



Constant Contact Survey Results

Survey Name: Jul 02 2009 Survey

Response Status: Partial & Completed

Filter: None

Jul 15, 2009 4:12:23 PM

TextBlock:

We would greatly appreciate your taking a minute to respond to this short, 10 question, multiple choice survey. All responses are anonymous, unless you include your name in an optional comment area, or reply to this email. We hope this will help us to better serve our users. As always, when you need us, we'll be there! Kerry, Howard, David, Judy

About the real estate market in my area (select one or more answers)

Answer	0%	100%	Number of Response(s)	Response Ratio
Very good and accelerating			3	4.1 %
Good, stable			7	9.7 %
Below normal, but workable			37	51.3 %
Depressed, not good			20	27.7 %
Making ends meet			9	12.5 %
Can't make money in this market			5	6.9 %
Other			5	6.9 %
Totals			72	100%

Understanding the CMA details

Answer	0%	100%	Number of Response(s)	Response Ratio
Relatively comfortable with \$Weights, Factors, Competitive Market Value, etc.			17	23.6 %
I accept the default values and change the \$Weights, factors occasionally			22	30.5 %
I do not change the \$Weights of Factors			12	16.6 %
I don't have a clue			11	15.2 %
Other			10	13.8 %
No Response(s)			0	0.0 %
Totals			72	100%

My real estate business

Answer	0%	100%	Number of Response(s)	Response Ratio
Full time, main source of family income			47	65.2 %
Full time, secondary source of family income			14	19.4 %
Part time or seasonal, as business comes along			4	5.5 %
Special clientele, handle as desired			3	4.1 %
Other			4	5.5 %
No Response(s)			0	0.0 %
Totals			72	100%

Real Estate Income/Expense record keeping system

Answer	0%	100%	Number of Response(s)	Response Ratio
I do my own recordkeeping			50	69.4 %
I pay someone to keep my records			9	12.5 %
I arrange it all at tax time			8	11.1 %
Other			5	6.9 %
No Response(s)			0	0.0 %
Totals			72	100%

Would you be willing to pay a nominal fee for an independent CMA performed by the XpertCMA staff, with your input, for a special client or property on occasion?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			10	13.8 %
No			26	36.1 %
Maybe			30	41.6 %
Other			6	8.3 %
No Response(s)			0	0.0 %
Totals			72	100%

My Lising Price Philosophy

Answer	0%	100%	Number of Response(s)	Response Ratio
I "Price Competitively" against today's competition			38	52.7 %
I determine listing price using recent "solds" as do the local appraisers			12	16.6 %
I present actives, solds, stats, etc. and let the seller choose pricing strategy			13	18.0 %
Other			9	12.5 %
No Response(s)			0	0.0 %
Totals			72	100%

About the final results of my CMAs.

Answer	0%	100%	Number of Response(s)	Response Ratio
High Level of Confidence			26	36.1 %
Above Average			27	37.5 %
Average			13	18.0 %
Below Average			1	1.3 %
Other			3	4.1 %
No Response(s)			2	2.7 %
Totals			72	100%




About the latest book, "How the Real Estate Market Really Works" aka " Pricing Real Estate Competitively in Any Market."

Answer	0%	100%	Number of Response(s)	Response Ratio
I have read Chapters 7-11.			28	38.8 %
I have a copy, but have not read it yet.			9	12.5 %
I do not have a copy.			22	30.5 %
Other			12	16.6 %
No Response(s)			1	1.3 %
Totals			72	100%

What version of XpertCMA do you have?

Answer	0%	100%	Number of Response(s)	Response Ratio
4			1	1.3 %
5			1	1.3 %
6			17	23.6 %
7			26	36.1 %
Don't know			22	30.5 %
Other			5	6.9 %
No Response(s)			0	0.0 %
Totals			72	100%

Are you currently using your version of XpertCMA?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes, frequently			25	34.7 %
Yes, occasionally			25	34.7 %
No, using another			11	15.2 %
Need help (please add comment)			6	8.3 %
Other			4	5.5 %
No Response(s)			1	1.3 %
Totals			72	100%