

DANVILLE (Includes Blackhawk)

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TOP 5 LISTING AGENTS

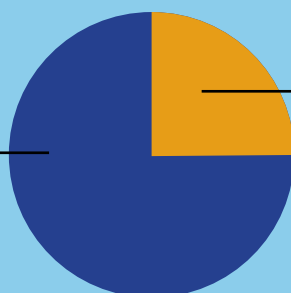
	#1 AGENT	#2 AGENT	#3 AGENT	#4 AGENT	#5 AGENT
# of Listings Sold (08-24 to 07-25)	30-Listings	24-Listings	23-Listings	14-Listings	13-Listings
Sales (listing side only)	\$ 114-million	\$ 58-million	\$ 62-million	\$ 29-million	\$ 40-million
Commissions (at 2.5%)	\$ 2,850,000	\$ 1,450,000	\$ 1,550,000	\$ 700,000	\$ 1,000,000
Market-Share (% of Listings)	5.0 %	4.0 %	3.8 %	2.3 %	2.2 %
Average Commission	\$ 95,000	\$ 60,000	\$ 67,000	\$ 52,000	\$ 77,000

DANVILLE SUMMARY

# of Listings in DANVILLE	598	SFR's sold in Danville 08-24 to 07-25
# of Listings sold by a Top-5 Agent	104	
# of Listings by other Agents	494	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**