

K-12 Value-Add School Ratings. A more balanced view of school quality for your buyers. A new tool to help win and sell listings.

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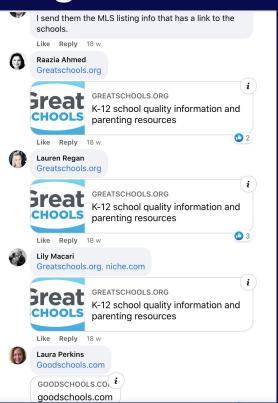




When buyers ask "where are the good schools?", many realtors refer their clients to sources of information so clients can decide for themselves.

Realtors refer their clients to GreatSchools.org





How is SchoolSparrow Different?

We account for the largest influencer of test scores: parent income.

A child's test scores are 70-80% attributed to the affluence of the child's parents.

Atlanta Journal-Constitution Article

Ratings that don't take into account parent income describe affluence more than school quality.





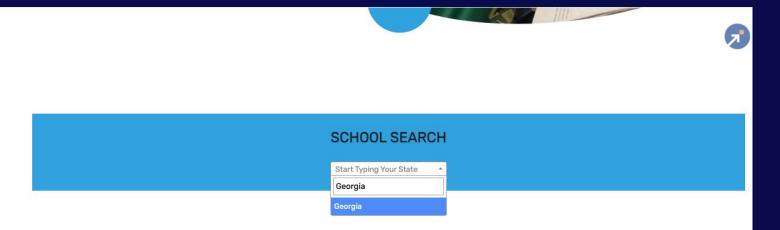
- Value-Added Method
- Accounts for Parent Income

Measures School Influence

- Proficiency Method
- Does not account for Parent Income
- Measures Affluence

Which method is better? Answer: neither. It's up to your client to decide which method makes sense for their family.

1. Enter your state

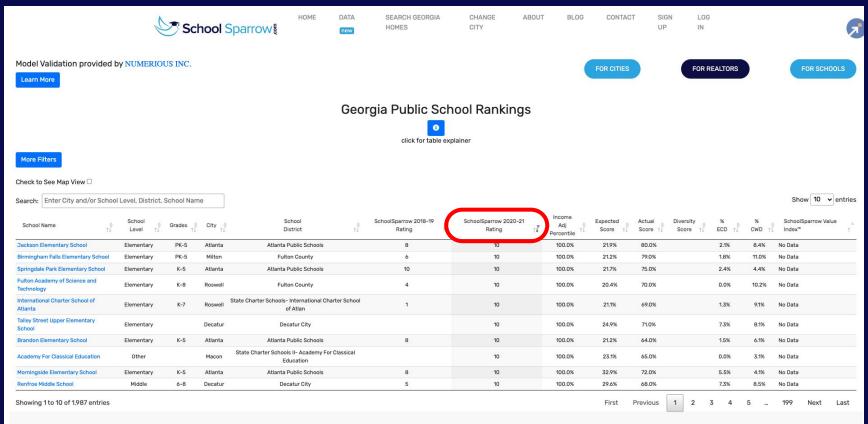


PROFICIENCY OR VALUE-ADD? YOU DECIDE

Did you know there is more than one way to evaluate test scores as an indicator of school quality? Today's ratings utilize the Proficiency Model. SchoolSparrow is different because we utilize the Value-Add Model.

The proficiency model compares raw test scores between schools, and ratings are calculated based on how a school compares to the average test score for the state in which the school is located. For example, if Illinois has an average test score of 57 (57% of the students are deemed proficient), then, generally speaking, schools that have average test scores above 57 will have higher rating schools with scores below 57 will have lower ratings.

2. This table shows all the schools in the selected state. Our ratings are highlighted below.



3. Use the Search bar to narrow down by school district, city or county.

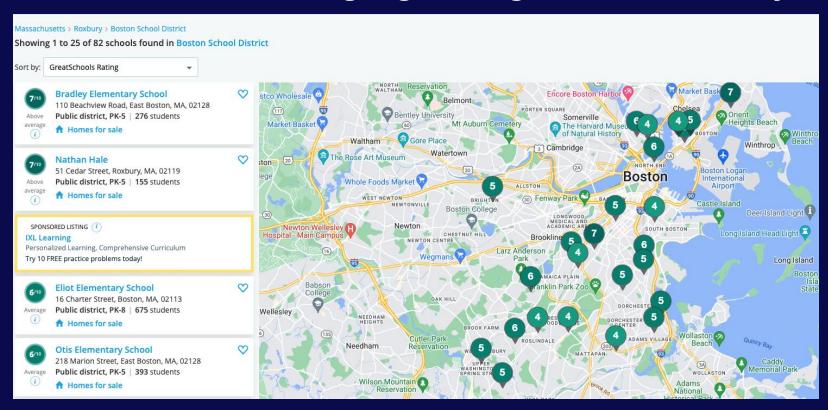
Georgia Public School Rankings click for table explainer More Filters Check to See Map View Search: Atlanta Public School × Income School School School SchoolSparrow SchoolSparrow Expected Actual Diversity City Grades Adi Level District 2018-19 Rating 2020-21 Rating Score Score ECD Name Score Percentile Atlanta Public Jackson Elementary PK-5 Atlanta 8 10 100.0% 21.9% 80.0% 2.1% Elementary School Schools Springdale Park Atlanta Public 10 Elementary K-5 Atlanta 10 100.0% 21.7% 75.0% 2.4% Elementary School Schools Brandon Atlanta Public 10 K-5 Atlanta 8 100.0% 21.2% 64.0% 1.5% Elementary Elementary School Schools Morningside Atlanta Public K-5 8 10 100.0% 32.9% 72.0% 5.5% Elementary Atlanta Elementary School Schools David T Howard Atlanta Public Middle 6-8 Atlanta 10 100.0% 31.4% 63.0% 7.0% Middle School Schools Atlanta Atlanta Public Middle 6-8 Atlanta 10 99.0% 34.6% 62.0% 11.1% Neighborhood Schools Charter - Middle Rivers Elementary Atlanta Public PK-5 4 10 99.0% 26.6% 52.0% 19.9% Elementary Atlanta School Schools Smith Elementary Atlanta Public 10 99.0% 33.7% 59.0% Elementary K-5 Atlanta 6 19.7%



Add Value to Your Buyer's Search.

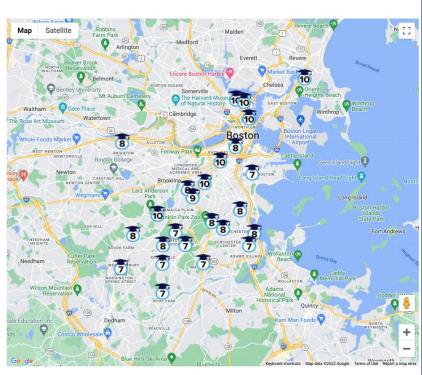
- Uncover underrated schools
- Create school tours that otherwise would not happen
- Increase opportunities to live close to work (quality of life)
- Establish yourself as trusted advisor

Boston has 2 "good" elem schools. Parents moving to Boston end up in the suburbs with long commutes seeking high ratings and affordability.



Boston has over 25 highly rated schools according to SchoolSparrow. Some parents will locate closer to work, gaining more time with family.

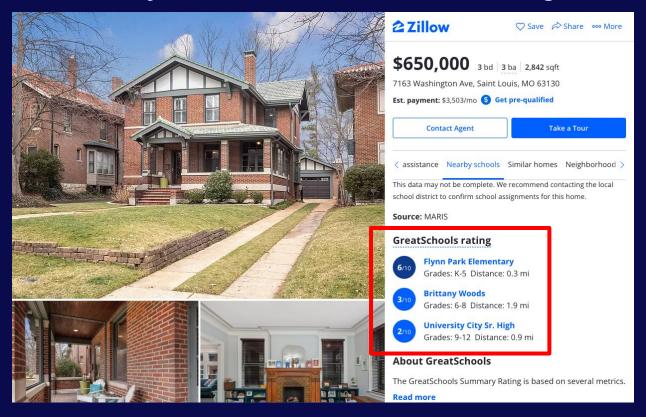
| Search: | boston elementary | | | | | |
|------------------------------|---------------------|----------------------|----------|------------------|--|-------------------------|
| School N | lame | ↑\$ School Level ↑\$ | Grades 1 | City †# | School District | SchoolSparrow Rating |
| Nathan Ha | le | Elementary | PK-5 | Roxbury | Boston | 10 |
| Manassah E Bradley Eler | | Elementary | PK-5 | East Boston | Boston | 10 |
| Eliot Elementary | | Elementary | PK-8 | Boston | Boston | 10 |
| Warren-Prescott | | Elementary | PK-8 | Charlestown | Boston | 10 |
| Joseph P Manning | | Elementary | PK-5 | Jamaica Plain | Boston | 10 |
| Harvard-Kent | | Elementary | PK-5 | Charlestown | Boston | 10 |
| Joseph J Hurley Elementar | | Elementary | PK-8 | Boston | Boston | 10 |
| Ellis Mendell Eleme | | Elementary | PK-5 | Roxbury | Boston | 9 |
| John F Kennedy | | Elementary | PK-5 | Jamaica Plain | Boston | 8 |
| Richard J Murphy | | Elementary | PK-8 | Dorchester | Boston | 8 |
| O W Holmes | | Elementary | PK-5 | Dorchester | Boston | 8 |
| Lyon K-8 | | Elementary | K-8 | Brighton | Boston | 8 |
| Charles Sumner | | Elementary | PK-5 | Roslindale | Boston | 8 |
| Lyndon | | Elementary | PK-8 | West Roxbury | Boston | 8 |
| Mather | | Elementary | PK-5 | Dorchester | Boston | 8 |
| Bridge Boston Charter School | | Elementary | PK-7 | Dorchester | Bridge Boston Charter School (District) | 8 |
| Josiah Quincy | | Elementary | PK-5 | Boston | Boston | 8 |
| Michael J Perkins | | Elementary | PK-5 | South Boston | Boston | 7 |
| Henry Grew | | Elementary | PK-5 | Hyde Park | Boston | 7 |
| KIPP Acade School | emy Boston Charter | Elementary | K-8 | Mattapan | KIPP Academy Boston Charter School (District) | 7 |
| Joyce Kilmer | | Elementary | PK-8 | West Roxbury | Boston | 7 |
| Dennis C Haley | | Elementary | PK-8 | Roslindale | Boston | 7 |
| Boston Tea | achers Union School | Elementary | PK-8 | Jamaica Plain | Boston | 7 |
| Thomas J Kenny | | Elementary | PK-5 | Dorchester | Boston | 7 |
| George H Conley | | Elementary | PK-5 | Roslindale | Boston | 7 |



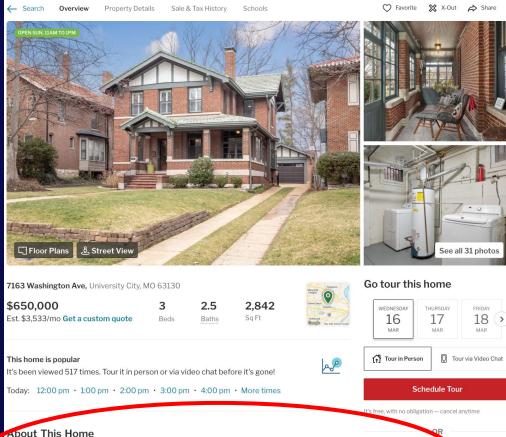


Get more listings, sell homes faster

What Buyers See on Real Estate Search Engines



The 6 rating will deter many parents from touring this home.



Start an Off

(314) 370-1921



But this school has a 10 rating on SchoolSparrow! Subscribed Realtors have an unlimited license to indicate the SchoolSparrow rating in the listing description using Fair Housing compliant language.

Buyers get a more balanced view of school quality.

Agents demonstrate they are doing everything possible to sell their client's home. Pointing this out to sellers will result in more listings.

About This Home

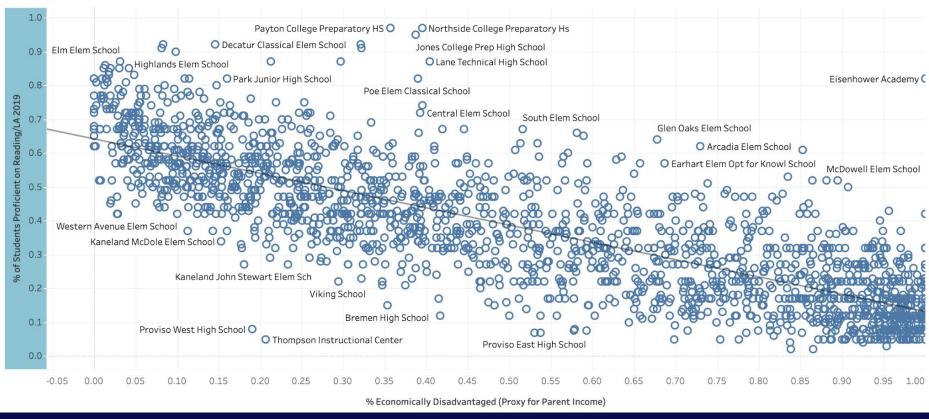
Near Flynn Park Elementary, Rated a 10/10 by SchoolSparrow.

Yes, it is THAT ONE. The home that you've admired for so long is now calling your name, opening it's doors and waiting to embrace and welcome you! From it's storybook exterior with full front and side porch, charming green tile gabled roof and tremendous yard, this home only gets better as



Questions?

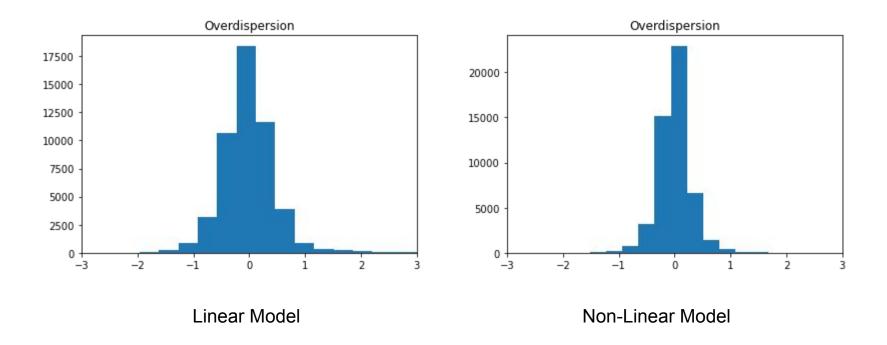
Chicago Metro - All Schools



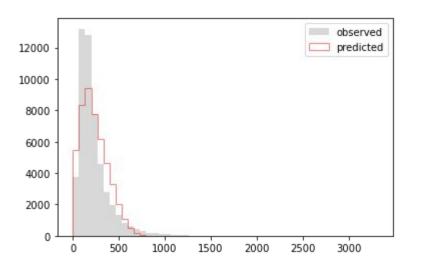


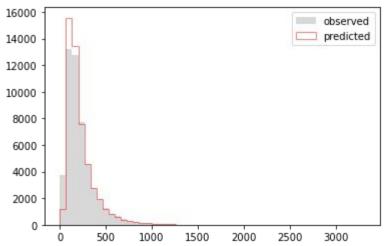
Regression line R-squared = 0.75. Highly Correlated. SchoolSparrow ratings are based on each schools departure from the trendline. But this is linear, non-linear is even more predictive.

Fit Indicator: Overdispersion.



Fit Indicator: Histogram.





Linear Model

Non-Linear Model: R-squared: 84%



IMPACT

- The value proposition is increased for thousands of schools, neighborhoods and cities nationwide.
- Consumers become more informed buyers with a balanced view on school quality.



SchoolSparrow Vision

- Fair and equitable test score analysis is only the first step.
- We imagine a customizable rating system.
- One day parents will be able to select school characteristics for their children.

SchoolSparrow Conversations

"SchoolSparrow is a better and more fair system for evaluating test scores"

| Derek Black | Genevieve Siegel-Hawley | |
|-------------------|-------------------------|--|
| Gary Orfield | Peter Piazza | |
| David Harris | Ken Shaw | |
| Richard Rothstein | Phil Tegeler | |
| Rebecca Jacobsen | Susan Eaton | |
| Jack Schneider | Ted Shaw | |
| Halley Potter | Josh Starr | |
| Andrew Lefkowits | Erica Frankenburg | |
| William Towns | Kara Finnegan | |





Julius Dorsey School @DorseyWildcats · Jun 17, 2020

Julius Dorsey makes into the 5 top Dallas schools you won't want to miss!

blog.schoolsparrow.com/2020/06/17/5-t... via @SchoolSparrow @DallasISDMedia @dallasschools #jdorseywildcats

blog.schoolsparrow.com

5 top Dallas schools you won't want to miss! - SchoolSparrow Looking for the best Dallas elementary school for your child? Check out our list of top Dallas schools that other school rankings overlook!













Andrenetta Marshall @DrA_Marshall · Jun 24, 2020

Look at @AldineISD!! Way to go!! We'll move in on the other spots too!





blog.schoolsparrow.com

5 of the Best Schools in Houston that Most School Ranking Sites Ove...

These schools are some of the best schools in Houston, Texas, but they are overlooked by traditional school rankings websites.









Courtney Sheppeck @CourtneySheppec · Feb 27, 2021

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Best Elementary Schools in Boston - 10 of SchoolSparrow's Hidden Gems - SchoolSparrow - Equitable School Rankings and Homes in the Best Schools @MurphyK8School made top ten and we agree it is an awesome school!



blog.schoolsparrow.com

Best Elementary Schools in Boston - 10 of SchoolSparrow's Out-Perfo...

10 of the best elementary schools in Boston - SchoolSparrow's Out-Performers. Our rankings account for parent income, uncovering out-...

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Dr. Danielle S. Battle @DSandersBattle · Jul 10, 2020

Shopping for a good school? Look no further!!! We have many hidden gems

in APS! @TommyUsherAPS @DrEmilyAMassey @AssocSupBrown



blog.schoolsparrow.com

5 of the Best Schools in Atlanta: SchoolSparrow's Out-Performers - S...

These schools are some of the best schools in Atlanta, Georgia, but they are overlooked by traditional school rankings websites.





Congratulations to the students, parents and especially the hard working dedicated teachers at these top elementary schools in the Atlanta suburbs! Educators are making a difference at these awesome schools.

blog.schoolsparrow.com/2020/11/04/10-... @LPES_Patriots @UnionCityGov @KimberlyRDove



blog.schoolsparrow.com

Best Elementary Schools in the Atlanta Suburbs. 30 Hidden Gems. If you're moving to the Metro Atlanta area, here's a list of some of the best yet highly underrated elementary schools in the Atlanta suburbs!











Great to see these 10 Manhattan public schools, including three United Community Schools — PS 1, PS 30 and Community Health Academy of the Heights — acknowledged for their accomplishments!



blog.schoolsparrow.com

10 Manhattan Out-Performers: Best Manhattan Schools Most Rankin...

These hidden gems are some of the best NYC schools out there-- but most school ranking sites overlook them! One of these could be perfe...











Dr. Jeff Butts @WayneTwpSuper · Jul 15, 2020

The @WayneTwpSchools is very honored to have two of the five Best Schools In Indianapolis as identified by @SchoolSparrow blog.schoolsparrow.com/2020/07/14/5-o... #wearewayne



blog.schoolsparrow.com

5 of the Best Schools in Indianapolis: SchoolSparrow's Out-Performer...

These schools are some of the best schools in Indianapolis, Indiana but they are overlooked by traditional school rankings websites.



Susan Eaton @susan e eaton · Oct 4, 2021

School ratings are not merely inaccurate. They perpetuate racial segregation and inequality. Check out the groundbreaking work @SchoolSparrow Proud to be on this org's advisory board.

@diverse_schools @DerekWBlack @MyronOrfield @BroussardRhonda



SchoolSparrow @SchoolSparrow · Sep 30, 2021

Parents, Berwyn IL has high-quality public schools! Don't believe the ratings you see on @zillow @Redfin @realtordotcom @Homesnap, etc. @maryhavis @berwyn98 @Prin Hartless @KomenskyLions @BerwynSouth100 @D100Piper @IrvingBerwyn @WhyBerwyn @ChrisANeilson

bit.ly/3BasAW1









Halley Potter @HalleyTCF · Apr 1, 2021

Segregated neighborhoods can create segregated schools, but embedded racism and classism in our definitions of school quality also drive neighborhood segregation. Glad @SchoolSparrow is trying to break this cycle.



SchoolSparrow @SchoolSparrow · Mar 29, 2021











Emily Gasoi, DC SBOE, Ward 1 Rep @EmilyGasoiW1 · Apr 7, 2021

School ratings contribute to housing segregation. And housing segregation contribute to greater school segregation. It's a vicious cycle we must work to stop. I support the @SchoolSparrow initiative to bring attention to this issue. Please read and retweet if you agree \P



SchoolSparrow @SchoolSparrow · Mar 29, 2021









joshuapstarr 🤡 @JoshuaPStarr · Mar 29, 2021

I've taken a look at @SchoolSparrow and have to say I'm pretty impressed with how they're analyzing and presenting data. Definitely worth checking out. @Edu Historian



SchoolSparrow @SchoolSparrow · Mar 29, 2021









Matt Hiefield @MattHiefield · Apr 12, 2021

School ratings are often simply wealth indicators and do not accurately reflect the quality of schools. They can mislead families and perpetuate bias and racism. A better ratings system is sorely needed. @schoolsparrow @dintersmith @tvanderark @tedfujimoto #education #edchat



SchoolSparrow @SchoolSparrow · Mar 29, 2021











Burnsville-Eagan-Savage School District ... @ISD1... · Oct 21, 2020

Gideon Pond has been named one of the top 10 elem. schools in the area by @SchoolSparrow, which publishes school rankings that account for differences in parent income, elevating diverse schools to the forefront and shifting focus away from family income. bit.ly/35i39mx









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How Can Realtors Use SchoolSparrow?

- 1. New Selling Tool
- 2. Search Widget
- 3. Listing Lead Generation
- 4. School Credential

REALTORS: NEW SELLING TOOL

1544 listings in Chicagoland reference "highly rated schools" in the listing description, but <u>only</u> GreatSchools controls this narrative.

```
Thomass-MacBook-Pro:schoolsparrow tomb$ heroku run console --remote production
Running console on schoolsparrow-production... up, run.6035 (Standard-1X)
I, [2022-03-16T15:44:26.060817 #4] INFO --: [RailsAutoscale] Preparing middleware
                                               Mlservice Load (1.9ms) SELECT "mlservices".* FROM "
D, [2022-03-16T15:44:28.833421 #4] DEBUG -- :
mlservices" WHERE "mlservices". "name" = $1 LIMIT $2 [["name", "MREDLLC"], ["LIMIT", 1]]
D. [2022-03-16T15:44:28.854566 #4] DEBUG -- :
                                               Mlservice Load (3.3ms) SELECT "mlservices".* FROM "
mlservices" WHERE "mlservices"."name" = $1 LIMIT $2 [["name", "MREDLLC"], ["LIMIT", 1]]
                                               Mlservice Load (1.8ms) SELECT "mlservices".* FROM "
D. [2022-03-16T15:44:28.858239 #4] DEBUG -- :
mlservices" WHERE "mlservices"."name" = $1 LIMIT $2 [["name", "MREDLLC"], ["LIMIT", 1]]
                                               Mlservice Load (1.6ms) SELECT "mlservices".* FROM "
D. [2022-03-16T15:44:28.863772 #4] DEBUG -- :
mlservices" WHERE "mlservices". "name" = $1 LIMIT $2 [["name", "MREDLLC"], ["LIMIT", 1]]
Loading production environment (Rails 5.2.4.4)
[irb(main):001:0> Listing.where('description ilike ?',"%highly rated schools%").count
D, [2022-03-16T15:45:33.823702 #4] DEBUG -- :
                                                (36329.4ms) SELECT COUNT(*) FROM "listings" WHERE
description ilike '%highly rated schools%')
=> 1544
rb(main) 002:0> Listing.where('description ilike ?',"%highly rated schools%").last.mlsid
D, [2022-03-16T15:46:00.605901 #4] DEBUG --: Listing Load (10.4ms) SELECT "listings".* FROM "lis
tings" WHERE (description ilike '%highly rated schools%') ORDER BY "listings"."id" DESC LIMIT $1 [["
LIMIT", 1]]
=> "11348644"
irb(main):003:0>
```

SEARCH WIZARD

Looking for a Chicagoland Home?

Are Schools Important?

Make Your Selections Below to Conduct Your School + Home Search

Indicate Your Real Estate Requirements: Condo Single-Family Multi-Unit Rental Min # of Bedrooms Select Max Price Next



Realtors: Top 30 Search Widget

Try it out <u>here</u>.

An Unfair Rating for Scammon Elem is Influencing Buyers

Scammon Elementary is underrated with a 6/10 rating.

Through our affiliation with SchoolSparrow, we are uniquely qualified to help educate buyers that SchoolSparrow has an 8/10 rating for Scammon Elementary.



Sparrow Realty 10 S Riverside Plz Ste 875 Chicago, IL 60606





Realtors: Listing Lead Gen

Agent: Scammon's rating might be hindering the sale of your property.

Seller: What can we do about that?

Agent: I'm aware of an alternative rating system that rates Scammon an 8/10. I'll make sure Buyer's are aware of this. Are you ready to list with me?

Seller: Of Course. No other Agent commented about this.





Realtors: School Credential

Our Course explains how SchoolSparrow is different from other rating companies.