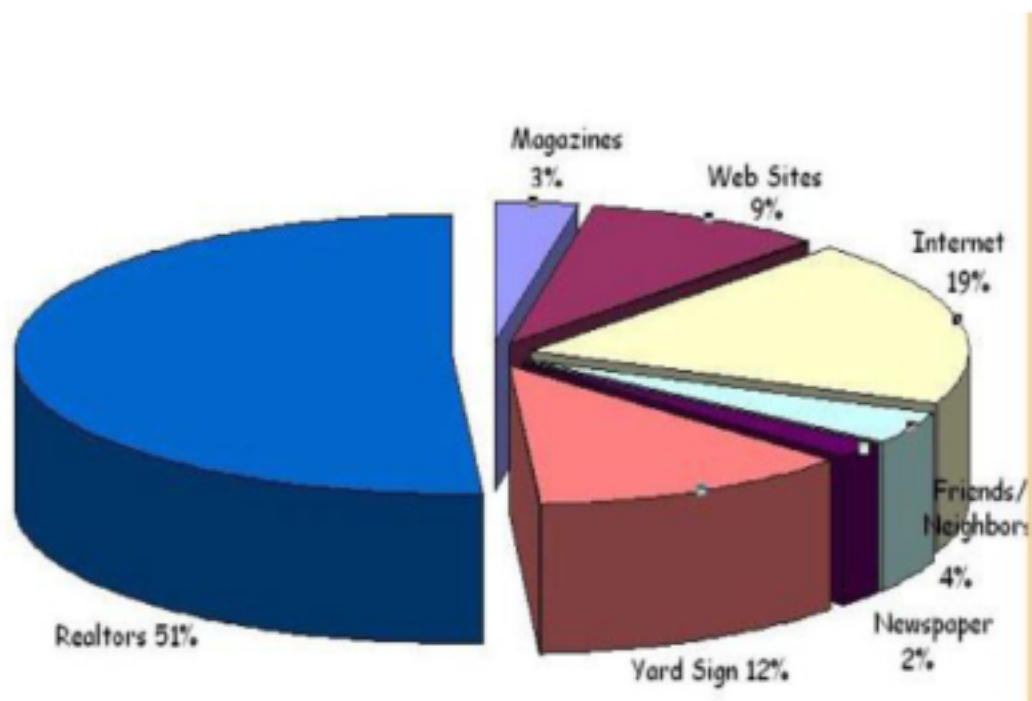


## Where Do Buyers Come From?

The Below statistics are from the National Association of Realtors And reflects the national picture. Looking at the national picture, The internet equals 28%.



One last trend worth noting; newspaper Advertisements, which by far are the most expensive, are the least effective. 63% of Generation-X does not subscribe to the newspaper.