

TOP 5 LISTING AGENTS

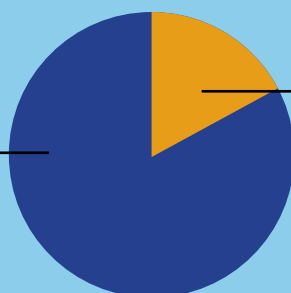
	#1 AGENT	#2 AGENT	#3 AGENT	#4 AGENT	#5 AGENT
# of Listings Sold (08-24 to 07-25)	31-Listings	17-Listings	16-Listings	10-Listings	7-Listings
Sales (listing side only)	\$ 64-million	\$ 27-million	\$ 29-million	\$ 19-million	\$ 14-million
Commissions (at 2.5%)	\$ 1,600,000	\$ 650,000	\$ 700,000	\$ 500,000	\$ 350,000
Market-Share (% of Listings)	6.0 %	3.3 %	3.1 %	1.9 %	1.3 %
Average Commission	\$ 62,000	\$ 114,000	\$ 68,000	\$ 74,000	\$ 56,000

SAN RAMON SUMMARY

# of Listings in SAN RAMON	520	SFR's sold in San Ramon 08-24 to 07-25
# of Listings sold by a Top-5 Agent	81	
# of Listings by other Agents	439	84.4 % of homes = sold by other Agents

Average Commission	\$ 47,000	
Cost per Mailer (5,000 homes)	\$ 4,385	includes design, printing and mailing
# of Mailers You Can Send	10	Just ONE Sale Pays For 10-Months of Mailers

**LISTINGS SOLD
BY OTHER AGENTS**



**LISTINGS SOLD
BY A TOP 5 AGENT**