CoreLogic

Realist Sell Score

New Search Attribute

What is Sell Score?

- Leveraging both public record and proprietary CoreLogic data, the Sell Score uses a unique algorithm developed by CoreLogic data scientists to determine the relative likelihood a property will be listed for sale in the next six months. By assigning each property a clear numerical grade, the Sell Score makes it easy to identify homeowners who are more likely to sell.

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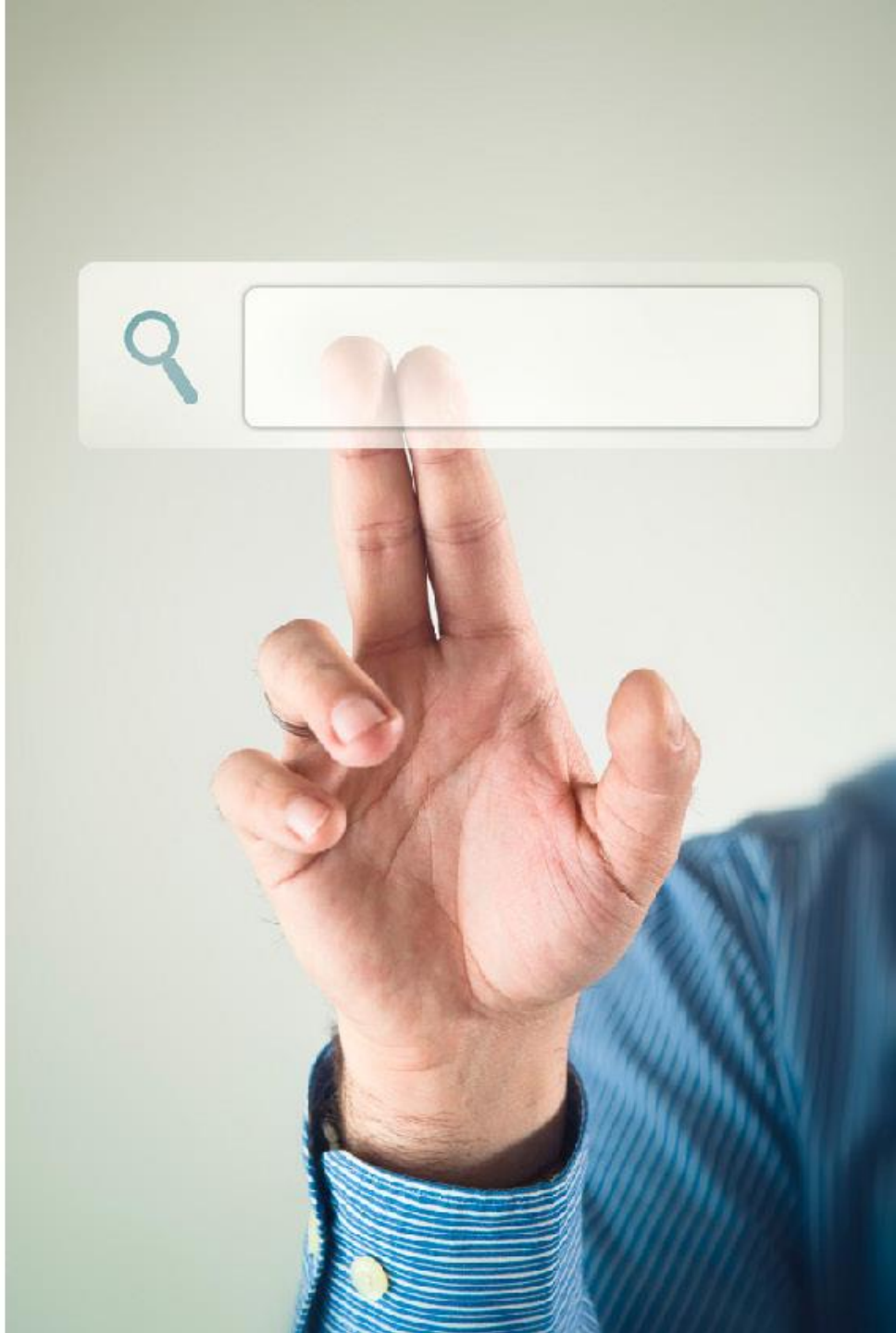
What Exactly is the Sell Score?

- The Sell Score is based on the **CoreLogic Propensity to List model** featuring a numerical value (0-1000) that predicts the relative likelihood a property will be listed for sale in the next six months.

New Sell Score Searching!

- Now, With Sell Score Searching, you can:
  - Make “propensity to sell” a part of any search
  - Use Sell Score just like other search criteria to narrow your search results
  - Set minimum thresholds, search operators, and other standard parameters
  - Generate mailing labels
  - Export results



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The Benefit of Sell Score Insights

- Sell Score Searching makes your marketing efforts more efficient by pinpointing homeowners who are potentially motivated to sell. This makes your prospecting searches more targeted, helping increase the hit rate of your marketing campaigns while saving you time and money.

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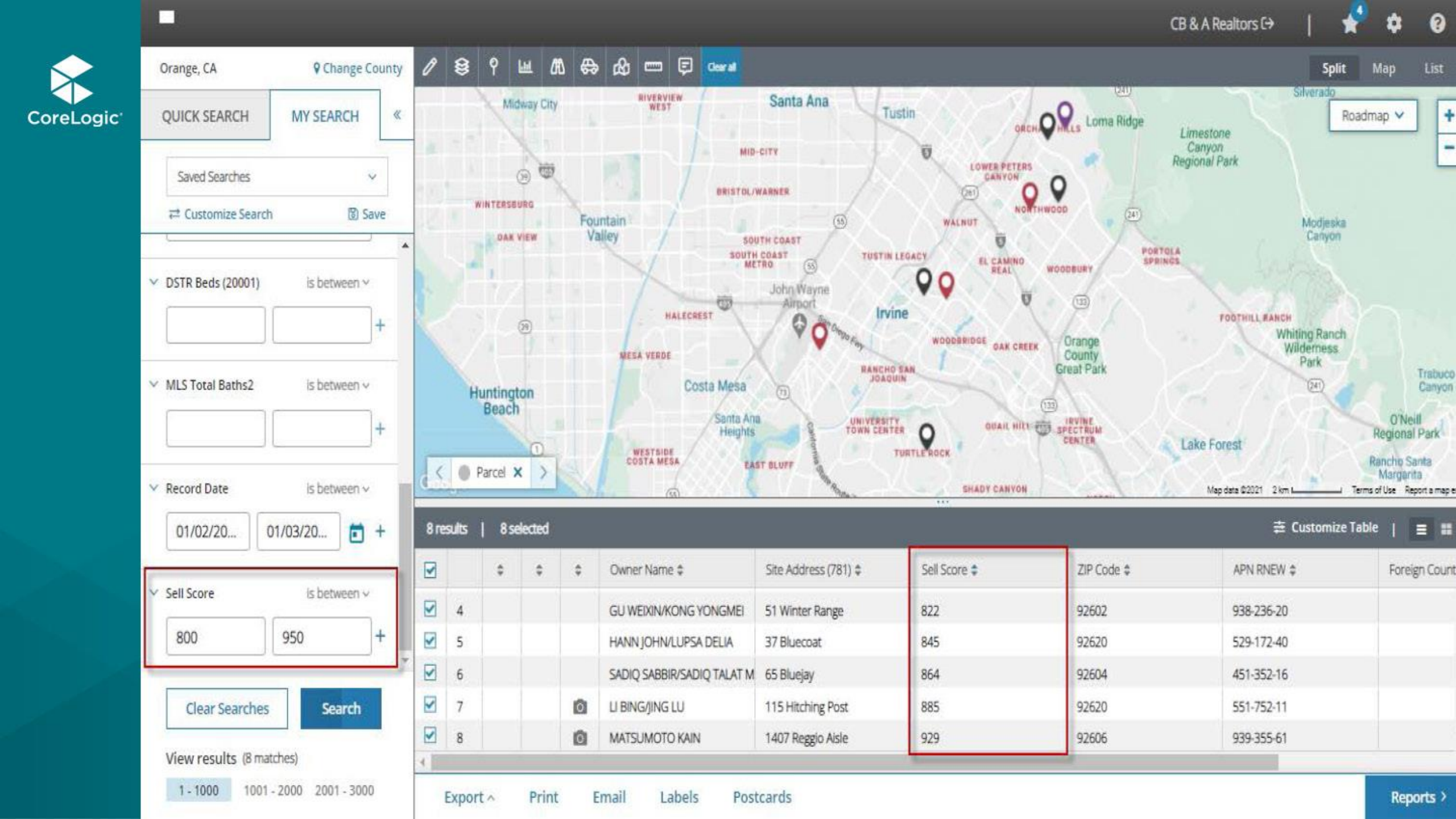

CoreLogic
CB & A Realtors
Orange, CA
Change County
QUICK SEARCH
MY SEARCH
Saved Searches
Customize Search
Save
DSTR Beds (20001)
is between
MLS Total Baths2
is between
Record Date
is between
01/02/20...
01/03/20...
Sell Score
is between
800
950
Clear Searches
Search
View results (8 matches)
1 - 1000
1001 - 2000
2001 - 3000
Clear all
Split
Map
List
Roadmap
Parcel
8 results | 8 selected
Customize Table
Owner Name
Site Address (781)
Sell Score
ZIP Code
APN RNEW
Foreign Count
4 GU WEIXIN/KONG YONGMEI 51 Winter Range 822 92602 938-236-20
5 HANN JOHN/LUPSA DELIA 37 Bluecoat 845 92620 529-172-40
6 SADIQ SABBIR/SADIQ TALAT M 65 Bluejay 864 92604 451-352-16
7 LI BING/JING LU 115 Hitching Post 885 92620 551-752-11
8 MATSUMOTO KAIN 1407 Reggio Aisle 929 92606 939-355-61
Export
Print
Email
Labels
Postcards
Reports

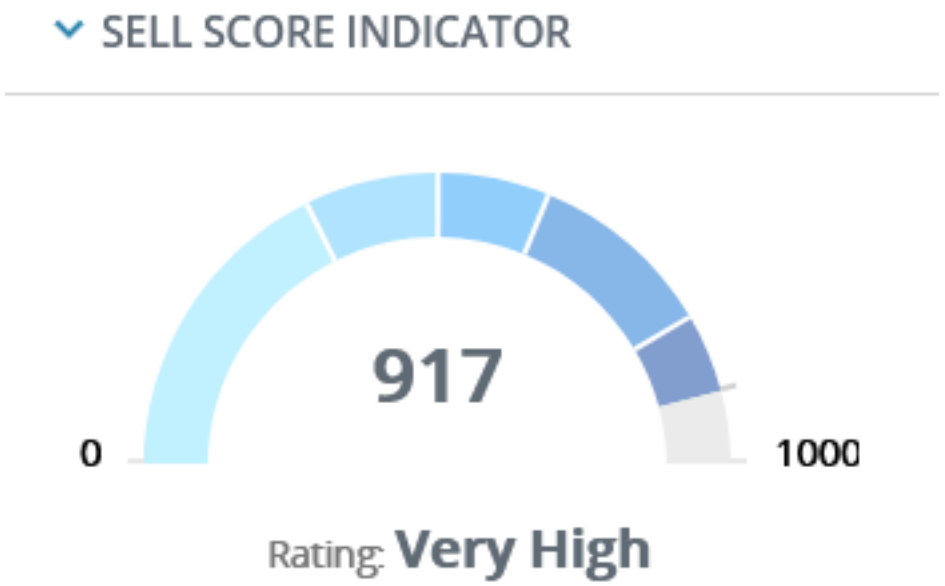
How Do We Use Sell Score?

- Sell Score is now a searchable attribute available under My Search - Customize Search.
- Select the Sell Score attribute (under Customize Search) and add it to your My Search template (saved search).
- Once selected, you can search for properties based on the desired sell score value(s) and ranges
- Then you can download property detail reports, export records, or create mailing labels!

What do the Sell Score Numbers Mean?

- Sell Score Ratings and Values

- Very High: 831-1000
- High: 625-830
- Moderate: 502-624
- Low: 354-501
- Very Low: 0-353



NOTE:

- Unlike other search attributes, the Sell Score can only be used when a single county is selected.
- When multiple counties are selected, the Sell Score attribute is grayed out under Customize Search and cannot be selected.
- If you already added the Sell Score to your search form and go from single county to multiple counties, the attribute will also be grayed out on the My Search form.

Using the Sell Score Search Attribute

In My Search navigate to Customize Search - Sales Information - Sell Score

Select Sell Score and add it into search template and click Save or Apply

Go to the My Search panel and locate the Sell Score attribute

Using the Sell Score Search Attribute

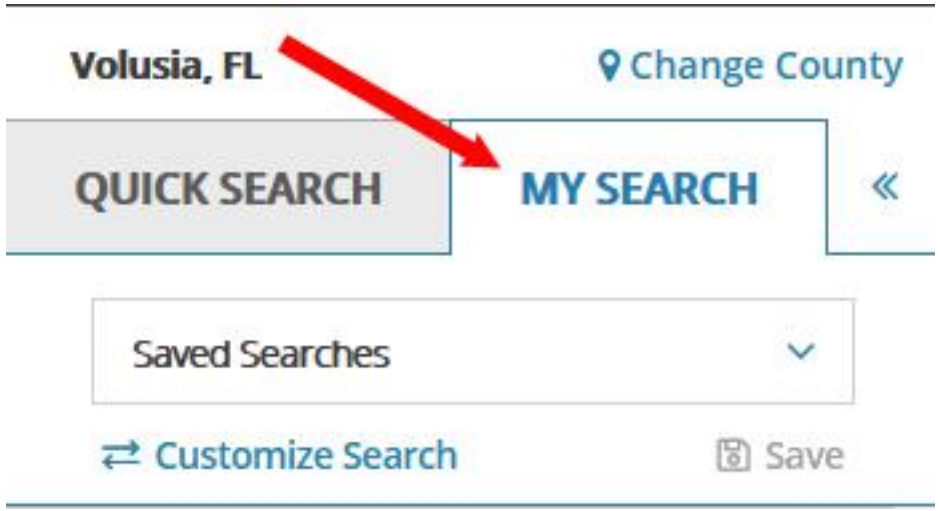
Sell Score attribute can be searched using 1 of 3 search operators:

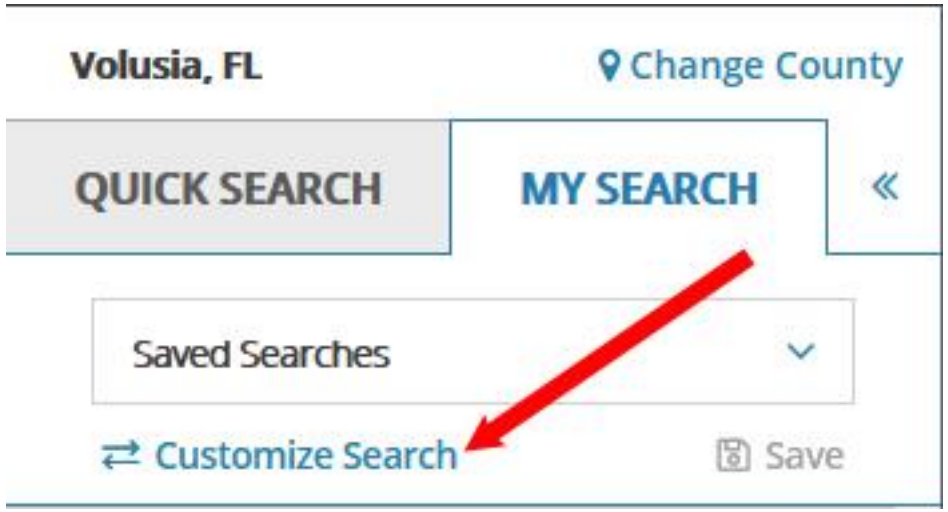
Is = to search for properties with a specific sell score (e.g. Is =750)

Is Between = to search for properties with between two values (e.g. Is Between=750 to 800)

Is Greater Than = to search for properties greater than a specific value (e.g. Is Greater Than=750)

Adding Sell Score to My Search





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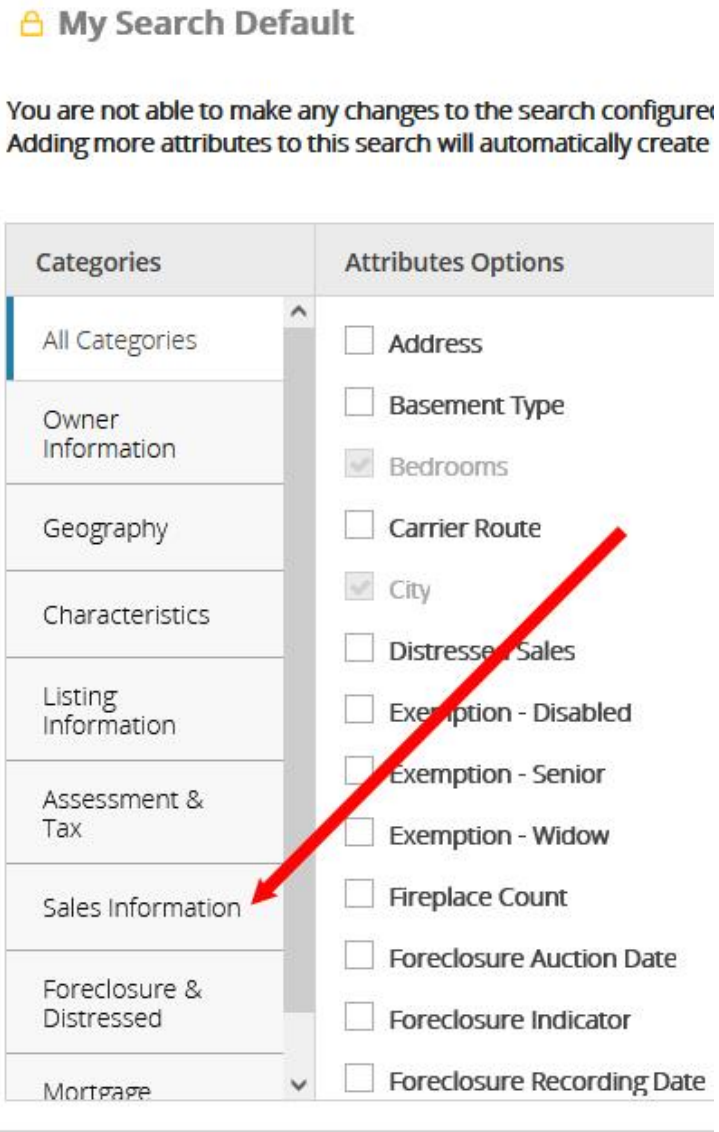

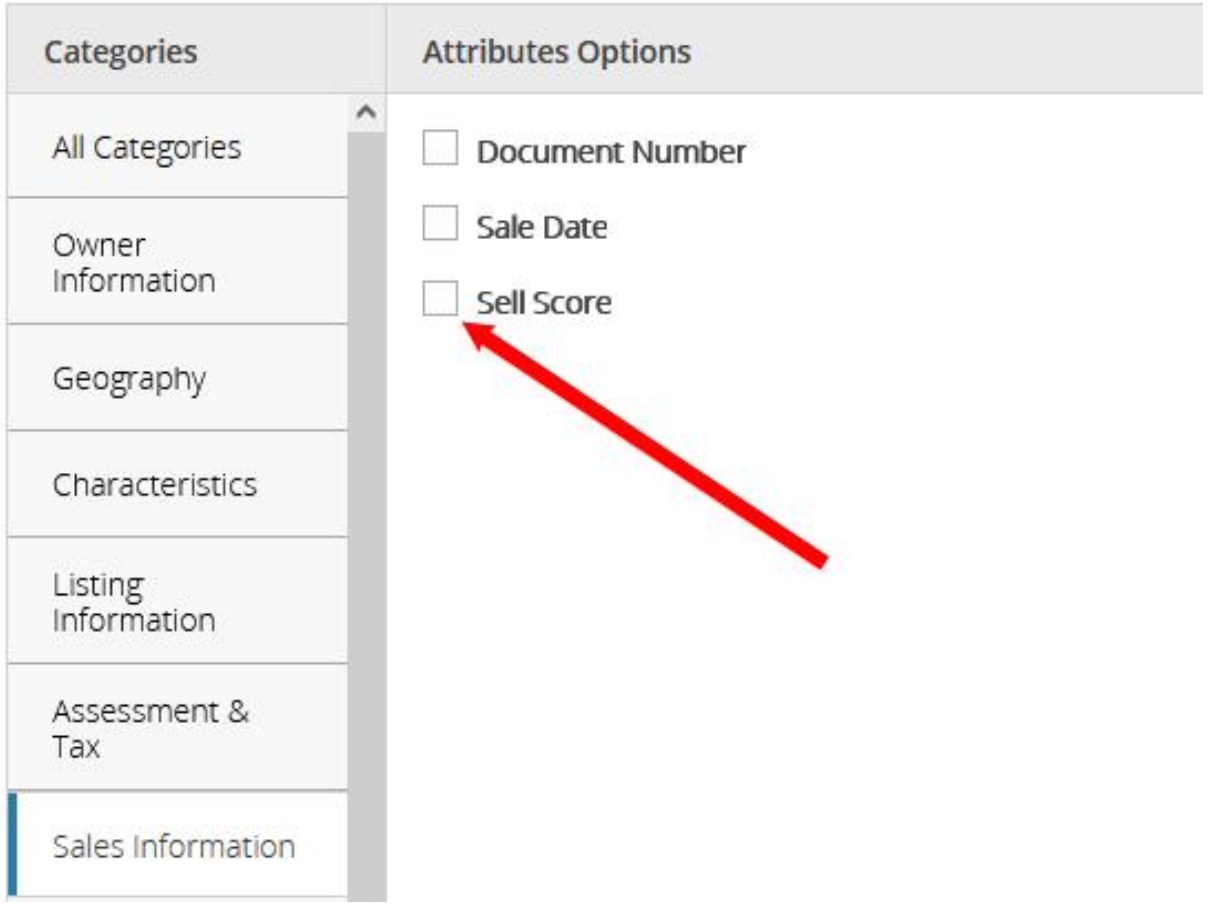

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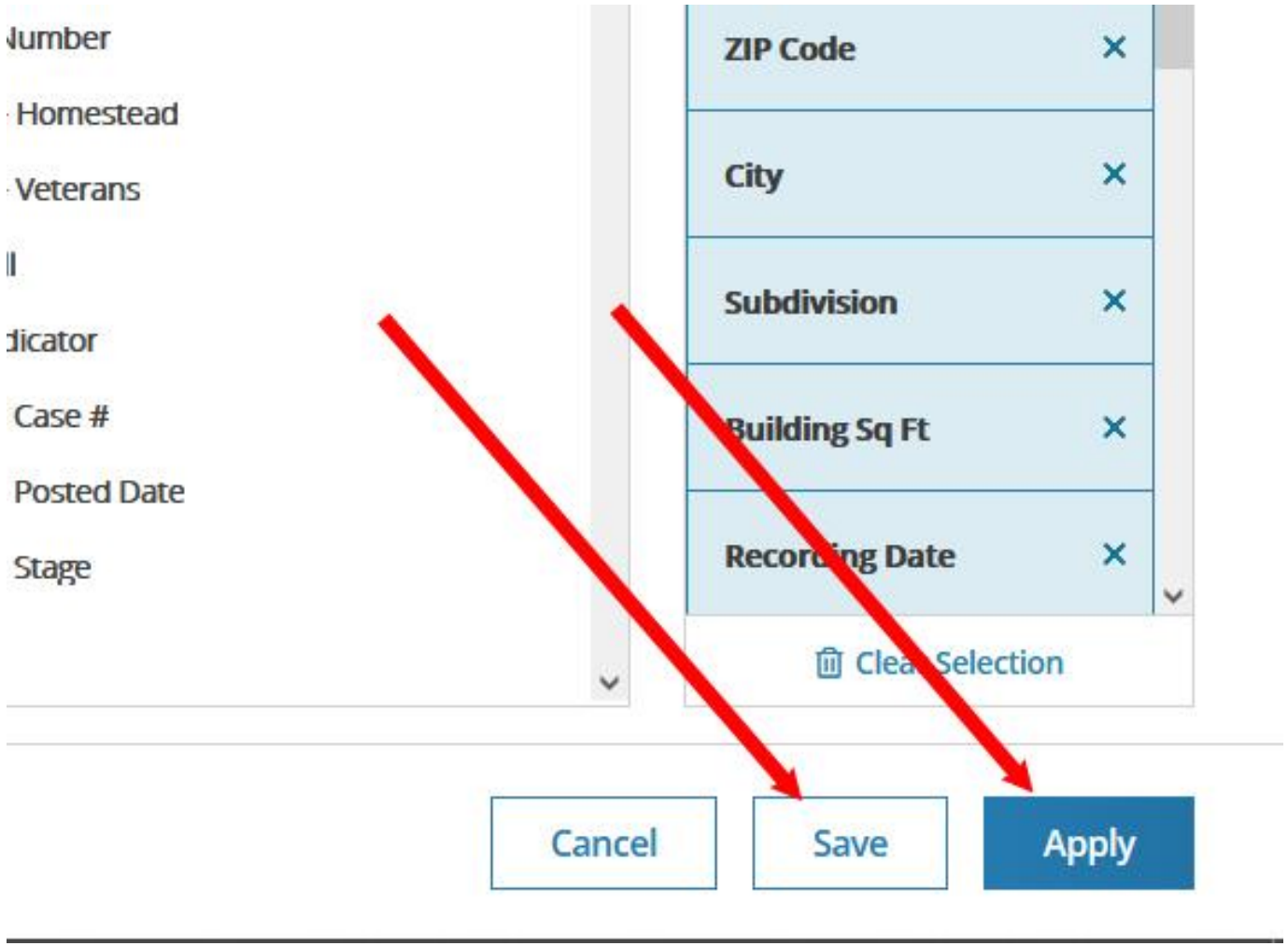

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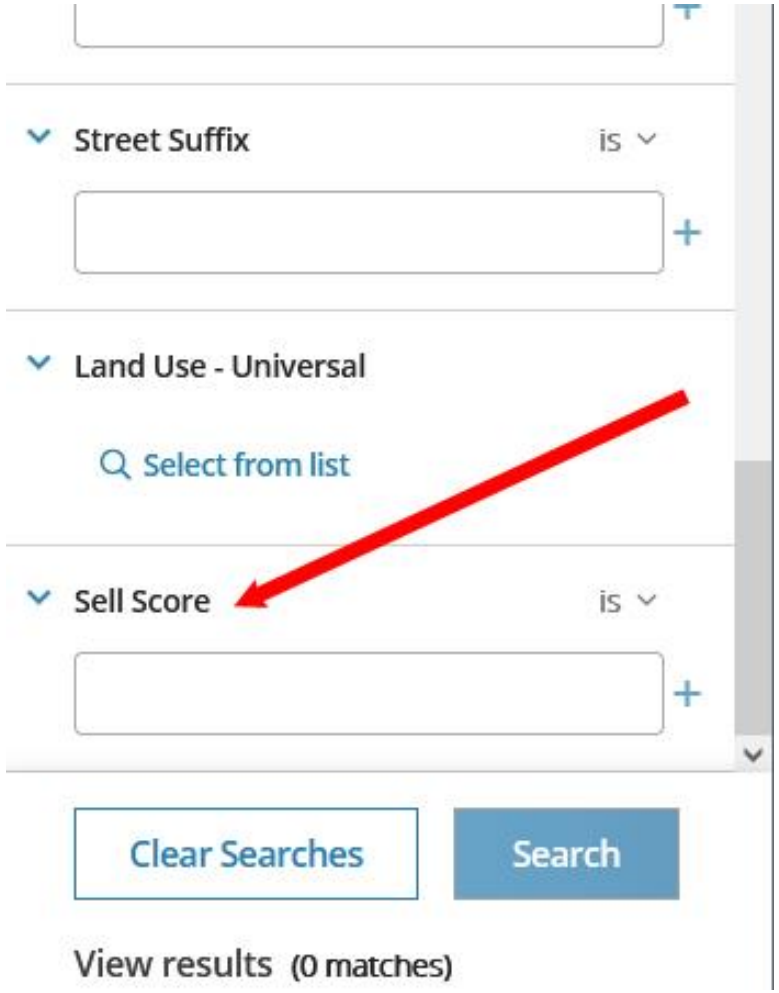
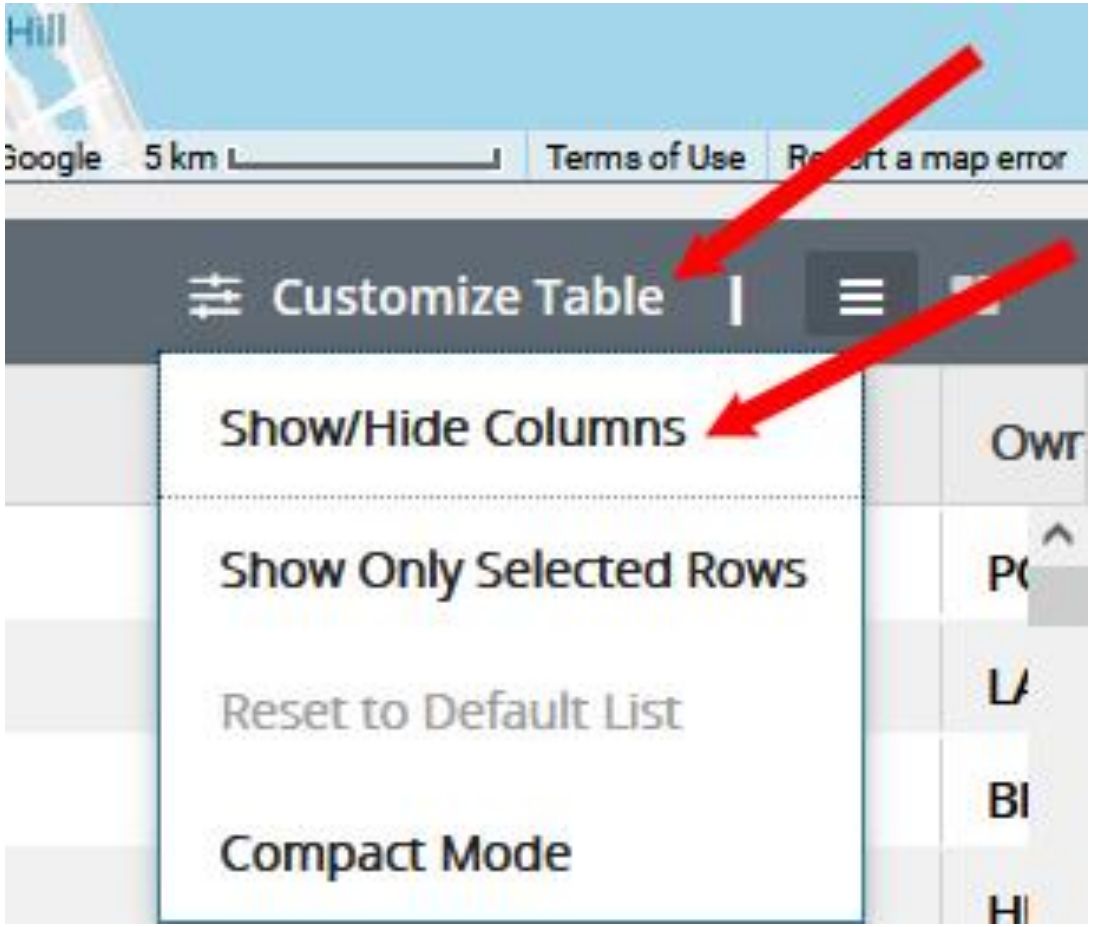


Adding Sell Score to Results Table



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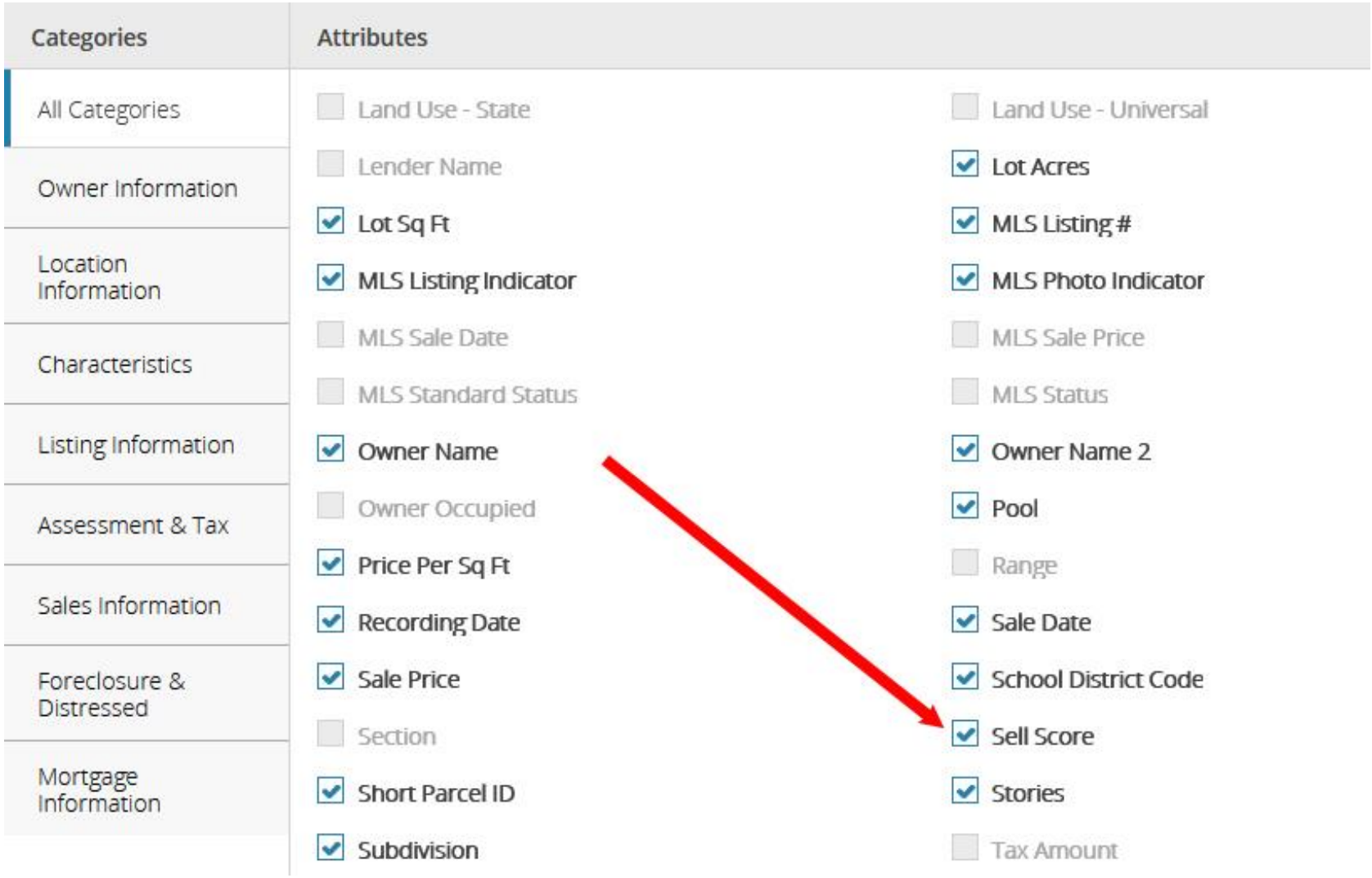

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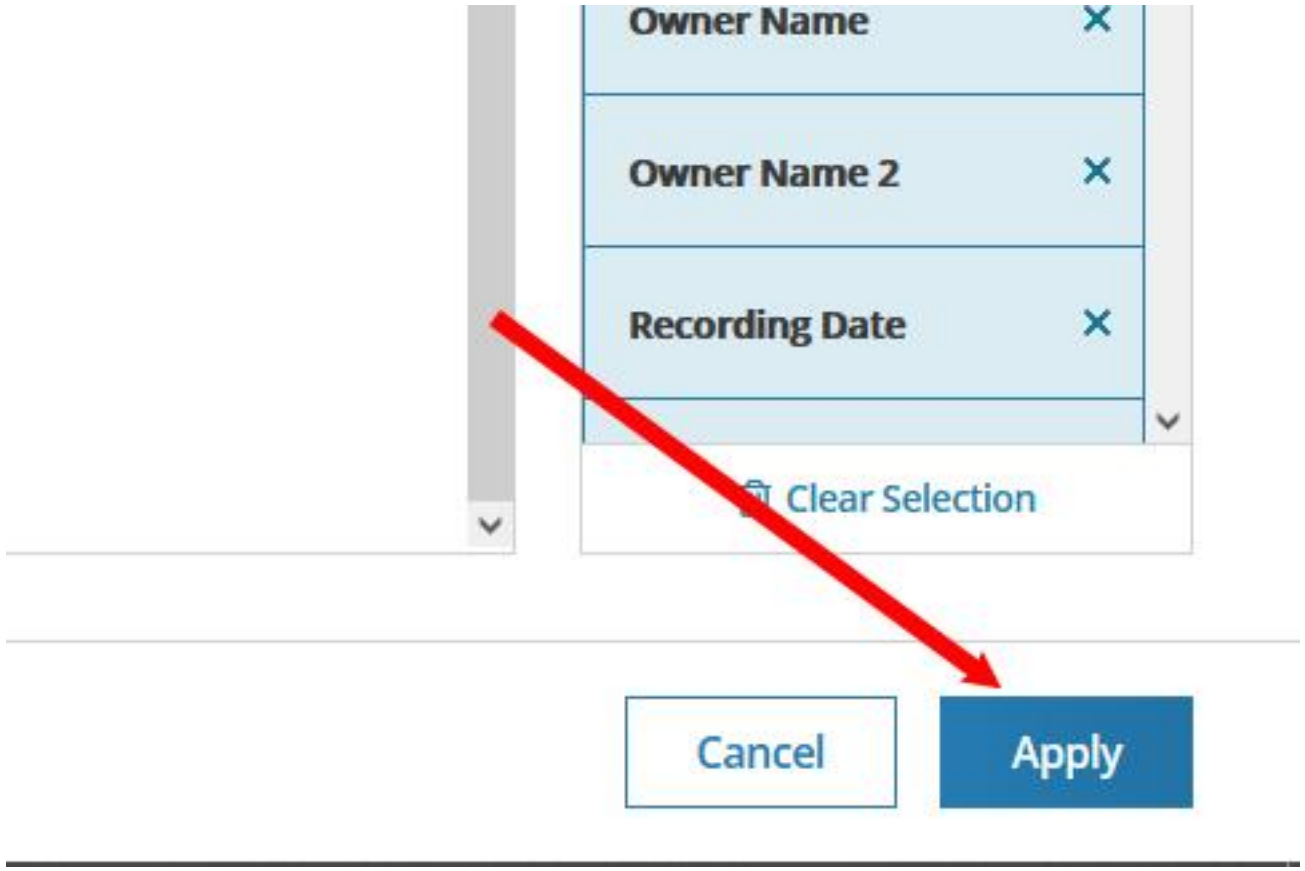

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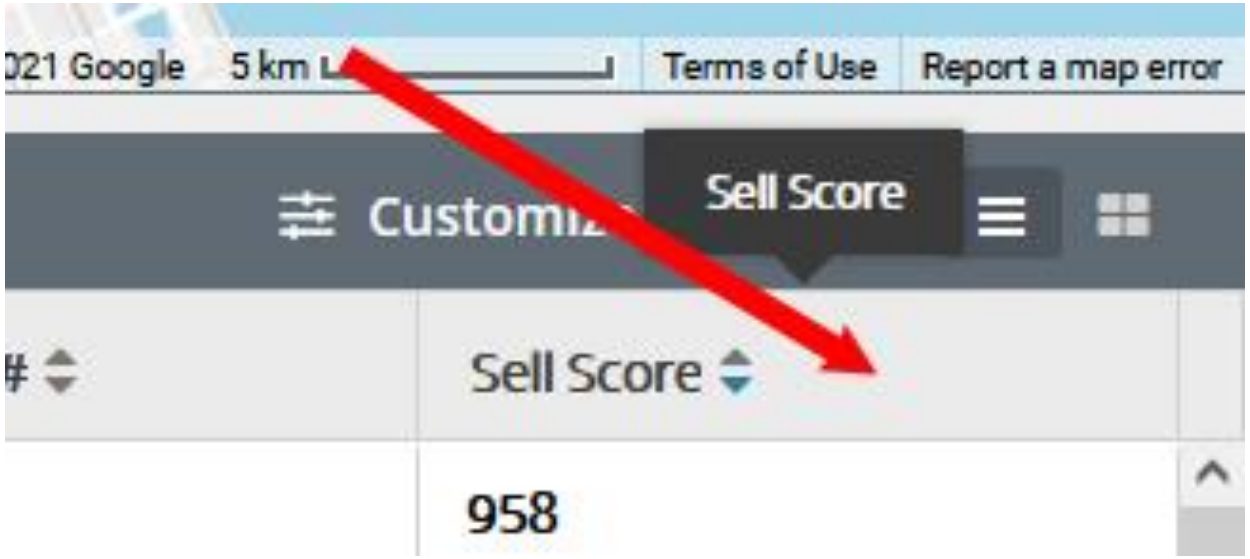


Sell Score will be added to table at the very far right of the table

Left click, hold and drag it to wherever you want!

Adding Sell Score to Results Table

682 results | 682 selected Customize Tabl

Address	ZIP Code	Sell Score
107 Deep Woods Way	32174	958
52 Creek Bluff Way	32174	958
43 Forest View Way	32174	928
35 Creek Bluff Way	32174	921
8 Forest View Way	32174	920
14 Shadowcreek Way	32174	920
119 Deep Woods Way	32174	917
17 Black Creek Way	32174	917

You can sort High to Low by clicking the little arrows!

Realist Desktop Compatibility

Realist is compatible with the latest browser versions supported by mainstream operating systems:

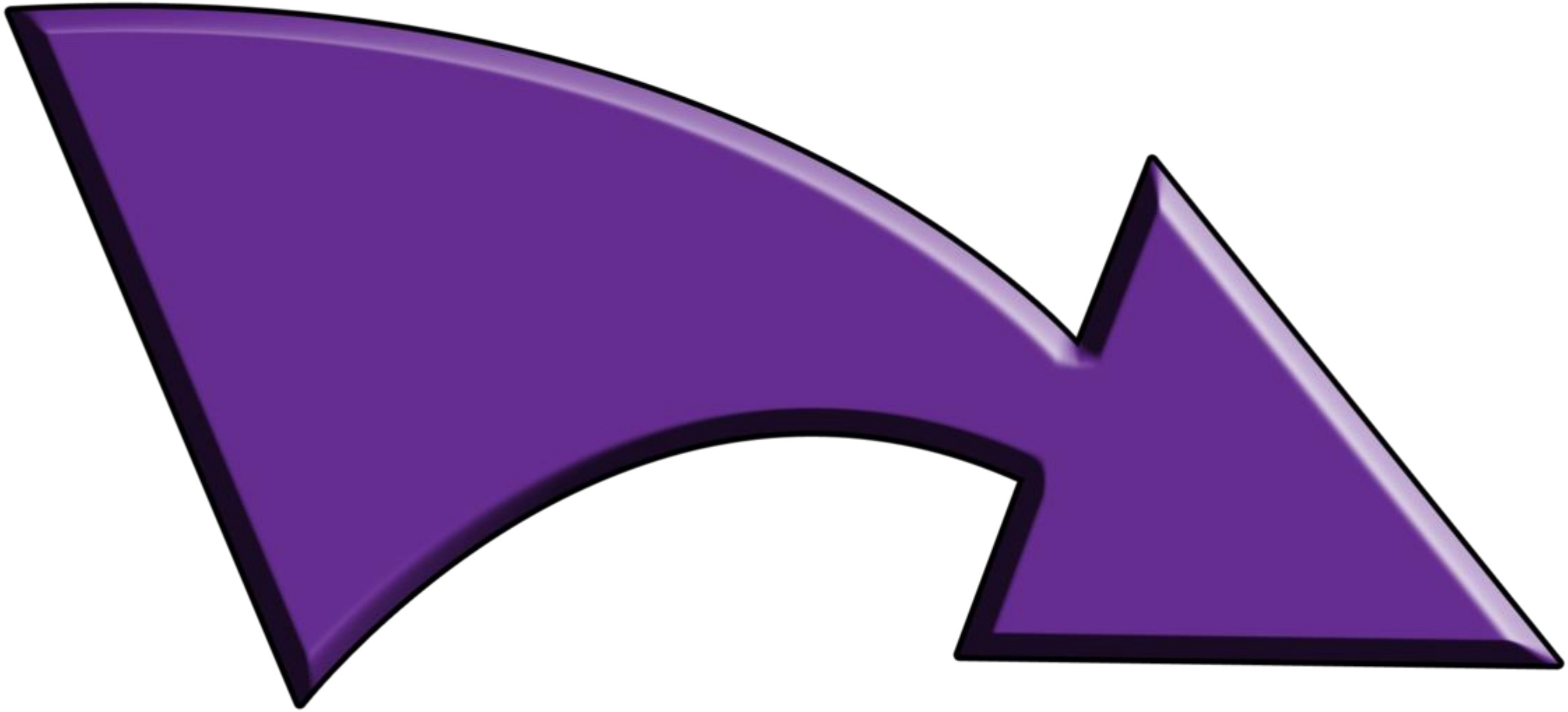
- Edge and Internet Explorer 11
- And the most recent versions of:
  - Safari Desktop
  - Chrome
  - Firefox
  - Android Browser
  - Chrome Mobile
  - Safari Mobile

Realist Mobile Compatibility

- iPad and Android Tablet users should ensure that they are up to date with the most recent version of their browser they can install. Realist Mobile supports the following browsers:
- IOS Safari
- IOS Chrome
- Android Browser
- Android Chrome

Sell Score vs. Reality

All listings in Breakaway Trails listed in last six months with their Sell Score

List Number	Listing Date	Sold/Leased Date	Status	Street #	Street Name	Suffix	SELL SCORE
1079255	1/8/2021	2/17/2021	C	119	Deep Woods	Way	917
1080738	2/17/2021	3/26/2021	C	7	Black Pine	Way	813
1080820	2/20/2021	4/26/2021	C	160	Black Hickory	Way	761
1080949	2/24/2021	3/26/2021	C	30	Circle Creek	Way	813
1081009	2/26/2021	4/6/2021	C	8	Lost Spring	Way	813
1081175	3/2/2021	3/3/2021	C	3	Silver Lake	Way	813
1081180	3/3/2021		A	33	Forest View	Way	669
1081244	3/4/2021	4/14/2021	C	33	Winding Creek	Way	743
1081313	3/5/2021	4/9/2021	C	109	Shadowcreek	Way	813
1081265	3/5/2021	3/23/2021	C	4	Shadowcreek	Way	917
1081480	3/11/2021	5/20/2021	C	71	Shadowcreek	Way	743
1081744	3/19/2021	5/17/2021	C	71	Circle Creek	Way	662
1081863	3/23/2021	5/24/2021	C	47	Circle Creek	Way	743
1081888	3/24/2021	4/23/2021	C	8	Wild Creek	Way	726
1082231	4/1/2021		P	3	Forest View	Way	743
1082365	4/6/2021	5/27/2021	C	184	Black Hickory	Way	769
1082346	4/6/2021	5/27/2021	C	19	Crescent Lake	Way	743
1082630	4/12/2021		P	15	Deep Woods	Way	743
1082736	4/15/2021	6/11/2021	C	86	Tomoka Ridge	Way	743
1082843	4/16/2021	5/20/2021	C	4	Wild Creek	Way	669
1082791	4/16/2021		P	23	Lake Vista	Way	718
1082957	4/21/2021		P	19	Carriage Creek	Way	812
1083231	4/26/2021		P	6	Wild Creek	Way	662
1083374	4/30/2021	5/18/2021	C	40	Carriage Creek	Way	830
1083337	4/30/2021		P	10	Black Hickory	Way	915
1083419	5/3/2021		P	23	River Chase	Way	813
1083569	5/4/2021		P	27	Winding Creek	Way	769
1083690	5/10/2021		P	45	Winding Creek	Way	726
1084075	5/19/2021		P	1	Cross Creek	Way	718
1084406	5/27/2021	6/10/2021	C	22	Carriage Creek	Way	847
1084519	5/28/2021		P	9	Lake Vista	Way	718
1084768	6/4/2021		A	92	Deep Woods	Way	662
1084764	6/4/2021		P	14	Shadowcreek	Way	920
1084852	6/7/2021		P	5	Noble Woods	Way	816
1084980	6/11/2021		A	1	Fawn Pass	Way	669

Let’s Do It!