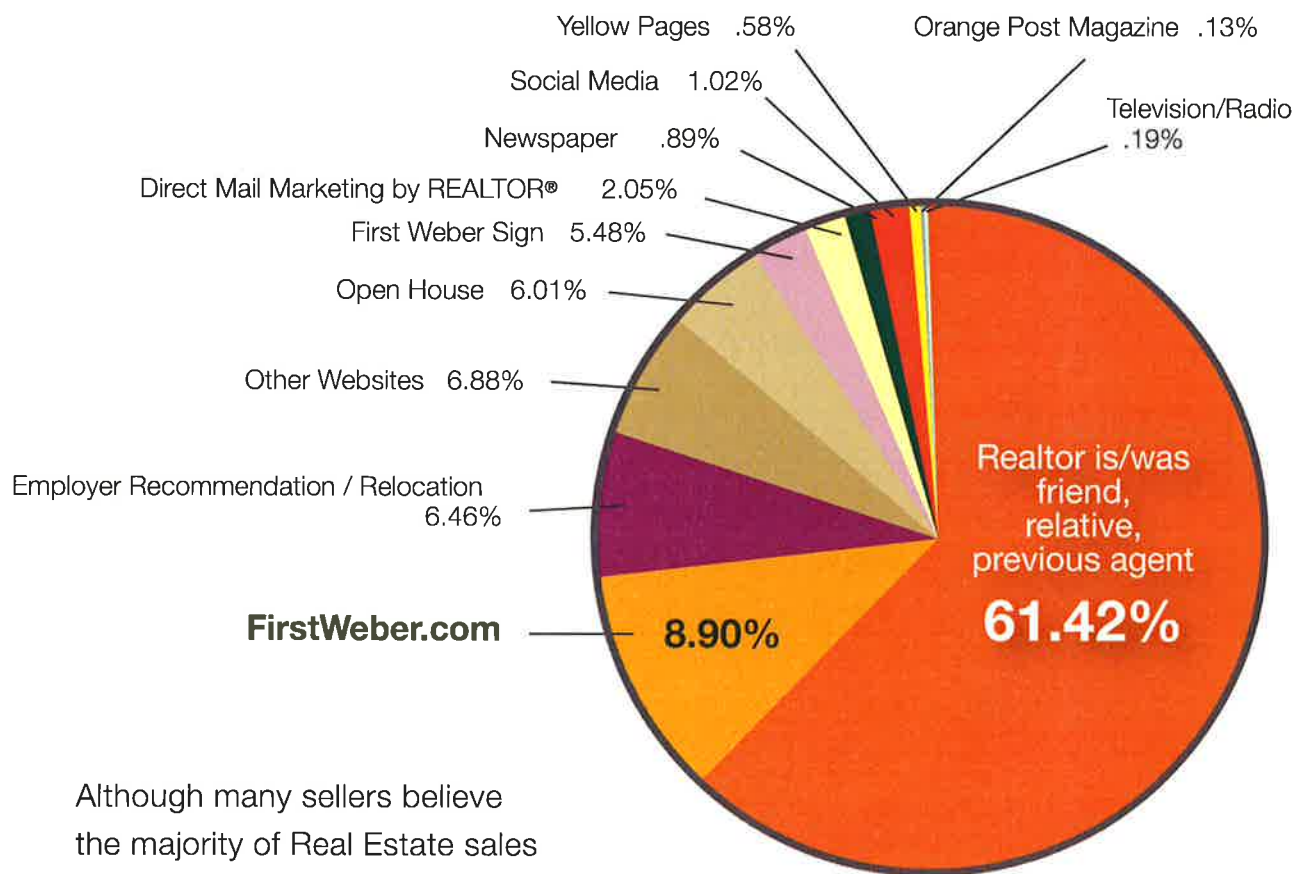


# Where Do Buyers Come From?

*The human side of real estate.*



Although many sellers believe the majority of Real Estate sales comes from classified advertising, our service evaluations and market research findings indicate the majority of buyers who purchase real estate from First Weber were referred by a friend, relative, previous agent, or found us on the Internet.

Source: First Weber Group's Agent Client/Customer Surveys, 1/1/2014 to 12/31/2014