

## **Zonda**

Study the reports so you understand what information is on them.

**Market Report:** Monthly report to send to borrowers to give them the latest overall summary of the real estate market and economy. This also helps keep individuals up to date in their markets.

**Site Report:** First glance at a site to see if their pricing is realistic and/or determine pricing if they have not provided it. You can price based on new construction and resale. If infill lots, use resale and filter for newer builds. This is also the report where you can build charts showing Project pricing compared to market.

**Monitor Site:** Select a site that is close to subject. Add builder to the notifications, then they will be updated on any changes that are occurring in the market.

**Presale Templates:** – Use Zonda Site Report and Market Report to complete the information on the economy, demographics, and demand.