

LightBox Valuation: Insights


GROW YOUR BUSINESS WITH ACTIONABLE BUSINESS INTELLIGENCE



LightBox Valuation is a revolutionary end-to-end workflow solution that helps valuation professionals win more engagements, research property & market data, write high-quality appraisal reports, and use data to help you grow your business.

Our insights app, fully integrated within LightBox Valuation, delivers, actionable business intelligence data. With data from more than 250,000 valuation assignments awarded per year through the LightBox lender products, **valuation firms have the competitive benchmarking data needed to develop smarter strategies to boost revenue and profit.**

- Compare your internal data with our market-level benchmarks
- Monitor your firm's performance over time
- Find opportunities before your competition and enter new markets
- Improve win rates and grow revenue



**INSIGHTS**  
Win More Appraisal Assignments

**JOBS**  
Manage Your Job Pipeline More Efficiently

**RESEARCH**  
Complete Reports with Speed and Accuracy

**REPORT WRITER**  
Improve Your Reputation for Quality Reports

**CASHFLOW**  
Easy to Use, Robust Cash Flow Analysis



## Improve Operational Visibility With Performance Monitor

- Instantly gain an accurate, up-to-date view of your business performance with breakdowns by customer, location, and property type.
- Ability to save your queries. Set it up once, and run it whenever you need to.



## Increase Bidding Efficiency and Effectiveness with Time of Bid

- Bid quickly and more confidently with a single-screen snapshot of key assignment terms.
- Compare your bidding results to the rest of the LightBox customer network or match the subject property against specific previous bids.

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LIGHTBOX

LOCATE. ANALYZE. ACT.

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## Better Data = Improved Performance

- Combine our benchmarks with your firm's data to gain actionable insights that drive performance.
- Our benchmark data is derived from 250,000+ assignments per year and is exclusive to LightBox Valuation.
- Access metrics around award trends, conversions, pricing, and timing.
- Centralize all of your firm's data in one place.

Summary		Benchmark								
<b>Revenue &amp; Pricing</b>		<b>Opportunity Conversion</b>								
<b>Total \$ Fees</b>	<b>Median \$ Fee</b>	<b># Awards</b>	<b># Bids</b>							
\$985,200	\$2,900	320	968							
Change: +9.2%		Change: +12.5%								
<b>Win %</b>	<b># RFPs</b>	<b>Response %</b>								
33.1%	1,279	75.7%								
	Change: -12.8%									
Attribution By: Customer <b>Property Type</b> Location										
Property Type	\$ Fees	\$ Fees Change	Median \$ Fee	# Awards	Awards Change	# Bids	Win %	# RFPs	RFPs Change	Response %
Office Building/Commercial	\$551,305	+6.6%	\$2,205	506	+16.5%	322	32.9%	426	-23.4%	75.6%
Medical Office	\$284,335	-31.4%	\$2,880	508	-37.8%	262	28.2%	326	-2.1%	85.4%
Condominium (Unit)	\$192,292	+23.6%	\$2,680	393	+13.6%	166	34.7%	127	+9.3%	74.8%
Mixed Use (Office/Retail)	\$91,408	+44.5%	\$3,180	38	+44.4%	78	37.1%	117	-20.5%	85.8%
Other	\$58,202	-25.3%	\$2,625	18	-30.6%	76	23.7%	91	+11.8%	83.5%
Summary Statistics										
Total # of Property Types				13		17		17		-
Median Property Type	\$25,906		\$3,190	6		11	32.9%	15		75.0%

## Dive Deeper with Research Center

- Access robust national data to analyze regional trends in winning fees and turnaround times.
- Explore untapped markets.

# Awards	% Bid Wins Rate	\$ Assignment Fee Range			Accepted Turn Time Range	
		10th Percentile	Median	70th Percentile	10th Percentile	Median
7	28.0%	\$2,330	\$2,420	\$2,635	15	16
32,000+	34.4%	\$2,800	\$2,700	\$3,500	11	15

Year	Address	City	Property Sub-Type	Lender	Bid Fee	Status	Award Fee
2021	416 S S 5th St	Philadelphia	Other	Univest Bank and Trust...	\$2,445.00	Completed	N/A
2021	512 N 52nd St	Philadelphia	Other	Apex Mortgage Corp	\$2,410.00	Won	\$2,410.00
2021	502 South Cedar Lane	Upper Merion	Office Showroom	First National Bank of PA	\$2,325.00	Pending	N/A
2021	664 Ferguson Ave	Biddeford	Industrial-Business Park	First National Bank of PA	\$2,420.00	Won	\$2,420.00
2021	624 Rising Sun Ave	Philadelphia	Other	Univest Bank and Trust...	\$2,125.00	Pending	N/A
2020	6434 Dellen Road	Egg Harbor Township	Warehouse-Storage War...	First National Bank of PA	\$2,795.00	Won	\$2,795.00
2020	678 Point Reading Rd	Ardmore	Mixed Use-Office-Retail...	First National Bank of PA	\$2,220.00	Pending	N/A
2020	1225 Montrose Ave	Bryn Mawr	Other	Univest Bank and Trust...	\$2,735.00	Lost	N/A
2020	220 N 13th St	Philadelphia	Other	Univest Bank and Trust...	\$2,225.00	Won	\$2,225.00
2020	435-437 Old York Rd	Jenkintown	Other	Univest Bank and Trust...	\$2,320.00	Lost	N/A
2020	13 S Highland Ave	Lansdowne	Industrial-Business Park	WSPS Bank	\$1,945.00	Lost	N/A
2020	4244 Spruce Street	Philadelphia	Apartments 4 Units	Univest Bank and Trust...	\$2,285.00	Lost	N/A
2020	4327-29 Coage Avenue	Philadelphia	Apartments 4 Units	Univest Bank and Trust...	\$2,285.00	Lost	N/A