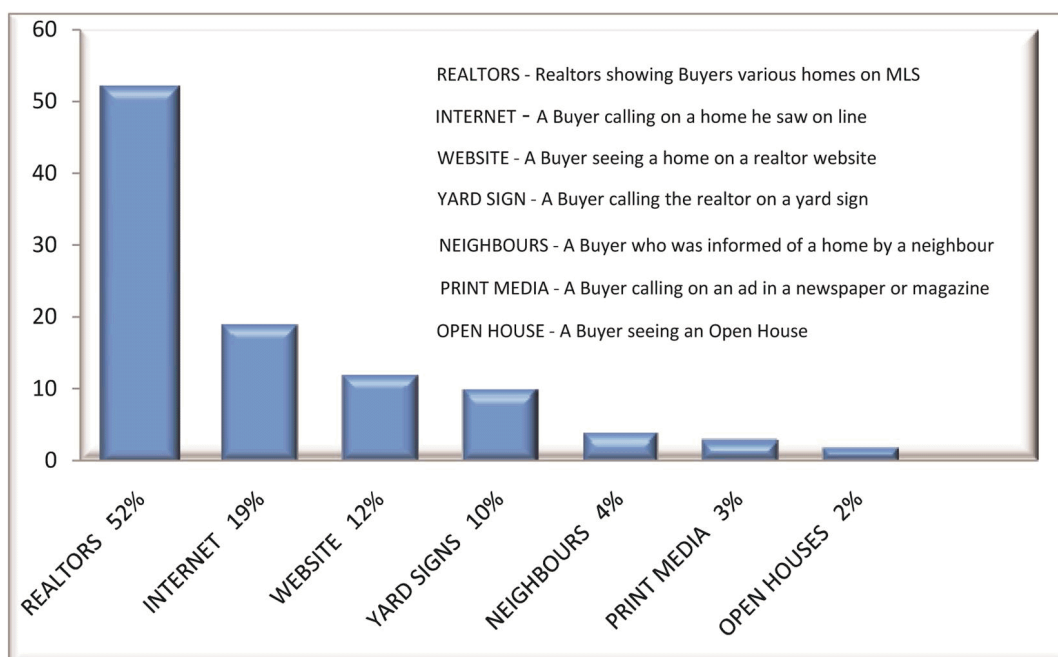




Outstanding  
agents.  
Outstanding  
results.

## Where Buyers Come From



Here are some facts:

- Almost 90% of Buyers will initially begin their search for a new home on the internet.
- About 80% of those Buyers who began their search on the internet, will contact a realtor to complete the process.
- Yard signs generate hundreds of calls; however, less than 10% of Buyers purchase a home that they called to enquire about.
- Although a large percentage of Buyers say they actively search for a new home by visiting Open Houses, less than 2% purchase the home they saw during an Open House.