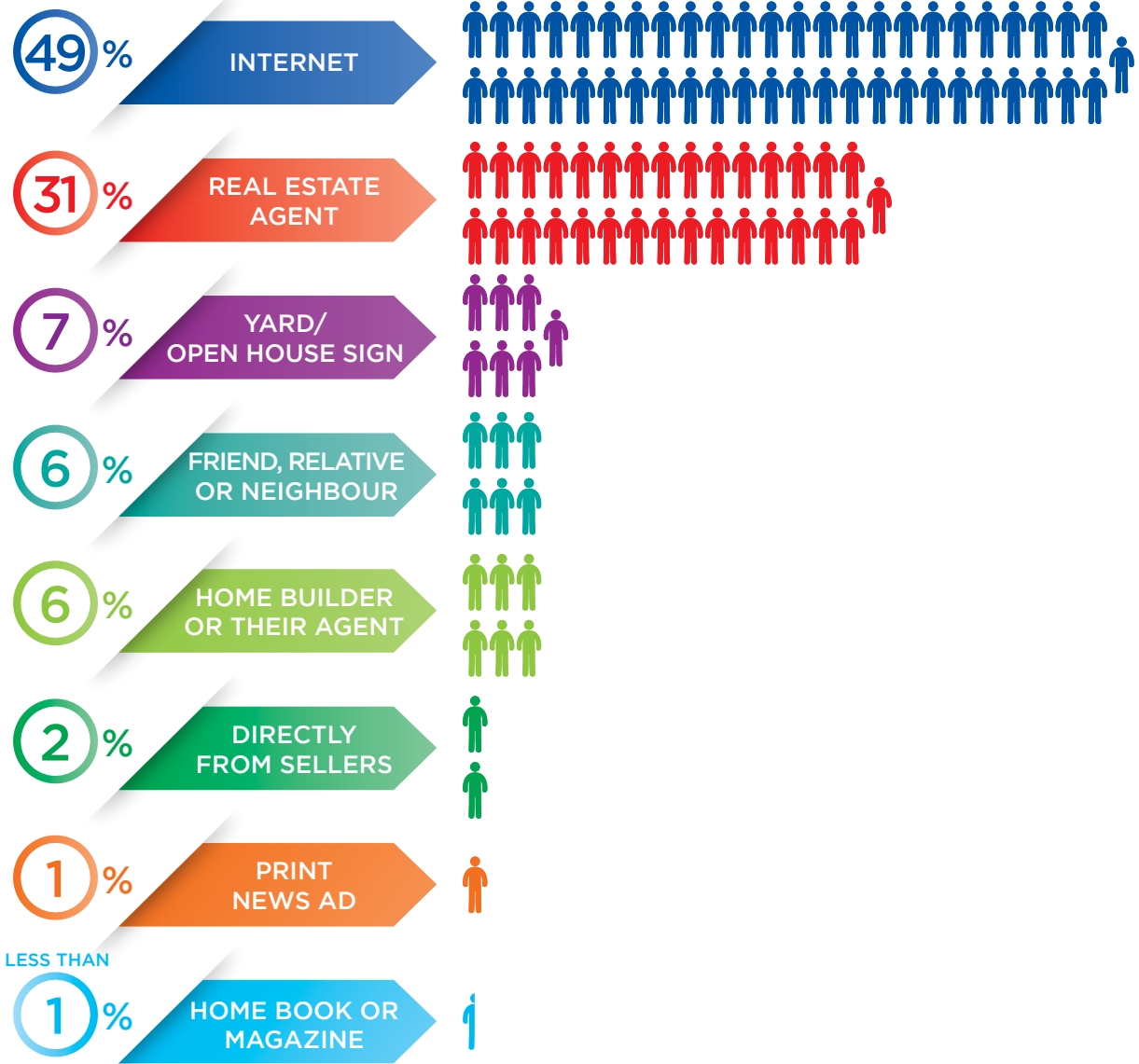


WHERE DO BUYERS COME FROM?

2017



HISTORICAL SOURCE OF BUYERS	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Internet	29%	32%	36%	37%	40%	42%	43%	43%	44%	51%	49%
Real Estate Agent	34%	34%	36%	38%	35%	34%	33%	33%	33%	34%	31%
Yard Sign/Open House Sign	14%	15%	12%	11%	11%	10%	9%	9%	9%	8%	7%
Friend, Relative or Neighbour	8%	7%	6%	6%	6%	6%	6%	6%	6%	4%	6%
Home Builder or their Agent	8%	7%	5%	4%	5%	5%	5%	5%	6%	2%	6%
Directly from Sellers / Knew the Sellers	3%	2%	2%	2%	2%	2%	2%	3%	2%	1%	2%
Print Newspaper Advertisement	3%	3%	2%	2%	2%	1%	1%	1%	1%	1%	1%
Home Book or Magazine	1%	1%	*	*	*	*	*	*	*	*	*
Other		--	--	--	--	--	1	--	--	--	--