

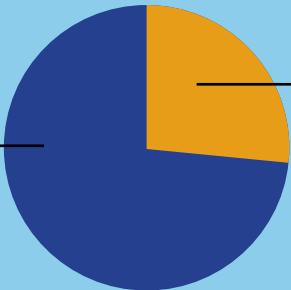
TOP 5 LISTING AGENTS

	#1 AGENT	#2 AGENT	#3 AGENT	#4 AGENT	#5 AGENT
# of Listings Sold (08-24 to 07-25)	17-Listings	7-Listings	7-Listings	3-Listings	3-Listings
Sales (listing side only)	\$ 36-million	\$ 15-million	\$ 14-million	\$ 7-million	\$ 6-million
Commissions (at 2.5%)	\$ 900,000	\$ 400,000	\$ 340,000	\$ 170,000	\$ 150,000
Market-Share (% of Listings)	12.4 %	5.1 %	5.1 %	2.2 %	2.2 %
Average Commission	\$ 53,000	\$ 57,000	\$ 48,000	\$ 57,000	\$ 52,000

MORAGA SUMMARY

# of Listings in MORAGA 1	137	SFR's sold in Moraga 08-24 to 07-25
# of Listings sold by a Top-5 Agent	37	
# of Listings by other Agents	100	73 % of homes = sold by other Agents
Average Commission	\$ 49,000	
Cost per Mailer (5,000 homes)	\$ 4,385	includes design, printing and mailing
# of Mailers You Can Send	11	Just ONE Sale Pays For 11-Months of Mailers

LISTINGS SOLD
BY OTHER AGENTS



LISTINGS SOLD
BY A TOP 5 AGENT