



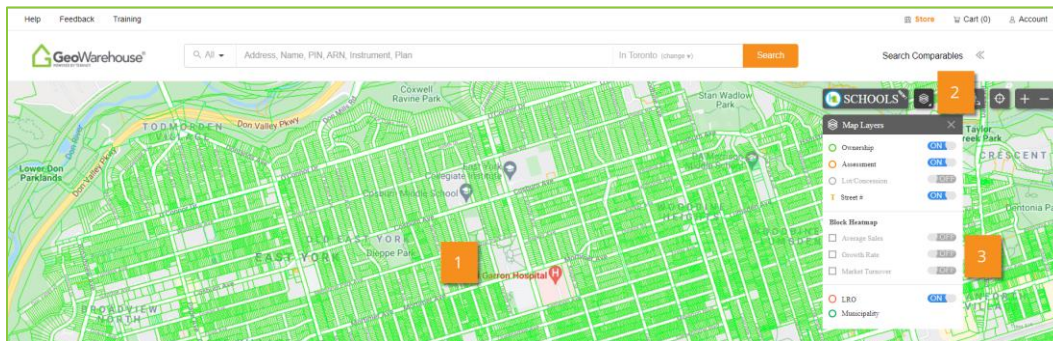
## Tips For Success


### Block Heat Map Layers

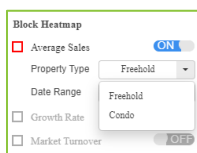
In GeoWarehouse you can view adjustable average sales, growth rate and market turnover heat map layers for residential sold statistics.

To enable a view only map layer:

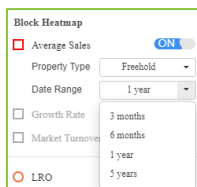
1. Adjust the map to the area of interest.
2. Select the **map layers icon**  from the menu at the top right of the window.
3. Select the **off toggle**  for the desired map layer to turn it on.



4. The menu window will expand. To adjust the property type, select the **down arrow**  and choose from freehold or condo.



5. To adjust the date range, select the **down arrow**  and choose from 3 months, 6 months, 1 year or 5 years.

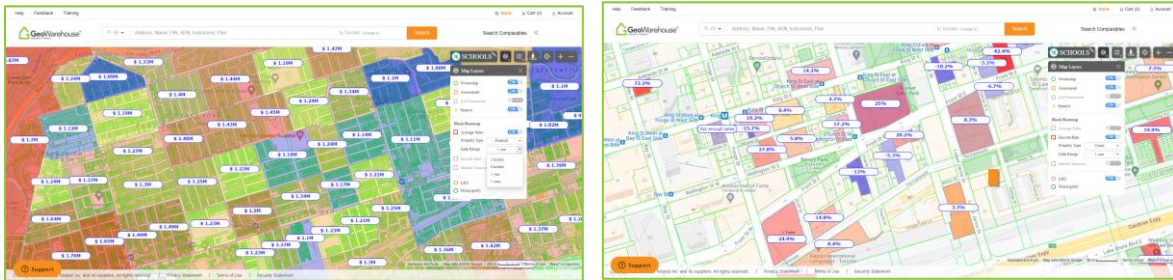


6. The area heat map layer will appear on the screen.

Area heat maps are divided using small geographic areas from Land Registry Block mapping. A Block is the first 5 digits of the unique 9-digit PIN assigned to each automated parcel in Ontario's Land Registry. A Block will typically reflect a local neighbourhood and is separated by major street and railways. The number of individual parcels in a block can vary.

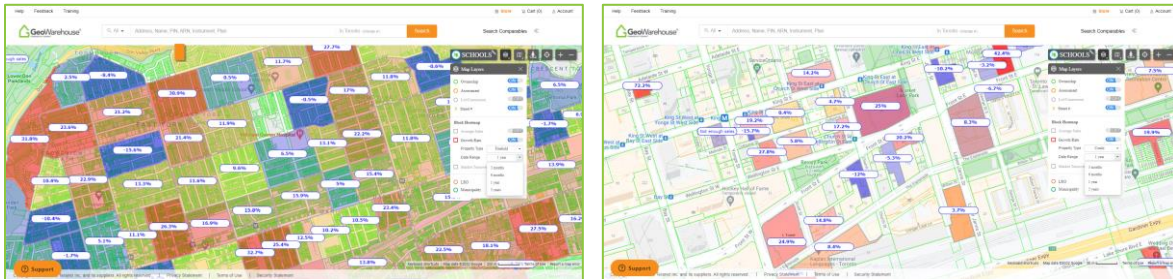
When a layer is selected, each block on the map is colour coded based on the results in the area. The colour range goes from red (highest) to blue (lowest) and the amount or percentage will display in an ellipse in the centre of the block (where available).

**Average Sales** are based on residential sales only. Nominal consideration, non-arms-length, commercial & industrial sales are not included, as they would skew residential calculations.

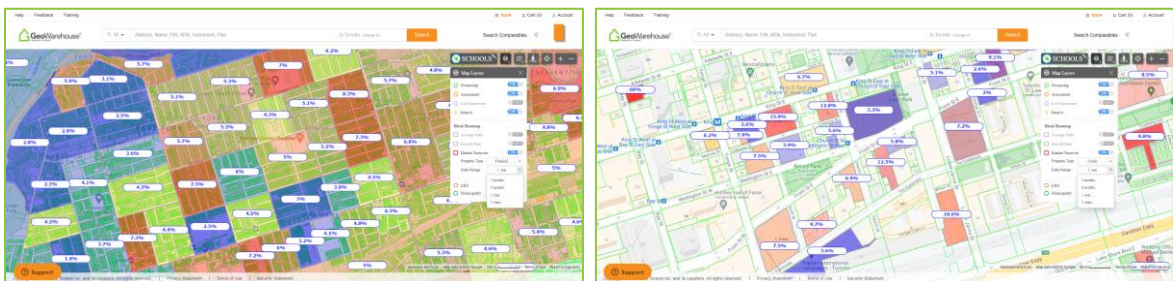


**Growth Rate** represents the growth in average price for the block in the timeframe selected. It is calculated using a comparison of the average sale amount for the timeframe selected.

Area heat maps for growth rate use a conservative approach and requires a minimum number of residential transactions to calculate a valid result. If the minimum number of transactions in each period is not met, the map will not show a result for growth.



**Market Turnover** is the number of sales divided by the number of properties for the date range selected.



If you have any questions, please contact us at [geowarehouse.support@teranet.ca](mailto:geowarehouse.support@teranet.ca).