

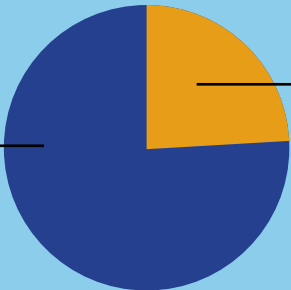
TOP 5 LISTING AGENTS

	#1 AGENT	#2 AGENT	#3 AGENT	#4 AGENT	#5 AGENT
# of Listings Sold (08-24 to 07-25)	13-Listings	13-Listings	12-Listings	11-Listings	10-Listings
Sales (listing side only)	\$ 38-million	\$ 34-million	\$ 37-million	\$ 21-million	\$ 27-million
Commissions (at 2.5%)	\$ 950,000	\$ 850,000	\$ 900,000	\$ 500,000	\$ 650,000
Market-Share (% of Listings)	4.5 %	4.5 %	4.2 %	3.8 %	3.5 %
Average Commission	\$ 74,000	\$ 66,000	\$ 76,000	\$ 48,000	\$ 67,000

ORINDA SUMMARY

# of Listings in ORINDA	289	SFR's sold in Orinda 08-24 to 07-25
# of Listings sold by a Top-5 Agent	59	
# of Listings by other Agents	230	79.6 % of homes = sold by other Agents
Average Commission	\$ 55,000	
Cost per Mailer (5,000 homes)	\$ 4,385	includes design, printing and mailing
# of Mailers You Can Send	12	Just ONE Sale Pays For 12-Months of Mailers

LISTINGS SOLD
BY OTHER AGENTS



LISTINGS SOLD
BY A TOP 5 AGENT