

The Nett Group Real Estate Advisors

# SELLER REPORT



483 Graywood Dr | Ballwin

TheNettGroup.com • 636.614.5132

Cross Property On Market Counters

| MLS #                    | Type | Stat | Stat Date | Address         | City    | Area | DOM | Price     | Client Portals | Client Views | Client Favorites | Client Possibilities | Auto Emails | Prev 14 Day Views | Agent Published | Agent Rejected | Agent Views |
|--------------------------|------|------|-----------|-----------------|---------|------|-----|-----------|----------------|--------------|------------------|----------------------|-------------|-------------------|-----------------|----------------|-------------|
| <a href="#">18016785</a> | RESI | ACT  | 03/13/18  | 483 Graywood Dr | Ballwin | 168  | 195 | \$370,000 | 508            | 745          | 12               | 18                   | 508         | 16                | 52              | 16             | 1679        |

All information herein has not been verified, is not guaranteed and is for the exclusive use of authorized users only.

## Cross Property Condensed

**483 Graywood Dr, Ballwin 63011-3460**



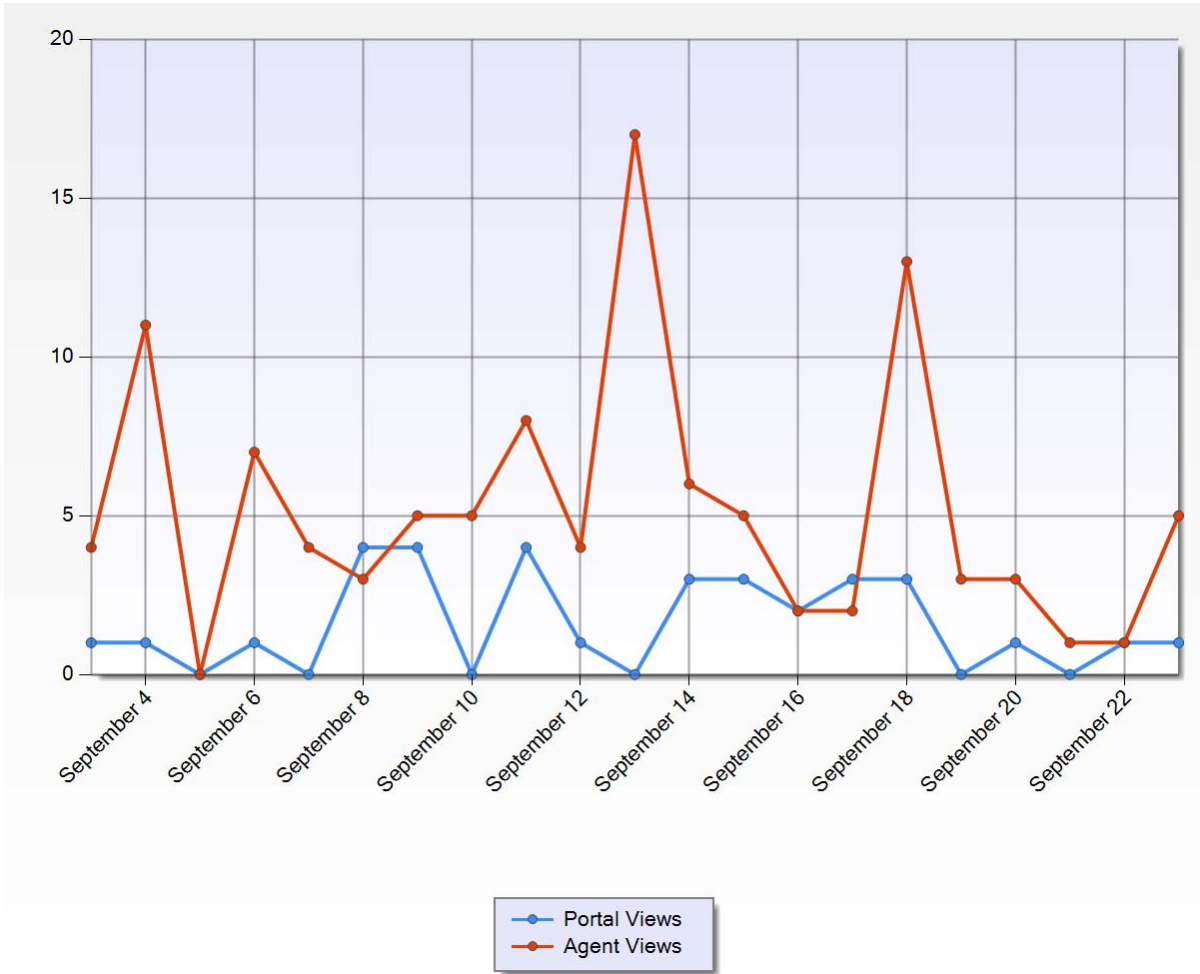
|                |                              |         |                |          |                 |          |                  |
|----------------|------------------------------|---------|----------------|----------|-----------------|----------|------------------|
| MLS #:         | <a href="#">18016785</a>     | Status: | <b>A</b>       | Stat Dt: | <b>03/13/18</b> | List Pr: | <b>\$370,000</b> |
| Area:          | <b>168</b>                   | Bd:     | <b>4</b>       | Sq Ft:   | <b>2,815</b>    | Sell Pr: |                  |
| Muni/Twp:      | <b>Ballwin</b>               |         |                | Pr/SqFt: | <b>\$131.44</b> | CDOM:    | <b>195</b>       |
| GA/CR:         | <b>2/0</b>                   | Bth:    | <b>3 (3 0)</b> |          |                 | Age:     | <b>50</b>        |
| Style/Desc:    | <b>2 Story/Other</b>         |         |                |          |                 | Acre:    | <b>.273</b>      |
| SubD:          | <b>Oak Tree Farm Add 2 7</b> |         |                |          |                 |          |                  |
| Schl District: | <b>Parkway C-2</b>           |         |                |          |                 |          |                  |

### Search Criteria

Status is one of 'Active', 'Contingent w/Kickout', 'Contingent No Kickout', 'Contingent Short Sale', 'Option', 'Coming Soon'  
Listing Agent ID is 'MBNETTEM'  
Listing Co-Agent MLS ID is 'MBNETTEM'  
Selected 1 of 32 results.

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 **Historical Views for 483 Graywood Dr**



## Residential Single Line

| Distance | MLS #                    | St | Status Date | P Type | Address            | Muni/Twp       | City         | Area | CDOM | Price Bd    | Bth     | SqFt Abv | Lsz       | Age | Off ID |
|----------|--------------------------|----|-------------|--------|--------------------|----------------|--------------|------|------|-------------|---------|----------|-----------|-----|--------|
| 2.0 mi   | <a href="#">18075455</a> | A  | 09/19/2018  | RESI   | 429 Londondary     | Ballwin        | Ballwin      | 168  | 156  | \$395,000 4 | 3 (3 0) | 2,537    | 0.2630 44 |     | KWSW01 |
| 2.8 mi   | <a href="#">18073775</a> | A  | 09/19/2018  | RESI   | 808 JB Hunt Ct     | Ellisville     | Ellisville   | 348  | 5    | \$389,900 4 | 3 (2 1) | 2,744    | 0.1700 16 |     | BHSP09 |
| 2.5 mi   | <a href="#">18063371</a> | A  | 08/09/2018  | RESI   | 14783 Greenloch Ct | Chesterfield   | Chesterfield | 167  | 46   | \$422,500 5 | 4 (3 1) | 2,713    | 0.4130 39 |     | WCLK01 |
| 1.7 mi   | <a href="#">18065299</a> | A  | 08/15/2018  | RESI   | 617 Packford Dr    | Chesterfield   | Chesterfield | 168  | 31   | \$404,900 5 | 3 (3 0) | 2,970    | 0.6000 50 |     | BHGR01 |
| 2.9 mi   | <a href="#">18048965</a> | A  | 06/16/2018  | RESI   | 411 Pine Hollow Ct | Ballwin        | Ballwin      | 169  | 100  | \$405,900 4 | 4 (3 1) | 2,502    | 0.2400 24 |     | KWRC01 |
| 2.7 mi   | <a href="#">18063919</a> | O  | 09/17/2018  | RESI   | 615 Amberwood Lane | Unincorporated | Manchester   | 169  | 41   | \$399,500 5 | 4 (3 1) | 2,420    | 0.2400 34 |     | CBG 15 |
| 1.3 mi   | <a href="#">18075884</a> | P  | 09/24/2018  | RESI   | 415 Andover        | Ballwin        | Ballwin      | 168  | 4    | \$399,900 3 | 3 (3 0) | 2,034    | 0.5070 55 |     | TVGM01 |

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## Residential Condensed

### 429 Londondary, Ballwin 63011-2412



MLS #: [18075455](#) Status: **A** Stat Dt: **09/19/18** List Pr: **\$395,000**  
 Area: **168** Bd: **4** Sqft Above: **2,537** Sell Pr:  
 Muni/Twp: **Ballwin** Pr/SqFt: **\$155.70** CDOM: **156**  
 GA/CR: **2/0** Bth: **3 (3 0)** Age: **44** Schl Dst: **Parkway C-2**  
 Style/Desc: **Multi-Level/Split Foyer** Acres: **.263**  
 SubD: **Park Huntington 2**  
 Recent: **09/19/2018 : New**

### 808 JB Hunt Ct, Ellisville 63021-4243



MLS #: [18073775](#) Status: **A** Stat Dt: **09/19/18** List Pr: **\$389,900**  
 Area: **348** Bd: **4** Sqft Above: **2,744** Sell Pr:  
 Muni/Twp: **Ellisville** Pr/SqFt: **\$142.09** CDOM: **5**  
 GA/CR: **3/0** Bth: **3 (2 1)** Age: **16** Schl Dst: **Rockwood R-VI**  
 Style/Desc: **2 Story/Other** Acres: **.170**  
 SubD: **Enclave At Hunt Run The**  
 Recent: **09/19/2018 : New**

### 14783 Greenloch Ct, Chesterfield 63017-5511



MLS #: [18063371](#) Status: **A** Stat Dt: **08/09/18** List Pr: **\$422,500**  
 Area: **167** Bd: **5** Sqft Above: **2,713** Sell Pr:  
 Muni/Twp: **Chesterfield** Pr/SqFt: **\$155.73** CDOM: **46**  
 GA/CR: **3/0** Bth: **4 (3 1)** Age: **39** Schl Dst: **Parkway C-2**  
 Style/Desc: **1 Story/Ranch** Acres: **.413**  
 SubD: **Greenleaf Estates 2**  
 Recent: **09/19/2018 : Price Change : \$424,900->\$422,500**

### 617 Packford Dr, Chesterfield 63017-7026



MLS #: [18065299](#) Status: **A** Stat Dt: **08/15/18** List Pr: **\$404,900**  
 Area: **168** Bd: **5** Sqft Above: **2,970** Sell Pr:  
 Muni/Twp: **Chesterfield** Pr/SqFt: **\$136.33** CDOM: **31**  
 GA/CR: **2/0** Bth: **3 (3 0)** Age: **50** Schl Dst: **Parkway C-2**  
 Style/Desc: **1.5 Story/Other** Acres: **.600**  
 SubD: **Claymont Estates 3**  
 Recent: **09/19/2018 : Price Change : \$419,900->\$404,900**

### 411 Pine Hollow Ct, Ballwin 63021-6288



MLS #: [18048965](#) Status: **A** Stat Dt: **06/16/18** List Pr: **\$405,900**  
 Area: **169** Bd: **4** Sqft Above: **2,502** Sell Pr:  
 Muni/Twp: **Ballwin** Pr/SqFt: **\$162.23** CDOM: **100**  
 GA/CR: **2/0** Bth: **4 (3 1)** Age: **24** Schl Dst: **Parkway C-2**  
 Style/Desc: **2 Story/Other** Acres: **.240**  
 SubD: **Pine Hollow**  
 Recent: **09/22/2018 : Price Change : \$409,000->\$405,900**

### 615 Amberwood Lane, Manchester 63021-58



MLS #: [18063919](#) Status: **O** Stat Dt: **09/17/18** List Pr: **\$399,500**  
 Area: **169** Bd: **5** Sqft Above: **2,420** Sell Pr:  
 Muni/Twp: **Unincorporated** Pr/SqFt: **\$165.08** CDOM: **41**  
 GA/CR: **2/0** Bth: **4 (3 1)** Age: **34** Schl Dst: **Parkway C-2**  
 Style/Desc: **2 Story/Other** Acres: **.240**  
 SubD: **Ridgemont**

### 415 Andover, Ballwin 63011-2502



MLS #: [18075884](#) Status: **P** Stat Dt: **09/24/18** List Pr: **\$399,900**  
 Area: **168** Bd: **3** Sqft Above: **2,034** Sell Pr:  
 Muni/Twp: **Ballwin** Pr/SqFt: **\$196.61** CDOM: **4**  
 GA/CR: **2/0** Bth: **3 (3 0)** Age: **55** Schl Dst: **Parkway C-2**  
 Style/Desc: **1 Story/Ranch** Acres: **.507**  
 SubD: **Claymont 5**  
 Recent: **09/24/2018 : Pending : A->P**  
 Open House: **Public Openhouse: Sun Sep 30, 1:00PM-3:00PM**

#### Search Criteria

CTH Change\_Type is one of 'New Listing', 'Back On Market', 'Price Change', 'Coming Soon', 'Option', 'Pending', 'Sold', 'Expired'  
 Property Type is 'Residential'  
 Latitude, Longitude is within 3.00 mi of 18016785  
 Price is 375000 to 425000  
 CTH Last Modified Date Time is 9/17/2018+  
 Selected 7 of 7 results.

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**The Nett Group Real Estate Advisors**  
 Keller Williams Realty Chesterfield  
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 michael@thenettgroup.com

# Listing Activity Report

483 Graywood Drive, Ballwin, MO 63011

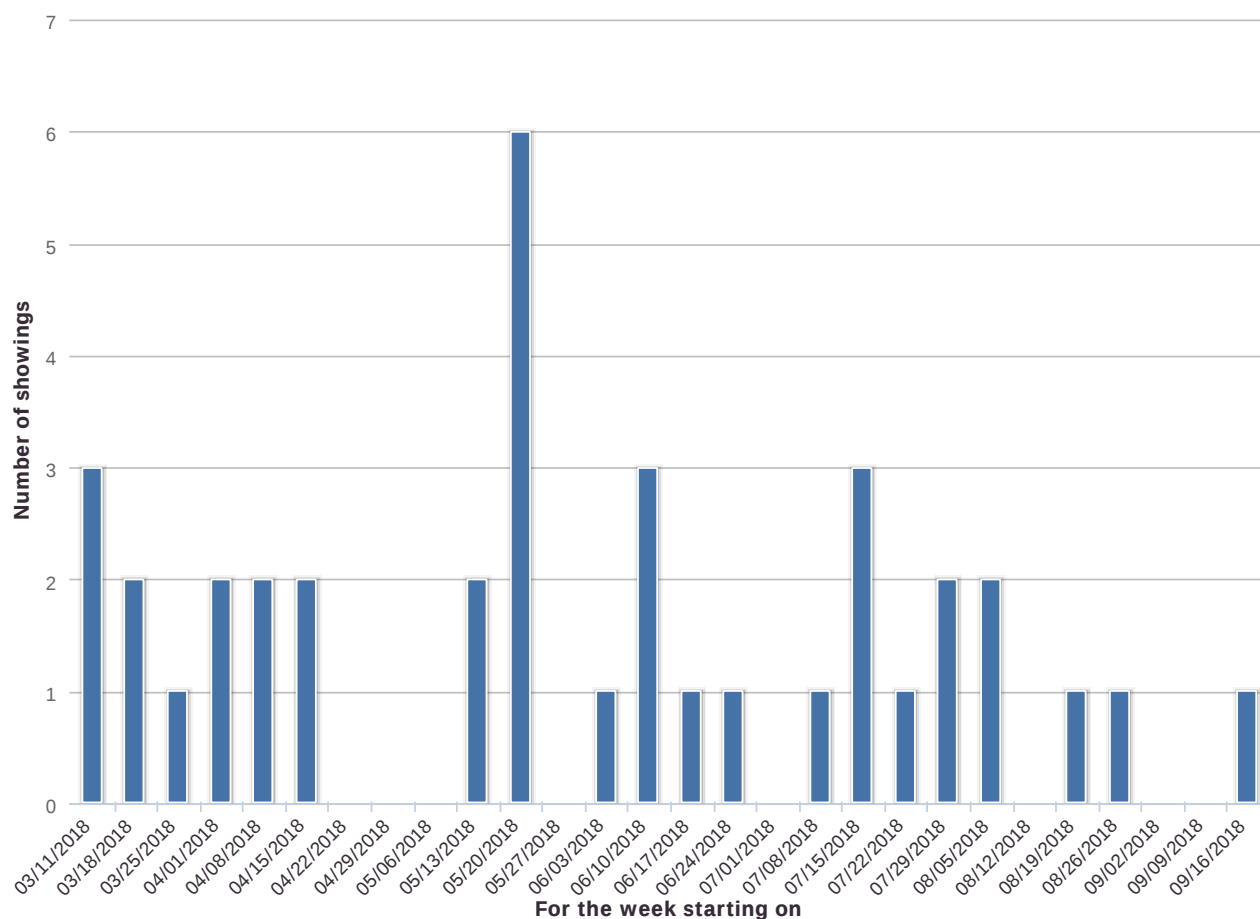
Snapshot for Mar 13, 2018 - Sep 20, 2018



Listing ID: 18016785  
 Address: 483 Graywood Drive, Ballwin, MO 63011  
 Price: \$370,000  
 Status: ACTIVE

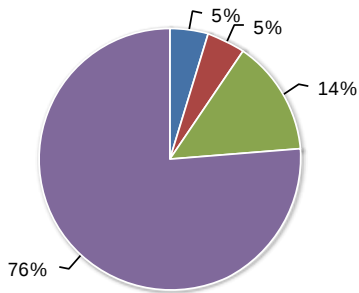
Total number of appointments: 38  
 Appointments in the last 30 days: 3  
 Appointments in the last 7 days: 1  
 Total number of agent previews: 2  
 Total number of agent inquiries: 0

## Appointments Per Week



## Feedback at a Glance

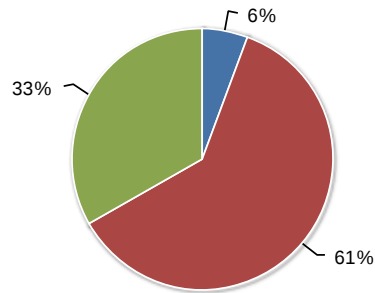
### Is your client interested in this listing?



Very (1)  
Somewhat (1)  
Maybe (3)  
Not interested (16)

\* 21 responses

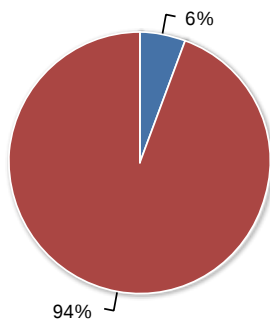
### Please rate your overall experience at this showing.



Excellent (1)  
Good (11)  
Fair (6)  
Poor (0)

\* 18 responses

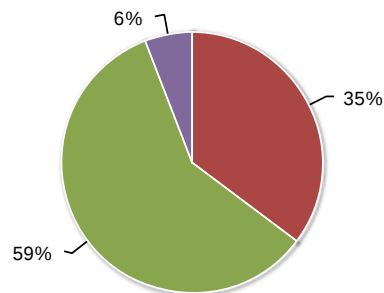
### Your (and your client's) opinion of the price:



Just right (1)  
Too high (17)  
Too low (0)

\* 18 responses

### Please rate this listing (5=Best; 1=Worst):



5(Best) (0)  
4 (6)  
3 (10)  
2 (1)  
1(Worst) (0)

\* 17 responses

## Feedback Responses

| Activity Details                                                                                                                                                                                                                 |  | Received                                                                         |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|----------------------------------------------------------------------------------|
| Showing<br>09/20/2018 12:00 PM - 2:00 PM                                                                                                                                                                                         |  | 09/20/2018 07:13 PM                                                              |
| Is your client interested in this listing?<br>COMMENTS/RECOMMENDATIONS:                                                                                                                                                          |  | Not interested<br>Just not for them                                              |
| Showing<br>09/01/2018 11:00 AM - 11:15 AM                                                                                                                                                                                        |  | 09/01/2018 05:29 PM                                                              |
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | Not interested<br>Fair<br>Too high<br>3<br>This simply was not a house for them. |
| Showing<br>08/08/2018 2:30 PM - 3:00 PM                                                                                                                                                                                          |  | 08/08/2018 08:29 PM                                                              |

| Activity Details                                                                                                                                                                                                                                        |  | Received                                                                                                                                                              |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Not interested</p> <p>Fair</p> <p>Too high</p> <p>3</p> <p>Wood floors need to be refinished</p>                                                                   |
| Showing<br>08/05/2018 10:00 AM - 11:00 AM                                                                                                                                                                                                               |  | 08/05/2018 01:04 PM                                                                                                                                                   |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p>                                                       |  | <p>Maybe</p> <p>Good</p> <p>3</p>                                                                                                                                     |
| Showing<br>08/01/2018 6:00 PM - 6:15 PM                                                                                                                                                                                                                 |  | 08/01/2018 09:33 PM                                                                                                                                                   |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Not interested</p> <p>Good</p> <p>Too high</p> <p>3</p> <p>Liked most of the home outside of the basement and they are really looking for a bigger yard.</p>       |
| Showing<br>07/29/2018 3:15 PM - 4:30 PM                                                                                                                                                                                                                 |  | 07/29/2018 05:54 PM                                                                                                                                                   |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Very</p> <p>Buyer's fiance is training in Denver and won't be back in STL for a few weeks. They will see it then if it's still available. It's #1 on the list.</p> |
| Showing<br>07/25/2018 5:45 PM - 6:45 PM                                                                                                                                                                                                                 |  | 07/26/2018 08:27 AM                                                                                                                                                   |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>The home showed well but the Buyers did not like the proximity to Olive and the intersection there.</p>                                                            |
| Showing<br>07/20/2018 1:30 PM - 2:30 PM                                                                                                                                                                                                                 |  | 07/20/2018 05:06 PM                                                                                                                                                   |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Not interested</p> <p>Excellent</p> <p>Too high</p> <p>4</p> <p>It's a great house the lot just didn't work for them.</p>                                          |
| Showing<br>07/20/2018 11:30 AM - 12:30 PM                                                                                                                                                                                                               |  | 07/24/2018 11:00 PM                                                                                                                                                   |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Not interested</p> <p>Nice house, but not the right layout for this client.</p>                                                                                    |

| Activity Details                                                                                                                                                                                                                                        | Received                                                                                                                                                                                                                                            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Showing<br>07/12/2018 3:00 PM - 3:30 PM                                                                                                                                                                                                                 | 07/12/2018 08:55 PM                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Not interested</p> <p>Fair</p> <p>Too high</p> <p>3</p> <p>There is damage to the floors. The basement is very outdated. The popcorn ceilings are not popular. On the plus side, the kitchen is very nice, as is the master suite.</p>           |
| Showing<br>06/14/2018 2:40 PM - 3:25 PM                                                                                                                                                                                                                 | 06/14/2018 05:28 PM                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Not interested</p> <p>Good</p> <p>Too high</p> <p>4</p> <p>Huge nice kitchen, huge rooms, nice master bath, no yard for kids</p>                                                                                                                 |
| Showing<br>06/12/2018 5:45 PM - 6:45 PM                                                                                                                                                                                                                 | 06/13/2018 07:46 AM                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Not interested</p> <p>Fair</p> <p>Too high</p> <p>3</p> <p>The backyard was the biggest draw back but the layout of the main floor was also a negative for them - minus the open kitchen which was great. Thank you for allowing me to show!</p> |
| Showing<br>06/10/2018 12:40 PM - 12:55 PM                                                                                                                                                                                                               | 06/11/2018 04:53 PM                                                                                                                                                                                                                                 |
| COMMENTS/RECOMMENDATIONS:   Open house                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                     |
| Showing<br>06/09/2018 2:00 PM - 3:00 PM                                                                                                                                                                                                                 | 06/09/2018 10:24 PM                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>It didn't make their A list. thanks</p>                                                                                                                                                                                                          |
| Showing<br>05/26/2018 2:30 PM - 3:30 PM                                                                                                                                                                                                                 | 05/26/2018 04:19 PM                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Sorry, I just sent you a message. Their child became ill so we had to cancel.</p>                                                                                                                                                                |
| Showing<br>05/26/2018 1:00 PM - 3:00 PM                                                                                                                                                                                                                 | 05/28/2018 07:02 PM                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Not interested</p> <p>Good</p> <p>Too high</p> <p>3</p> <p>Wrote on another property.</p>                                                                                                                                                        |
| Showing<br>05/25/2018 12:00 PM - 1:00 PM                                                                                                                                                                                                                | 05/26/2018 08:04 AM                                                                                                                                                                                                                                 |

| Activity Details                                                                                                                                                                                                                 |  | Received                                                                                                                                                 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | Not interested<br>Good<br>Too high<br>3                                                                                                                  |
| Showing<br>05/24/2018 4:30 PM - 5:30 PM                                                                                                                                                                                          |  | 05/25/2018 06:26 AM                                                                                                                                      |
| COMMENTS/RECOMMENDATIONS:                                                                                                                                                                                                        |  | They would like a bigger backyard                                                                                                                        |
| Showing<br>05/23/2018 10:30 AM - 12:30 PM                                                                                                                                                                                        |  | 05/24/2018 11:33 AM                                                                                                                                      |
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | This is a nice home & in good condition. My clients are in the beginning stage of their home search.                                                     |
| Showing<br>05/16/2018 4:30 PM - 5:30 PM                                                                                                                                                                                          |  | 05/16/2018 07:51 PM                                                                                                                                      |
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | Not interested<br>Good<br>Too high<br>4<br>Priced to high. Not a good fit for this buyer. Thanks.                                                        |
| Agent Preview<br>04/20/2018 3:30 PM - 4:30 PM                                                                                                                                                                                    |  | 04/24/2018 11:03 AM                                                                                                                                      |
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | Fair<br>Too high<br>3<br>Backyard and LL finish are not good. Bedrooms need to be painted neutral color. Big house, but will struggle to get this price. |
| Showing<br>04/18/2018 11:00 AM - 12:00 PM                                                                                                                                                                                        |  | 04/19/2018 10:34 PM                                                                                                                                      |
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | Not interested<br>Good<br>Too high<br>4<br>Great kitchen and dining area. Looking for larger family room. Thanks for the showing.                        |
| Showing<br>04/11/2018 6:00 PM - 7:00 PM                                                                                                                                                                                          |  | 04/11/2018 08:20 PM                                                                                                                                      |
| Is your client interested in this listing?<br>Please rate your overall experience at this showing.<br>Your (and your client's) opinion of the price:<br>Please rate this listing (5=Best; 1=Worst):<br>COMMENTS/RECOMMENDATIONS: |  | Maybe<br>Good<br>Too high<br>4<br>Client didn't like the floor and paint in upstairs bedrooms.                                                           |
| Showing<br>04/11/2018 5:00 PM - 5:45 PM                                                                                                                                                                                          |  | 04/11/2018 08:41 PM                                                                                                                                      |

| Activity Details                                                                                                                                                                                                                                        |  | Received                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Is your client interested in this listing?</p> <p>COMMENTS/RECOMMENDATIONS:</p>                                                                                                                                                                      |  | <p>Maybe</p> <p>This was our first day of viewing homes. They are not ready to make any decisions. Thank you for allowing us to view.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <p>Showing</p> <p>04/07/2018 4:15 PM - 4:30 PM</p>                                                                                                                                                                                                      |  | <p>04/08/2018 07:52 AM</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p>Your (and your client's) opinion of the price:</p> <p>COMMENTS/RECOMMENDATIONS:</p>                                                                                                                                                                  |  | <p>Too high</p> <p>This client has opted to watch this property</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <p>Agent Preview</p> <p>04/02/2018 1:00 PM - 1:15 PM</p>                                                                                                                                                                                                |  | <p>04/02/2018 05:36 PM</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Good</p> <p>Just right</p> <p>4</p> <p>This was just a preview to become more familiar with homes in the area. The kitchen and master bath are really a WOW! I am probably telling you the obvious that you are getting from other agents..... Room wall colors should be painted with a neutral color that flows consistently between the rooms. I also suggest staging...the cost for staging is less than a price reduction and can really make all the difference and show off the great details of the house. Now everyone focuses on floors and walls. It has a great floor plan and great square footage. Thank you for letting me see this.</p> |
| <p>Showing</p> <p>03/27/2018 4:00 PM - 4:30 PM</p>                                                                                                                                                                                                      |  | <p>03/28/2018 09:16 PM</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Not interested</p> <p>Good</p> <p>My clients loved the kitchen, but did not like the backyard. The house showed nice. Sorry it didn't work for them.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <p>Showing</p> <p>03/20/2018 2:30 PM - 2:45 PM</p>                                                                                                                                                                                                      |  | <p>03/21/2018 02:56 PM</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p>Your (and your client's) opinion of the price:</p> <p>COMMENTS/RECOMMENDATIONS:</p>                                                                                                                                                                  |  | <p>Too high</p> <p>Client wanted to go back in with a contractor to bid all of the work that needs to be done. They have opted to keep looking.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <p>Showing</p> <p>03/18/2018 11:00 AM - 12:00 PM</p>                                                                                                                                                                                                    |  | <p>03/18/2018 02:11 PM</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> |  | <p>Not interested</p> <p>My client didn't like the feel of the neighborhood. Kitchen size out of proportion from the rest of the house.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <p>Showing</p> <p>03/16/2018 5:45 PM - 6:30 PM</p>                                                                                                                                                                                                      |  | <p>03/17/2018 09:13 AM</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

| Activity Details                                                                                                                                                                                                                                        | Received                                                                                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Not interested</p> <p>Fair</p> <p>Too high</p> <p>2</p> <p>Not enough yard for my client on the busy street and too high for the amount of work that needs to be done (paint throughout the property, paneling removal, drywall in family room, fixtures, entire basement).</p> |
| <p>Showing</p> <p>03/15/2018 10:15 AM - 11:15 AM</p>                                                                                                                                                                                                    | <p>03/17/2018 02:18 PM</p>                                                                                                                                                                                                                                                         |
| <p>Is your client interested in this listing?</p> <p>Please rate your overall experience at this showing.</p> <p>Your (and your client's) opinion of the price:</p> <p>Please rate this listing (5=Best; 1=Worst):</p> <p>COMMENTS/RECOMMENDATIONS:</p> | <p>Somewhat</p> <p>Good</p> <p>Too high</p> <p>3</p> <p>After running comps and receiving the ones that were used to price the property, it appears to be overpriced. They are going to think about it.</p>                                                                        |

| Listing Activity Details                                                                            |                                |          |
|-----------------------------------------------------------------------------------------------------|--------------------------------|----------|
| Activity Type                                                                                       | Activity Date                  | Comments |
|  Past Showing       | 09/20/2018 12:00 PM - 2:00 PM  |          |
|  Past Showing       | 09/01/2018 11:00 AM - 11:15 AM |          |
|  Past Showing     | 08/25/2018 1:00 PM - 2:00 PM   |          |
|  Canceled Showing | 08/24/2018 1:00 PM - 2:00 PM   |          |
|  Price Change     | 08/20/2018 12:00 PM            |          |
|  Past Showing     | 08/08/2018 2:30 PM - 3:00 PM   |          |
|  Past Showing     | 08/05/2018 10:00 AM - 11:00 AM |          |
|  Past Showing     | 08/01/2018 6:00 PM - 6:15 PM   |          |
|  Past Showing     | 07/29/2018 3:15 PM - 4:30 PM   |          |
|  Past Showing     | 07/25/2018 5:45 PM - 6:45 PM   |          |
|  Past Showing     | 07/20/2018 1:30 PM - 2:30 PM   |          |
|  Past Showing     | 07/20/2018 11:30 AM - 12:30 PM |          |
|  Past Showing     | 07/17/2018 12:00 PM - 1:00 PM  |          |
|  Past Showing     | 07/12/2018 3:00 PM - 3:30 PM   |          |
|  Past Showing     | 06/30/2018 2:30 PM - 3:30 PM   |          |
|  Past Showing     | 06/22/2018 6:30 PM - 7:30 PM   |          |
|  Past Showing     | 06/14/2018 2:40 PM - 3:25 PM   |          |

| Activity Type                                                                                              | Activity Date                  | Comments |
|------------------------------------------------------------------------------------------------------------|--------------------------------|----------|
|  Past Showing              | 06/12/2018 5:45 PM - 6:45 PM   |          |
|  Past Showing              | 06/10/2018 12:40 PM - 12:55 PM |          |
|  Past Showing              | 06/09/2018 2:00 PM - 3:00 PM   |          |
|  Price Change Notification | 06/04/2018 8:51 AM             |          |
|  Price Change              | 06/03/2018 7:37 AM             |          |
|  Past Showing              | 05/26/2018 2:30 PM - 3:30 PM   |          |
|  Past Showing              | 05/26/2018 1:00 PM - 3:00 PM   |          |
|  Past Showing              | 05/25/2018 12:00 PM - 1:00 PM  |          |
|  Past Showing              | 05/24/2018 4:30 PM - 5:30 PM   |          |
|  Past Showing              | 05/23/2018 10:30 AM - 12:30 PM |          |
|  Past Showing              | 05/20/2018 12:15 PM - 3:15 PM  |          |
|  Past Showing              | 05/17/2018 10:00 AM - 11:00 AM |          |
|  Past Showing             | 05/16/2018 4:30 PM - 5:30 PM   |          |
|  Past Agent Preview      | 04/20/2018 3:30 PM - 4:30 PM   |          |
|  Past Showing            | 04/18/2018 11:00 AM - 12:00 PM |          |
|  Past Showing            | 04/11/2018 6:00 PM - 7:00 PM   |          |
|  Past Showing            | 04/11/2018 5:00 PM - 5:45 PM   |          |
|  Past Showing            | 04/07/2018 4:15 PM - 4:30 PM   |          |
|  Canceled Showing        | 04/05/2018 12:00 PM - 1:00 PM  |          |
|  Past Agent Preview      | 04/02/2018 1:00 PM - 1:15 PM   |          |
|  Past Showing            | 03/27/2018 4:00 PM - 4:30 PM   |          |
|  Past Showing            | 03/20/2018 2:30 PM - 2:45 PM   |          |
|  Past Showing            | 03/18/2018 11:00 AM - 12:00 PM |          |
|  Past Showing            | 03/16/2018 5:45 PM - 6:30 PM   |          |
|  Past Showing            | 03/16/2018 4:15 PM - 5:15 PM   |          |
|  Past Showing            | 03/15/2018 10:15 AM - 11:15 AM |          |
|  Status Change           | 03/13/2018 3:46 PM             |          |
|  New Listing             | 03/13/2018                     |          |

