1848 COLLINGSWOOD COURT

Seller Marketing Report / October 1, 2016 - Present



30700 Russell Ranch Road, #250 Westlake Village, CA 91362 sgassociatesre.com SGASSOCIATES



showings & INQUIRIES

October 1, 2016 - Present

From October 1ST to present we have conducted 8 private showings as well as 1 Exclusive Brokers Preview. Logged below are the details that

include the showing date, the agent/company representing the buyer, as well as the buyer's or agent's feedback.

Showing Date	Agent/Company	Buyer Name/Type of Showing/Feedback
10/12/16	Kevin Nygen Engel and Volker	Private Showing "Wanted more open floor plan."
10/23/16	Sergio Gonzalez SG Associates	Private Showing "Loved the property, but had elderly father moving in suddenly and concerned about steps into bedroom downstairs."
11/01/16	Laura Sotheby's Realty	Private Showing "Didn't like steps. Loved the property privacy."
11/13/16	Cliff Remax	Private Showing "Have to sell to buy. Love home. Still on their list."
11/13/16	Lisa Berkshire	Private Showing "Want more usable land but thought home was beautiful."
11/13/16	Milan Baltic	Private Showing "Want a modern, open floor plan. Loved privacy and decor of home."
11/15/16	Debbie Gates Troop Realty	Private Showing Clients are afraid of cul de sacs.
11/17/16	Nikki and Karen Sotheby's Realty	Private Showing "Loved home. Still considering."

$showings \ \& \ INQUIRIES \ {\it continued...}$

October 1, 2016 - Present

From October 1ST to present we have conducted 8 private showings as well as 1 Exclusive Brokers Preview. Logged below are the details that

include the showing date, the agent/company representing the buyer, as well as the buyer's or agent's feedback.

Showing Date	Agent/Company	Buyer Name/Type of Showing/Feedback
10/15	Open Houses	25 parties total
10/22		5 parties through
10/30		18 parties through
11/6		11 parties through
11/13		20 parties through
11/20		8 parties through

market conditions REPORT

October 1, 2016 - Present

Listings for Sale (10)

- The average days on the market is 345.9
- The average price per square foot asking is \$514.40
- The average list price is \$4,062,495.00
- 1848 Collingswood Ct: Sergio Gonzalez / SG Associates
 42 DOM / \$3,475,000 / \$561.00/SF / 5Bd/6Ba / 6,191 SF
- 3855 Brunston Ct: Jordan Cohen / Remax
 319 DOM / \$4,600,000 / \$477.00/SF / 7Bd/7Ba / 9,627 SF / PR \$399.95k
- 1625 Crown Ridge: Nicole Van Parys / Engel Volkers
 1314 DOM / \$4,950,000 / \$381.00/SF / 7Bd/11Ba / 13,000 SF / PR \$550k
- 5480 Royal Ridge Ct: Tamara Campbell / Coldwell Banker
 196 DOM / \$3,395,000 / \$511.00/SF / 6Bd/5Ba / 6,650 SF / PR \$200k
- 1815 Upper Ranch Rd: Ronald Baron / Engel Volkers
 279 DOM / \$3,324,950 / \$431.00/SF / 6Bd/8Ba / 7,709 SF / PR \$125.05k
- 1118 Country Valley Rd: Jordan Cohen / Remax
 95 DOM / \$4,500,000 / \$655.00/SF / 6Bd/7Ba / 6,869 SF
- 945 Westbend Rd: Sigi & Pam / Berkshire Hathaway
 584 DOM / \$3,995,000 / \$540.00/SF / 6Bd/7Ba / 7,396 SF / PR \$355k
- 5047 Hunter Valley Ln: Jordan Cohen / Remax
 88 DOM / \$3,395,000 / \$486.00/SF / 5Bd/6Ba / 6,976 SF / PR \$105k
- 4774 Golf Course Dr: Sigi & Pam / Berkshire Hathaway
 365 DOM / \$3,995,000 / \$399.00/SF / 6Bd/8Ba / 10,007 SF / PR \$500k
- 1134 Country Valley Rd: Nicole Van Parys / Engel Volkers
 177 DOM / \$4,995,000 / \$703.00/SF / 5Bd/7Ba / 7,100 SF

In High Country, Custom Estates, and Country Estates...

priced from

\$3,000,000

— to -

\$5,000,000

as of 11/23/2016

market conditions REPORT continued...

October 1, 2016 - Present

Listings Sold (2)

- The average days on the market is 132.5
- The average price per square foot asking is \$529.00
- The average sales price is \$3,336,500.00
- 1159 Westbend Rd: Jordan Cohen / Remax
 63 DOM / LP \$3,500,000 / SP \$3,423,000 / \$517.00/SF / 5Bd/7Ba / 6,615 SF / PR \$77k
- 1696 Crown Ridge Ct: Sigi & Pam / Berkshire Hathaway 202 DOM / LP \$3,495,000 / SP \$3,250,000 / \$541.00/SF / 5Bd/6Ba / 6,000 SF / PR \$429k

In High Country, Custom Estates, and Country Estates...

priced from

\$3,000,000 — to — \$5,000,000

as of 11/23/2016

real estate portals & ANALYTICS

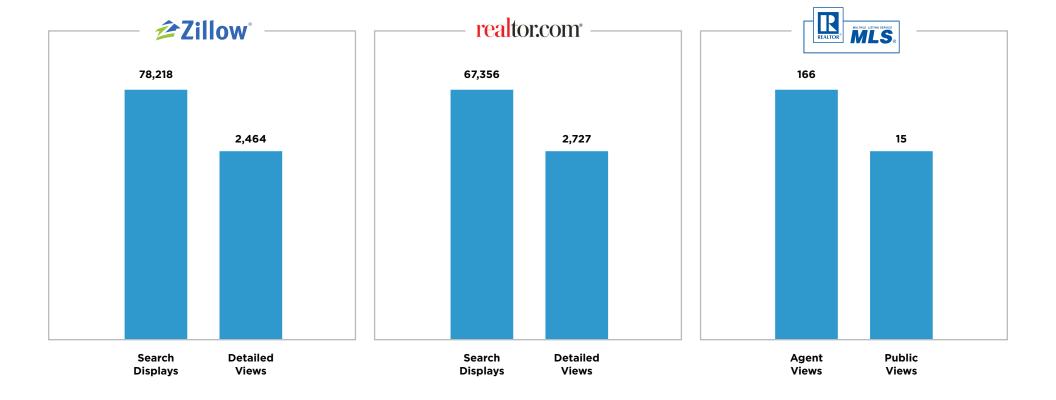
October 1, 2016 - Present

Analytics

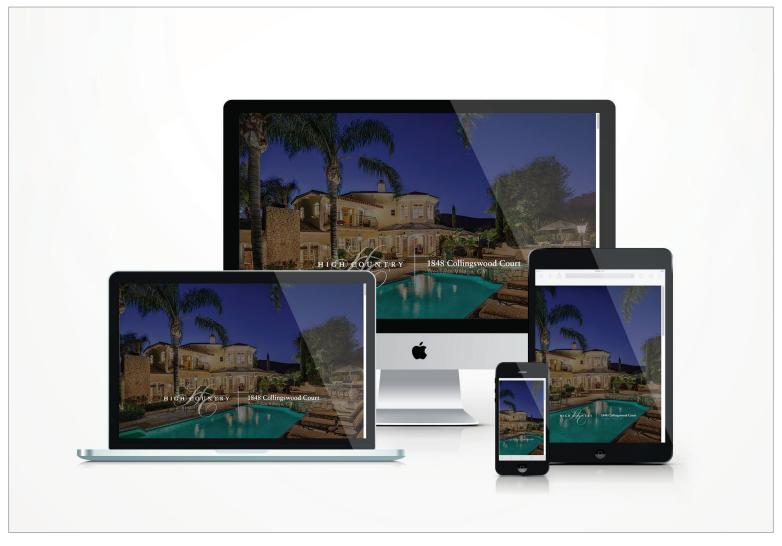
The numbers below are of buyers viewing your home online since October 1st. We have included the visits on the high volume sites Zillow, MLS, and Realtor.com, as well as our custom website, whitehawklife.com.

Page Views & Detailed Views

Page Views represent the total number of times your home has appeared in search results. Detailed Views represent the total number of times your home was clicked on to be viewed in more detail.



$collings woodct.com\ TRAFFIC\ \&\ ANALYTICS$



CollingswoodCt.com

October 1, 2016 - Present

Analytics

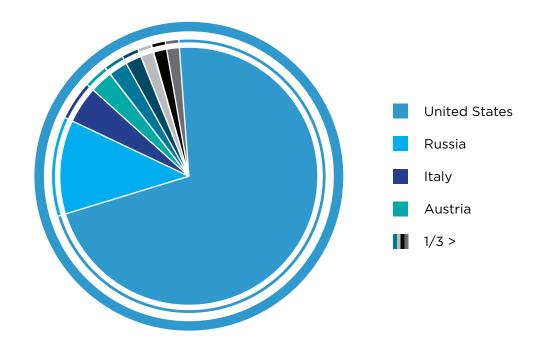
Since October 1ST, your home has been viewed in 4 continents, 18 countries, 112 cities, and 11 different languages.

Total Sessions

The total sessions column represents the total number of users in that particular country who have clicked on our website since it's premiere to be viewed in more detail.

New Users

The new users column represents the total number of new visitors in that particular country who have clicked on collingswoodct.com to be viewed in more detail.

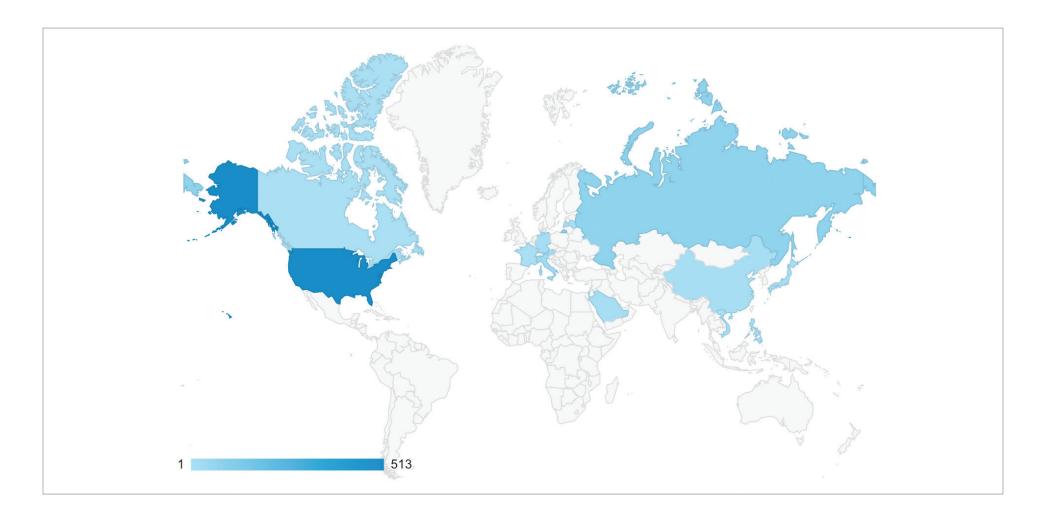


Top 10 Countries	Total Sessions	New Users
United States	513	419
Russia	77	3
Italy	29	29
Austria	24	24
Germany	16	16

Top 10 Countries	Total Sessions	New Users
China	10	10
Saudi Arabia	9	9
France	4	3
Canada	2	2
Vietnam	2	2

October 1, 2016 - Present

Below is a map overlay showing the total number of view sessions worldwide of your home and is based on the stats on the previous page. The lighter blue represents the least number of sessions, while the darkest blue represents where the majority of worldwide website traffic has populated.



October 1, 2016 - Present

Analytics

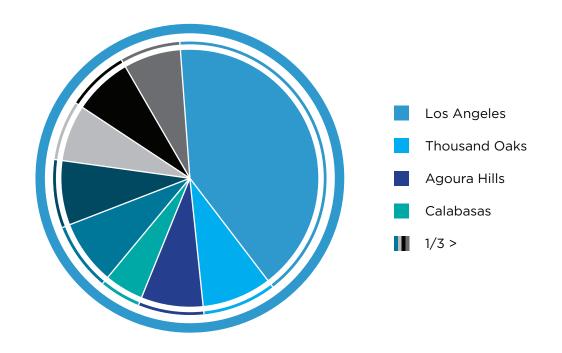
Since October 1ST, your home has been viewed in 85 U.S. cities and 23 states.

Total Sessions

The total sessions column represents the total number of users in the U.S. who have clicked on your home since it's premiere to be viewed in more detail.

New Users

The new users column represents this month's number of users in the U.S. who have clicked on your home to be viewed in more detail.



Top 10 US Cities	Total Sessions	New Users
Los Angeles	202	184
Thousand Oaks	51	33
Agoura Hills	45	29
Calabasas	24	20
Santa Monica	17	16

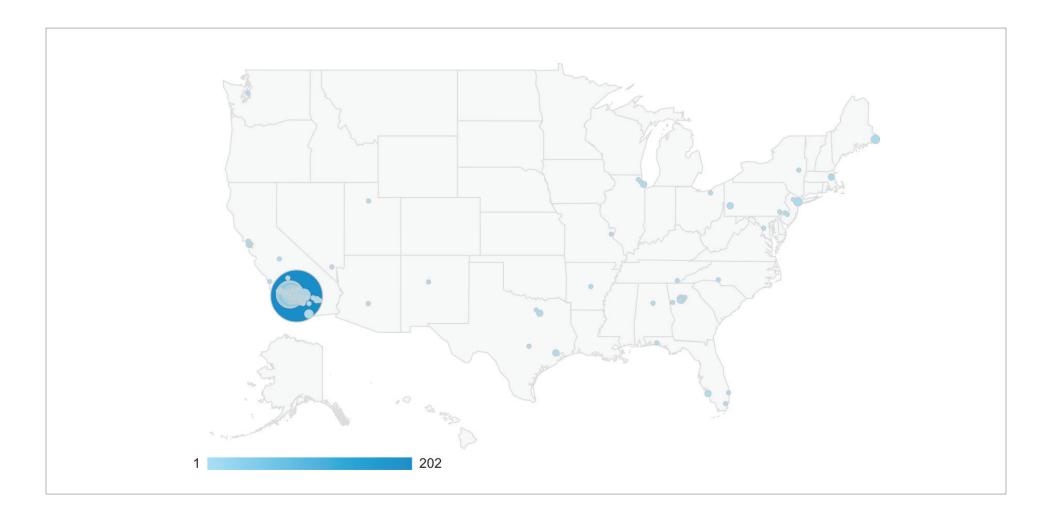
Top 10 US Cities	Total Sessions	New Users
Rancho Cucamonga	16	16
Culver City	12	3
Camarillo	8	8
Moorpark	6	4
San Diego	6	5

October 1, 2016 - Present

Below is a map overlay showing the total number of view sessions in the U.S. and is based on the stats on the previous page.

The lighter blue represents the least number of sessions, while the

darkest blue represents where the majority of website traffic in the U.S. has populated.



property EVENTS

October 1, 2016 - Present

- Property Premiere
- Private Showings
- Open House
- Broker Caravan

48/

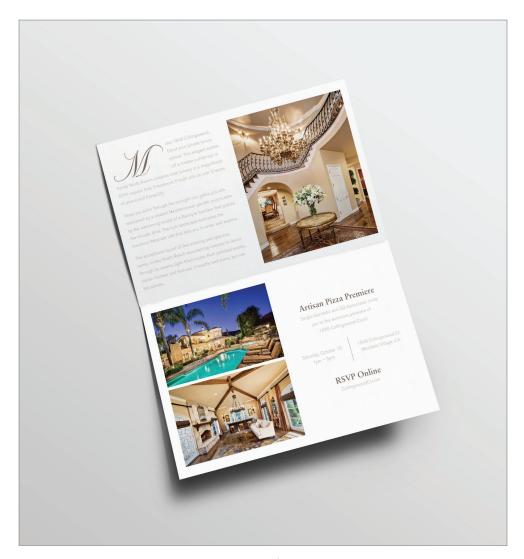
People attended the Broker Caravan

10/

Companies attended the Broker Caravan

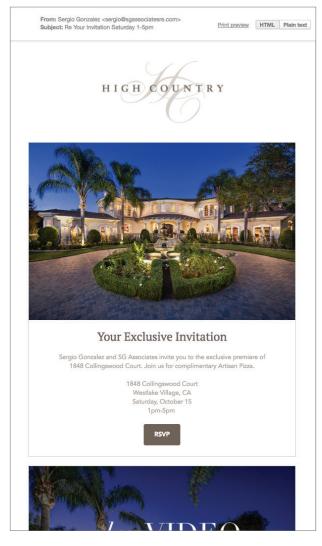
- Sothebys
- Keller Williams
- Coldwell Banker
- Remax
- Dilbeck

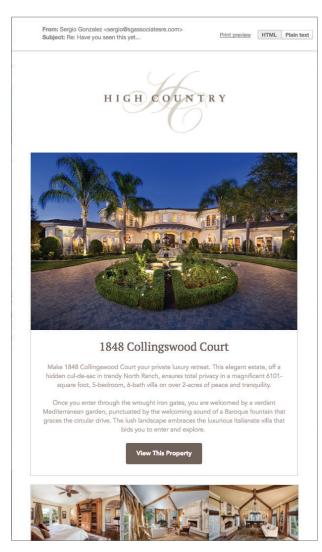
- Century 21
- Troop
- Engle Volkers
- Santa Barbara Brokers
- SG Associates

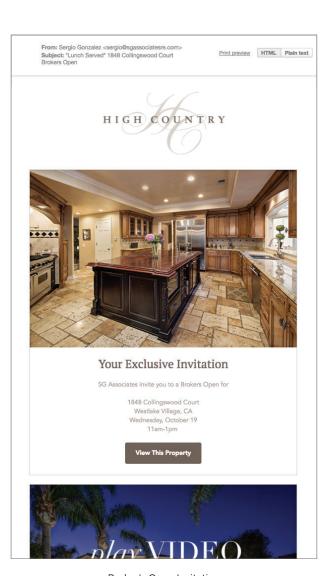


Property Premiere Invitation / BiFold 8.25in x 5.375in

email blast CAMPAIGNS







Property Launch Invitation

Property Premiere Invitation

Broker's Open Invitation

email blast CAMPAIGNS continued...

October 1, 2016 - Present

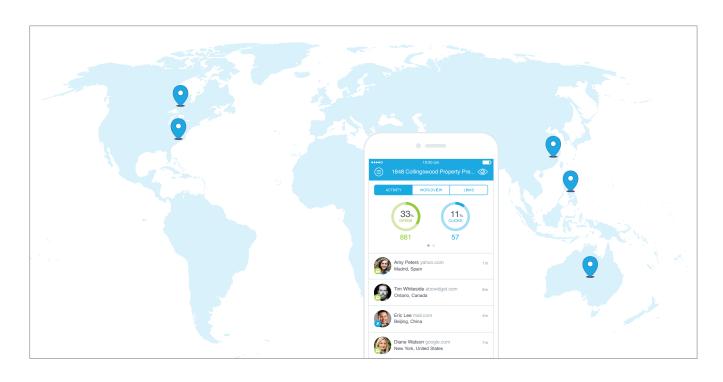
Property Premiere Invitation

33%

Open Rate

11%

Click-Through Rate



Most Popular Links	Clicks
collingswoodct.com/#film	45
collingswoodct.com/	29
sgassociatesre.com	2
linkedin.com/company/sg-associates	1
pinterest.com/sgassociatesre/	1

Top Countries	Opens
United States of America	746
Canada	5
Philippines	4
Australia	2
China	2

email blast CAMPAIGNS continued...

October 1, 2016 - Present

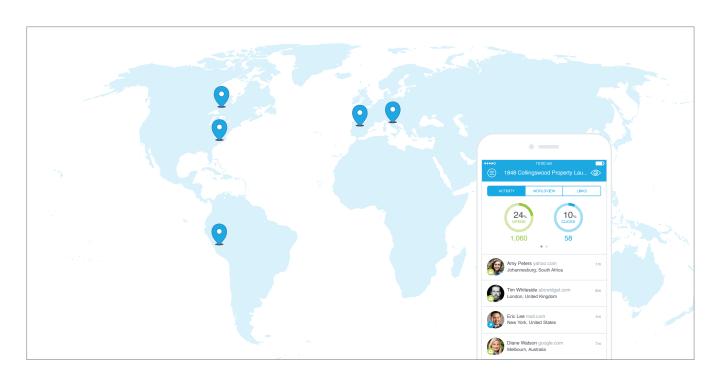
Property Launch Invitation

24%

Open Rate

10%

Click-Through Rate



Most Popular Links	Clicks
collingswoodct.com/	58
collingswoodct.com/#film	25
sgassociatesre.com/	1
twitter.com/sgassociatesre	1

Top Countries	Opens
United States of America	904
Canada	15
Spain	2
Italy	1
Peru	1

email blast CAMPAIGNS continued...

October 1, 2016 - Present

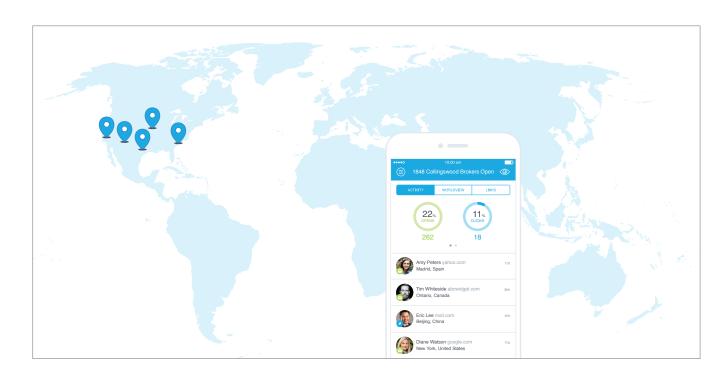
Broker's Open Invitation

22%

Open Rate

11%

Click-Through Rate

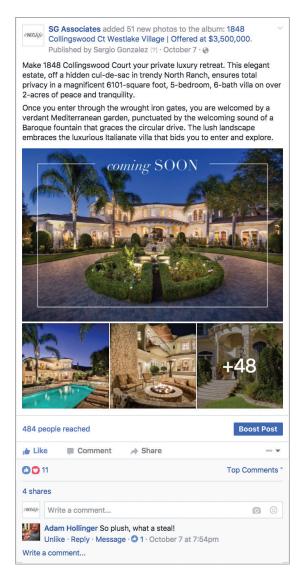


Most Popular Links	Clicks
collingswoodct.com/#film	12
collingswoodct.com/	8

Top Countries	Opens
United States of America	218

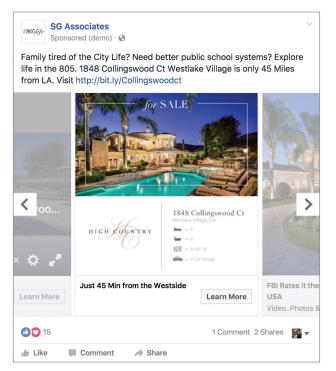
facebook ADVERTISING

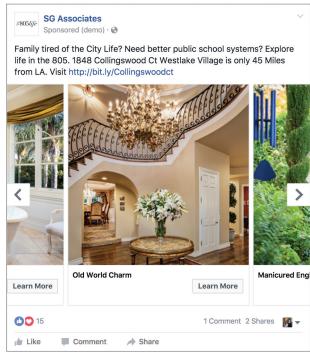


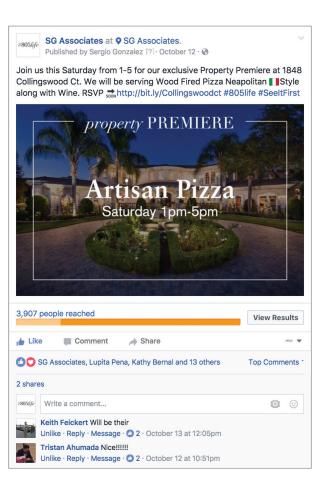


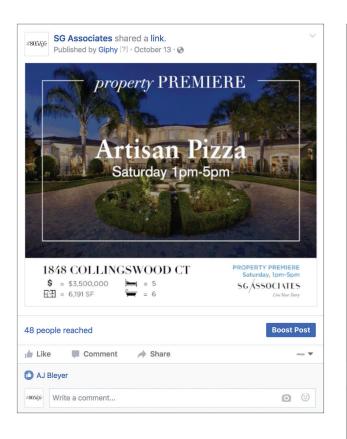


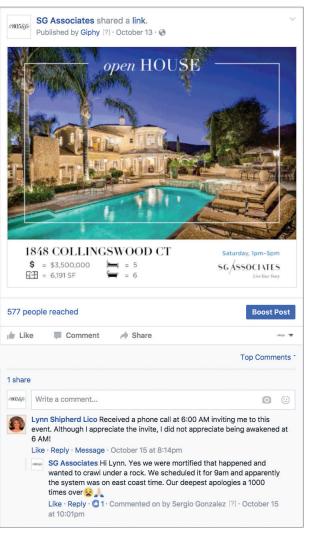
$\it facebook~ADVERTISING~continued...$

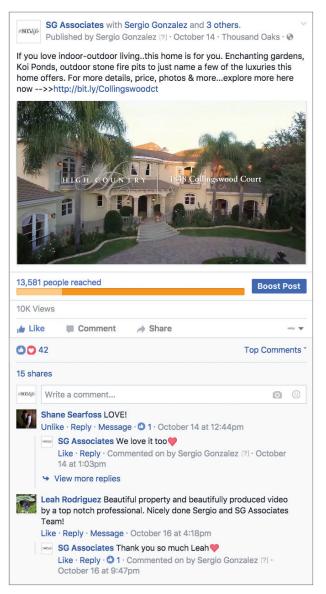








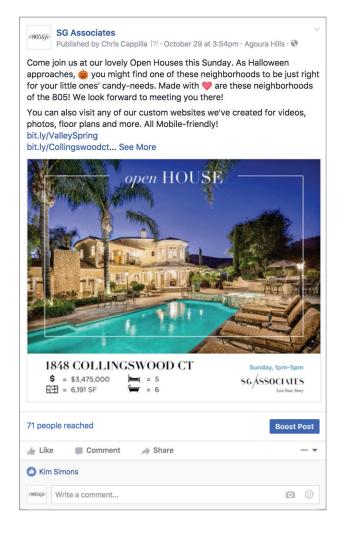




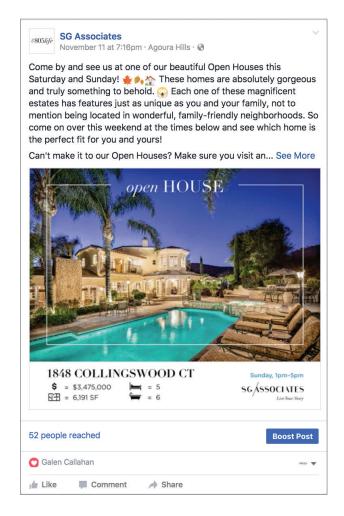






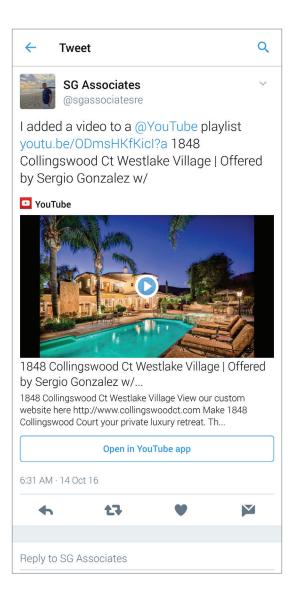








social media TWITTER



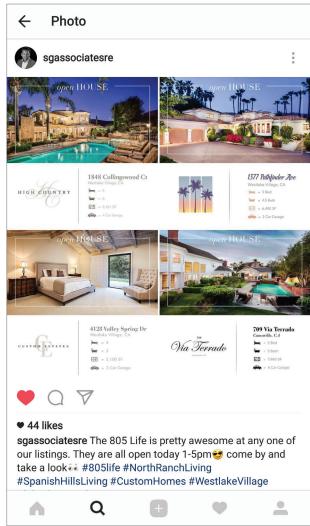
social media INSTAGRAM



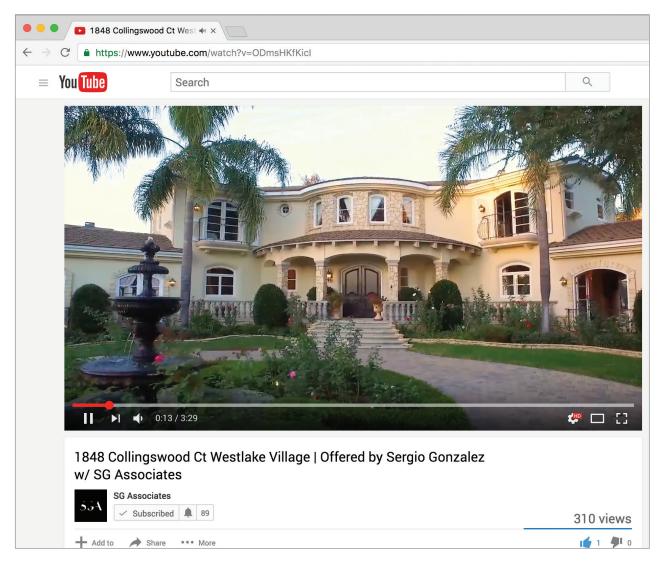


social media INSTAGRAM continued...





social media YOUTUBE





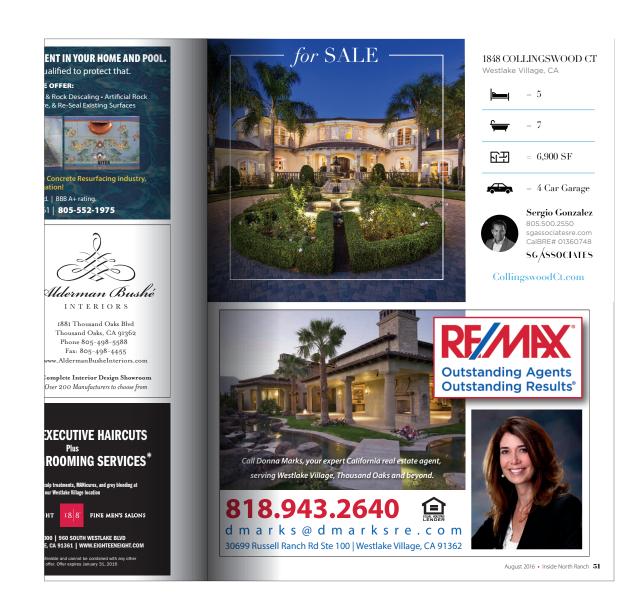
print ADVERTISING

October 1, 2016 - Present

INSIDE NORTH RANCH

To be featured July 2016 Issue

Half Page Listing Ad



brand STYLE GUIDE

October 1, 2016 - Present



Logo Mark



1848 Collingswood Court Westlake Village, CA



White Mark

Main Logo + Address



White Logo + Address

brand STYLE GUIDE

October 1, 2016 - Present



PMS: Warm Gray 11 C CMYK: 52 53 59 24 RGB: 112 98 89 Hex: #706259



PMS: Warm Gray 1 C CMYK: 14 14 17 0 RGB: 216 209 202 Hex: #D8D1CA



1848 Collingswood Court Westlake Village, CA

SGASSOCIATES

brand STYLE GUIDE

October 1, 2016 - Present

Recommended Fonts

TITLES AND HEADERS: Sabon LT Std Bold (Uppercase and Lowercase)

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

Subheaders: Berthold Akzidenz Grotesk Light (Uppercase and Lowercase)

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

Body Copy: Berthold Akzidenz Grotesk Light (Uppercase and Lowercase)

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

Web Fonts - For us when recommended fonts aren't available

TITLES AND HEADERS: Georgia Regular (Uppercase and Lowercase)

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

Subheaders: Roboto Regular (Uppercase and Lowercase)

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

Body Copy: Roboto Regular (Uppercase and Lowercase)

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789



Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor.

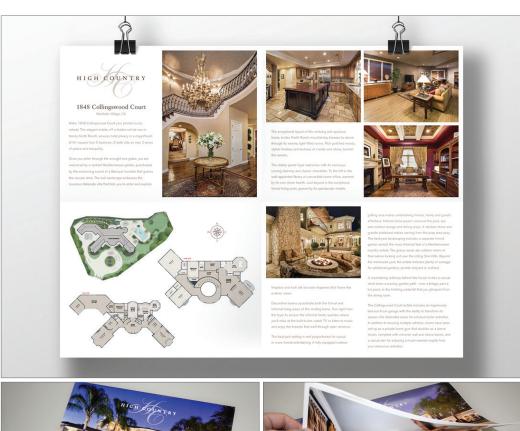
Berthold Akzidenz Grotesk Light (Upper and Lowercase) size: 10pt, kerning 20pt, leading first line 23pt, succeding lines 18pt Leading between paragraphs: 18.5pt return + 11pt return, No subheader leading 26pt

color*: CMYK 14 14 17 0

print COLLATERAL

October 1, 2016 - Present

Property Brochure - Foldout 36in x 9in









print COLLATERAL

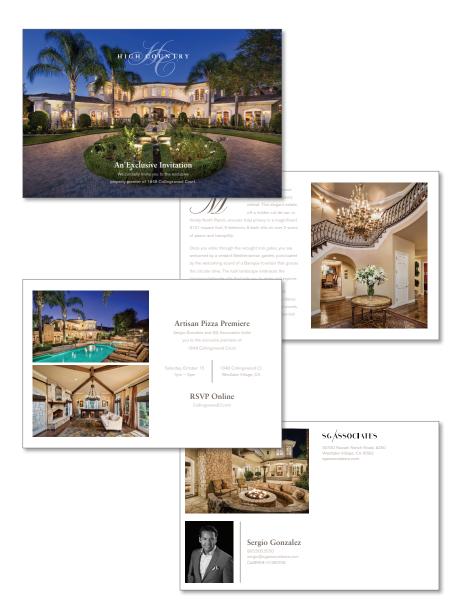
October 1, 2016 - Present

Property Premiere Invitation – BiFold 8.25in x 5.375in









print COLLATERAL

October 1, 2016 - Present

Property Flyer - Double-Sided 11in x 8.5in

