

# Report Card



Student: Kevin Kalbfleisch, ReMax Twin City Realty Inc

<b>Last Year Sales Waterloo Region</b>	Average List Price	Average Sold Price	S vs L Ratio	# Days to Sell
MLS Market	\$329,340	\$320,448	97.3%	59
Kevin's Sales	\$398,900	\$392,123	98.3%	41
Improvement over market		22.4%	1.0%	30.5%

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<b>Last Year Sales Waterloo Region</b>	Average List Price	Average Sold Price	S vs L Ratio	# Days to Sell
<b>For Sale by Owner Market</b>	\$398,894	\$272,381	68.3%	295
Kevin's Sales	\$398,900	\$392,123	98.3%	41
Improvement over FSBO market		44.0%	30.0%	620%

<b>% of Deals where listing agent finds and represents the buyer</b>	
MLS Average	18.0%
Kevin's Sales	41.0%
Improvement over average	23.0%

