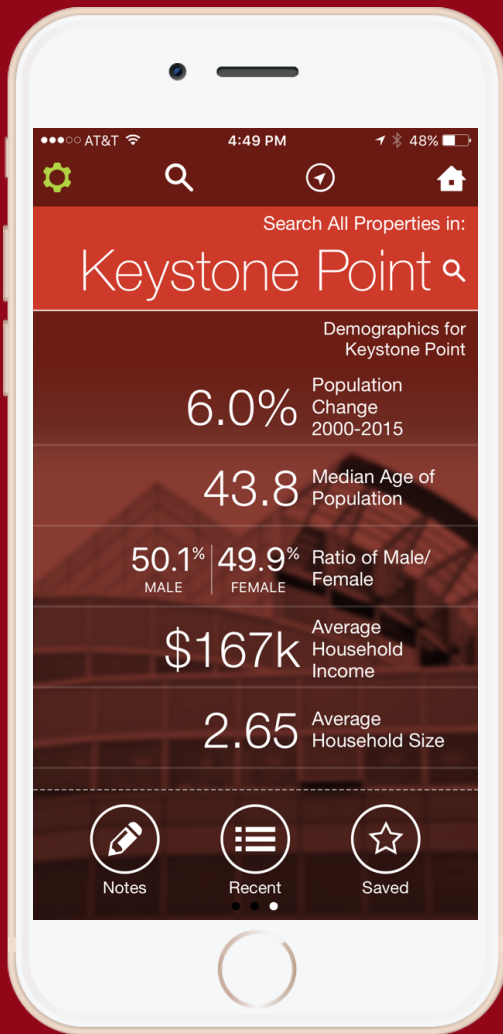


The commercial side
of RPR...

Value Proposition



Mobile Access



- ✓ **Now search Commercial property data**
- ✓ **Access Commercial reporting**
Trade Area reports, Best Businesses Report, and Commercial Property Reports
- ✓ **Download Today**



Learning Resources



Valuing Long Term Real Estate Investments for You and Your Clients

RSVP Now



Creating the Perfect Presentation Package

RSVP Now



3 Key Benefits To Wow Commercial Clients

RSVP Now

“Thank you very much! Awesome info and well presented. Concise and substantive.”



Max Chase, REALTOR®

Century 21 List With Beggins |
Tampa, FL



Trend spotting

Emerging National Trends

- Housing Affordability
- The Graying of America
- Investing in America
- Optionality in Use
- Labor Scarcity & Construction Cost



Emerging Trends in Real Estate®

United States and Canada 2017



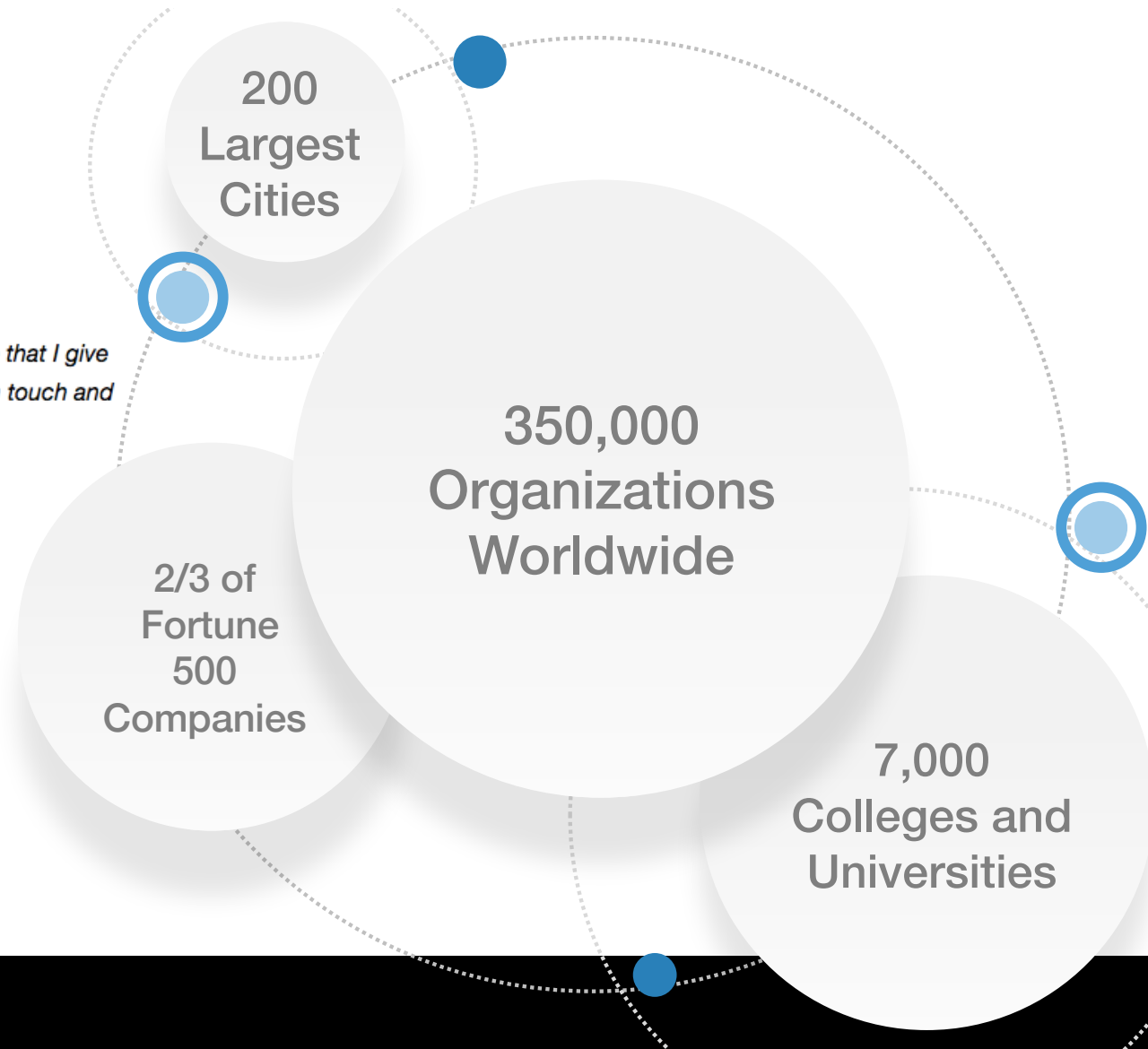
Esri's Data



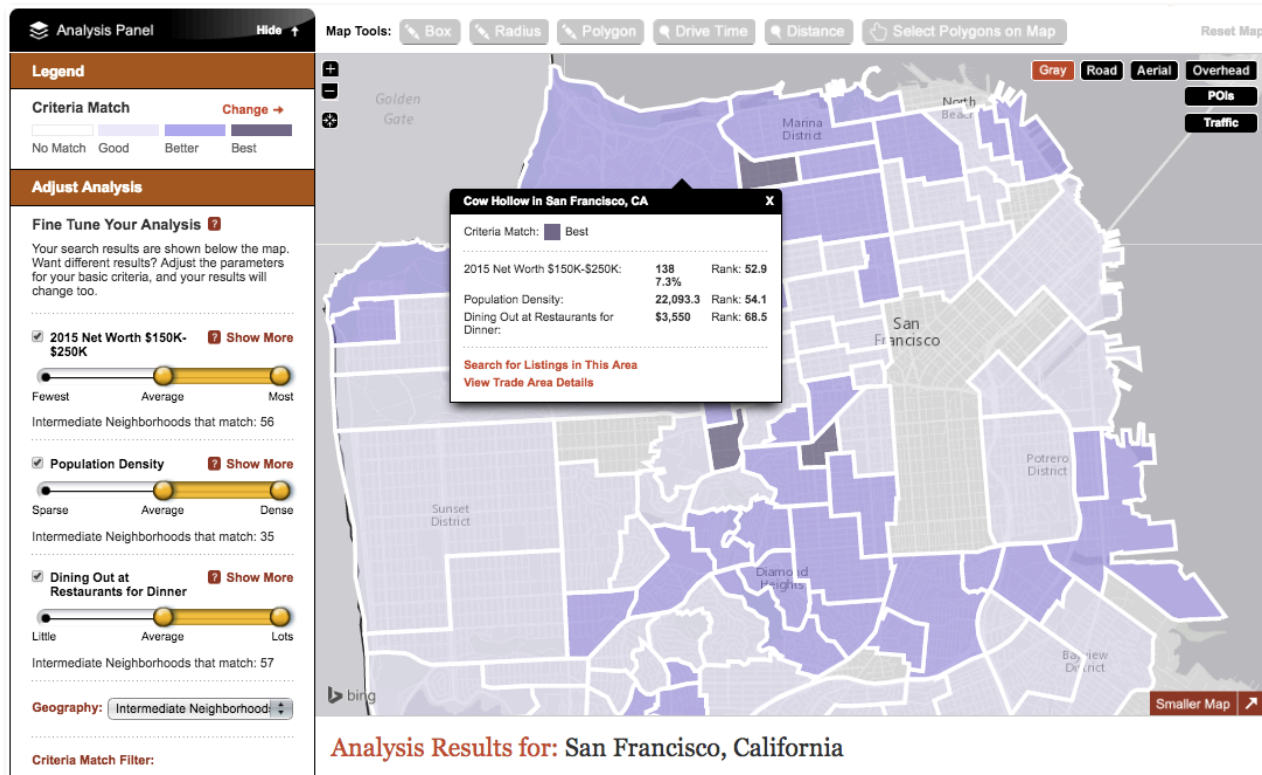
If anything, RPR Commercial confirms the advice that I give my clients. It's backup data – something they can touch and feel. "

Deena Zimmerman
Commercial Broker

Esri Software is
used by...



Site Selection Tools



"Instant access to a tool as powerful as RPR is almost a requirement today as buyers and sellers continue to expect information instantaneously."

Lou Lollo
REALTOR®



TECHNOLOGY • ANALYTICS • INNOVATION

Public Record Data



166
Million
Parcels



17
Million Default
Records



130
Million
Tax Records



162
Million
Deeds



132
Million
Mortgages



"In a rural area, it's really hard to get data in a time where there are fewer sales and values are hard to ascertain. RPR helps me by allowing me to drill down as far as I want."

Syd Machat
Commercial REALTOR®

Investment Analysis

It has been great to transition from Excel spreadsheets to Valuate, where things are more automated and all of my investment analyses are stored in one place.



Garland Harris Jr., REALTOR®
Keller Williams Realty

Property Type: **Retail**

All fields below are required
 You can always edit your deal's details later

Property Name: [50 Park St, Wilmington, NC](#) Scenario Name: [Analysis for 50 Park St, WI](#)
 File Name - 50 Park St, Wilmington, NC 28403 - Analysis for 50 Park St, Wilmington, NC 28403

Square Footage ⓘ	5200 RSF
Purchase Price	\$865,500
Year 1 Effective Gross Revenue ⓘ	\$85,000
Year 1 Operating Expenses and Reserves ⓘ	\$20,000
Annual Growth Rate ⓘ	3.00%

Update these fields now, or leave the default values and update later from within the app:

Fiscal Year 1 Begins	January 1st
	2011
Holding Period	10 years
Loan to Value Pct. (%)	50.00%
Interest Rate (%)	5.00%
Number of Equity Players ⓘ	One

Property Type: **Single-Family Residence**

All fields below are required
 You can always edit your deal's details later

Property Name: [50 Park St, Wilmington, NC](#) Scenario Name: [Analysis for 50 Park St, WI](#)
 File Name - 50 Park St, Wilmington, NC 28403 - Analysis for 50 Park St, Wilmington, NC 28403

Square Footage ⓘ	5200 RSF
Purchase Price	\$865,500
Full-year Holding Costs ⓘ	\$9,000

Update these fields now, or leave the default values and update later from within the app:

Fiscal Year 1 Begins	January 1st
	2011
Holding Period	2 months
Loan to Value Pct. (%)	50.00%
Interest Rate (%)	5.00%
Number of Equity Players ⓘ	One



Let's look at a
scenario...