

## Seller's Activity Report

Seller Name:

Reporting Dates: August 28 – Sept. 4, 2006

Activities this Week:

JLS Office Tour 8/29

Result: 17 agents attended, two were repeats (in the same car with others who had not seen the home)  
Feedback: Good feedback on condition & price.

Second broker's open 8/30

Result: 20 new agents, two lenders and two title reps attended. One client attended alone & took my card.  
Feedback: Overall, positive. Continued good feedback from the professionals on home's condition, quality, presentation, light and price. There was a second objection about the popcorn ceilings. In anticipation of that, I already had a contractor come by last week to do an estimate that came in at \$4000. I passed that information along to the agents. One agent was looking for a yard. I offered the bottom deck as a reasonable alternative for 9 months of rain. We'll see what she does with that information.

Second public open 9/3

Result:

Seven groups through, two were neighbors; four were serious buyers or a scout for a buyer. The "scouts" sent their friend and her agent to see the house on 9/4. Feedback from the agent, Mike K. Jones, was that the house wasn't quite what the client was looking for, but the house showed very well and the client was going to give it more thought.

Showings by agents this week: 2 (see attached showing activity report)

9/3 Mary Smith

Feedback: Client did not like downstairs. Mary may show to another client in her roster.

9/4 Mike Jones

Feedback: See above.

Diane's Activities:

Promotion & arrangement for JLS office tour 8/28/06

Hosted JLS office tour & collected comments

Followed an 800 # lead on 9/2 & invited him to Open House next day, 9/3

Promotion of second broker's open (with homemade cookies this time)

Hosted second broker's open, collected agent comments

Hosted public open, collected comments & followed up

Answered agent questions about home. Possible showing by agent in my office on 9/5.

Daily review of market

Since 8/28/06 in the \$800,000 - \$900,000 range

There has been one home fall out of contract upon inspection (\$825,000 on First Hill),

one new on market at \$895,000 (no pictures & occupied, so I have not seen it yet) and

one went under contract at \$899,950 mid-island.

---