ID# NB-1000-2000

Agent(s): Bob Stevens

Please fill in the circle of	the appropriate respon	nse OR Complete this	survey on-line at ww	/w.LeadingResea	rch.com
Did your sales associate provide a written and detailed competitive or comparable market analysis prior to you making an offer? (If practical under market conditions)) No
2. Did your sales associate contact you after the closing?) No
				•	
5 VERY SATISFIED	4 SATISFIED	3 NEUTRAL	2 DISSATISFIED	1 VERY DISSAT	TISFIED
How satisfied were you wi		by your sales associate?		5 4 3	2 1
4 the thoroughness of the	5 4 3	2 1			
5 the availability of your sa	ales associate?			5 4 3	2 1
6 your sales associate's ki	nowledge of the area, cor	nmunity, and properties?		5 4 3	2 1
7 the assistance your sale	s associate provided in no	eg <mark>otiati</mark> ng the price and t	erms of the purchase?	5 4 3	2 1
8 the quality and frequency of communication provided by your sales associate?					2 1
9 your sales associate's at	ttenti <mark>on</mark> to details and ass	sistance from contract to	closing?	5 4 3	2 1
40 What was very systemal and	isfaction with the results	and service provided by	vour sales associate?	5 4 3	2 1
10. What was your overall sat			your oales accordate.		
				1 VERY UNLIKE	ELY
5 VERY LIKELY	4 LIKELY	3 NEUTRAL	2 UNLIKELY	1 VERY UNLIKE	ELY
	4 LIKELY e property in the same m	3 NEUTRAL	2 UNLIKELY		② ①
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5 VERY LIKELY 11. Given the need to purchas same sales associate to as 12. Given the need to purchas	e property in the same massist you? e property in the same material to assist you? vilkely would you be to re	3 NEUTRAL arket area, how likely wo arket area, how likely wo	2 UNLIKELY uld you be to use the uld you be to use the	(5) (4) (3)(5) (4) (3)	2 1
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5 VERY LIKELY 11. Given the need to purchas same sales associate to as 12. Given the need to purchas same real estate company 13. Given the opportunity, how to a friend, neighbor or related to a f	# LIKELY e property in the same management of assist you? I likely would you be to relative? Person for selecting your Personally of the personal of t	3 NEUTRAL arket area, how likely wo arket area, how likely wo commend the services of commend the services of sales associate? (Select Walk-in/Open House Advertising The Internet Other (please specify	2 UNLIKELY uld you be to use the uld you be to use the f your sales associate f the real estate t the one most influentia Marketing Yard Sign	 \$ 4 3 	② ①② ①② ①② ①② ①

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Please fill in the circle of the appropriate response OR Complete this survey on-line at www.LeadingResearch.com						
Did your sales associate contact you after the closing?	O Yes O No					
2. How long did you expect your property to be on the market before it was sold?						
○ <30 days ○ 31-60 days ○ 61-90 days ○ 91-120 days ○ 121-180 days	180 days and more					
3. How long was your property marketed by your sales associate and broker before you accepted an offer?						
○ <30days ○ 31-60 days ○ 61-90 days ○ 91-120 days ○ 121-180 days	180 days and more					
5 VERY SATISFIED 4 SATISFIED 3 NEUTRAL 2 DISSATISFIED	1 VERY DISSATISFIED					
How satisfied were you with 4 the advice/counsel offered by your sales associate? 5 4 3 2 1						
5 the marketing plan developed and implemented for the sale of your property? 5 4 3 2 1						
6 the price and terms of the sale?						
7 the assistance your sales associate provided in negotiating the price/terms of sale?						
8 the quality and frequency of communication provided by your sales associate?						
9 your sales associate's attention to details and assistance from contract to closing?						
10. What was your <u>overall satisfaction</u> with the results and service provided by your sales associate?	5 4 3 2 1					
5 VERY LIKELY 4 LIKELY 3 NEUTRAL 2 UNLIKELY	1 VERY UNLIKELY					
11. Given the need to sell property in the same market area, how likely would you be to use the same sales associate to assist you?	5 4 3 2 1					
12. Given the need to sell property in the same market area, how likely would you be to use the same real estate company to assist you? 5 4 3 2 1						
13. Given the opportunity, how likely would you be to recommend the services of your sales associate to a friend, neighbor or relative?	5 4 3 2 1					
14. Given the opportunity, how likely would you be to recommend the services of the real estate company to a friend, neighbor or relative?	5 4 3 2 1					
15. What was your PRIMARY reason for selecting your sales associate? (Select the one most influential	factor)					
Referred by a Friend						
Please offer any comments or suggestions you feel appropriate:						