

TOP 5 LISTING AGENTS

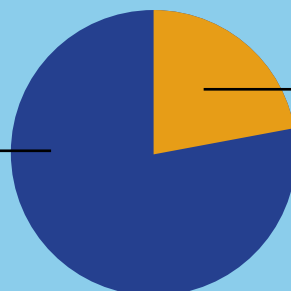
	#1 AGENT	#2 AGENT	#3 AGENT	#4 AGENT	#5 AGENT
# of Listings Sold (08-24 to 07-25)	27-Listings	16-Listings	14-Listings	11-Listings	11-Listings
Sales (listing side only)	\$ 67-million	\$ 73-million	\$ 38-million	\$32-million	\$ 24-million
Commissions (GCI at 2.5%)	\$ 1,700,000	\$ 1,800,000	\$ 950,000	\$ 500,000	\$ 600,000
Market-Share (% of Listings)	7.9 %	4.7 %	4.1 %	3.2 %	3.2 %
Average Commission	\$ 62,000	\$ 114,000	\$ 68,000	\$ 74,000	\$ 56,000

LAFAYETTE SUMMARY

# of Listings in LAFAYETTE	340	SFR's sold in Lafayette 08-24 to 07-25
# of Listings sold by a Top-5 Agent	79	
# of Listings sold by other Agents	261	76.8 % of homes = sold by other Agents

Average Commission	\$ 59,000	
Cost per Mailer (5,000 homes)	\$ 4,385	includes design, printing and mailing
# of Mailers You Can Send	13	Just ONE Sale Pays For 13-Months of Mailers

**LISTINGS SOLD
BY OTHER AGENTS**



**LISTINGS SOLD
BY A TOP 5 AGENT**