

Sale Comps

Get the full story behind the sale

CoStar provides a level of information behind a sale that simply cannot be gleaned from public records alone.

In order to value a property or set the best price, you need to know the intricate details that only a combination of court documents, deeds, mortgage applications and other public records can give you. All verified by CoStar researchers who interview principals on both sides of the deal.

As researchers update listings, they maintain a catalogue of over 200 data points about the building: photos, contacts, amenities, previous sales, acreage, and more. This information becomes paramount when a sale is recorded, allowing our researchers to provide you all of the details of the building that impact value. This process allows us to deliver sale comps with full details faster than anyone in the industry.

360 degree view of the sale

CoStar gathers together these vital elements for all its sale comparables, setting us apart from any other source. In fact, CoStar's third party research approach satisfies Appraisal Independence Requirements and is used by the FDIC, the Federal Reserve and thousands of appraisers across North America.

\$7 trillion worth of sale transactions recorded

"The comprehensiveness of the CoStar product, particularly with the sale comparable information — you cannot mimic that with another data source."

Sherry Watkins, Integra Realty Resources

2.6 million sale comps

office, industrial, retail, multifamily, hospitality, and land

You can eliminate the time involved valuing properties using the sale comparison approach. With CoStar, you can identify the right comps based on having access to all facets of the deal and comprehensive property information.

360 degree view

on every property – including 2.1M true owners

With CoStar you get so much more than just the sale record. Our researchers review every public record and interview all parties to get a complete view of the transaction, allowing you to know the intention of both parties.

195 comp data points

on the sale and the property

You will have all the information on the property that sold, allowing you to remove outliers and select true competitive sets. Included in the detail are size, units, rooms, acres, age, ceiling heights, zoning, and tenant mix, among other attributes, that give you everything you need to present clear evidence of a competitive sale.

3.4 million tenants

in-place tenants captured at time of sale

In addition to transactional and property information, CoStar Sale Comps include detailed tenancy information on single & multi-tenant property transactions. Having access to the in-place tenants when the building was sold provides greater context and insight into the dynamics of every deal.

Historical information

30 years of data

CoStar has been researching the market for more than 30 years and consequently is in a unique position to share historical transactions. You will be able to leverage insights on prior deals, performance, income, historical rents, occupancy, leasing activity, demographics, and tenants – to offer the best advice.