

Where Buyers Come From

Bought an Open House they saw



Bought for a combination of reasons



Bought Advertised Property



Referral by relocation service



Responded to an Open House, but purchased a different home



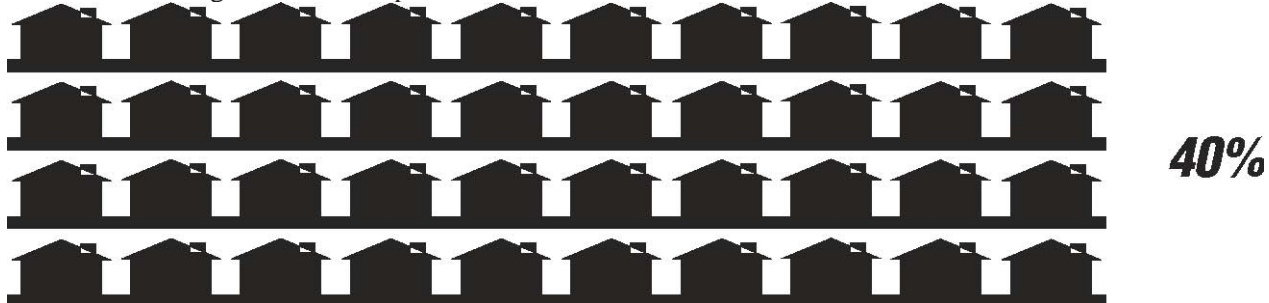
Responded to an ad, but purchased a different home



For Sale Sign



Name/Firm Recognition or Salesperson Contact



Source: National Association of REALTORS[®]