

BUYER INVENTORY

Buyer Agency Agreements (BAA) Signed

Client	Agent	Pre-Qualified/Lender	City/Area	Source	Price Target	BAA Signed	BAA Expires	Status
1 Mark Fisher	Melissa	Yes- HomePlus Mortgage	NW/SW Visalia	Robyn SOI	\$400,000	11/14/17	11/14/18	Actively looking
2 Steve Ensslin	Melissa	No- HomePlus trying to contact	Visalia	Melissa SOI	\$550,000	11/17/17	6/4/18	Shown 15 homes. Actively looking
3 Dan & Karen Holloway	Kari	Yes- CC Mortgage	Springville	Open House	\$495,000	2/26/18	6/26/18	Actively looking
4 Maria Focha	Melissa	Yes- CC Mortgage	NE Tulare	Agent Referral	\$225,000	3/13/2018	6/8/18	Looking for 2 acre lot
5 Matt Kelly	Jessica	Yes- HomePlus Mortgage	Exeter	Robyn SOI	\$514,900	3/16/2018	5/9/18	Still can not make contact to reschedule
6 Ricardo Mora & Sylvia Lopez	Kari	No- Trying to connect w/ CC Mortgage	NW Visalia	Website	\$210,000	3/22/18	9/18/18	Still deciding between us & agent Uncle
7 Brian and Kara Martinez	Melissa	Cash	Visalia	Melissa SOI	\$208,000	3/28/2018	9/21/18	Still remodeling bathroom. List when done
8 Ron & Linda Watts	Melissa	Yes- CC Mortgage	Tulare	Website	\$350,000	2/26/18	2/25/19	Waiting for summer school break.
9 Don Evans	Kari	Yes- CC Mortgage	W Visalia	Kari SOI	\$425,000	3/13/2018	3/12/19	May/June
10 James & Maggie Wilson	Melissa	Yes- CC Mortgage	Visalia	Website	\$310,000	3/16/2018	3/15/19	Canceled/Reschedule
11 Debra Mattoon	Melissa	Yes- CC Mortgage	Tulare	Robyn SOI	\$475,000	3/22/18	10/21/18	Waiting on tenants to vacate
12 Dan & Abbie Johnson	Kari	Cash	Visalia	Robyn SOI	\$850,000	3/28/2018	3/27/19	Waiting on tenants to vacate
13 Jerry Washington	Melissa	Yes- Valley Credit Union	Visalia	Website	\$500,000	2/26/18	2/25/19	Sellers unsure if moving forward at this point
14 Jim & Cindy Stephens	Jessica	Yes- HomePlus Mortgage	Porterville	Open House	\$285,000	3/13/2018	3/12/19	early to mid May
15 Sarah Watson	Logan	No - Trying to connect w/ HomesPlus	Visalia	Website	\$350,000	11/14/17	11/13/19	Dead for now. Wating till next year or so
16 Maggie Henderson	Tasha	Yes- HomePlus Mortgage	SW Visalia	Website	\$500,000	11/17/17	11/16/18	Canceled & rescheduled for 4/15
17 Jessica Tulane	Melissa	Yes- HomePlus Mortgage	W Visalia	Open House	\$285,000	2/26/18	2/25/19	May 3rd appointment
18 Mike & Angela Fountain	Melissa	Yes- CC Mortgage	Three Rivers	Melissa SOI	\$350,000	3/13/2018	3/12/19	Actively looking
19 Terry Wilkenson	Jessica	No - appointment w/ CC mortgage set	Visalia	Website	\$425,000	3/16/2018	3/15/19	Meeting Lender this week
20 Brandon Ames	Kari	Yes- CC Mortgage	NW Visalia	Robyn SOI	\$400,000	3/22/18	3/21/19	Actively looking

Totals - BAA Signed & Active

Melissa	10
Kari	5
Jessica	3
Logan	1
Tasha	1
TOTAL	20

Active Buyer Leads - No BAA Signed, But Actively Looking

Client	Agent	Pre-Qualified/Lender	City/Area	Source	Price Target	Status
1 Andrew Sema	Melissa	No	Exeter	Rob SOI Ref	\$375,000	Still can not make contact to reschedule
2 Thomas and Sherry Ferreira	Kari	No	Porterville	Website Lead	\$425,000	Still deciding between us and Uncle who is an agent
3 David & Lindsay Johnson	Melissa	Yes- HomePlus Mortgage	NW/SW Visalia	Open House	\$400,000	Still remodeling bathroom. Ready to list when done
4 Susan and Terry Malhman	Melissa	No- HomePlus trying to contact	Visalia	Robyn SOI	\$550,000	Waiting for summer school break.
5 Bill and Marina Meek	Kari	Yes- CC Mortgage	Springville	Farm	\$495,000	May/June
6 Terra Walker	Melissa	Yes- CC Mortgage	NE Tulare	Zillow Lead	\$225,000	Canceled/Reschedule
7 Jerry Davis	Jessica	No	Exeter	Open House	\$514,900	Waiting on tenants to vacate
8 Jerry Davis	Kari	Yes- Cousin is a lender	NW Visalia	Open House	\$210,000	Waiting on tenants to vacate
9 Miguel and Crystal Sanchez	Melissa	No	Visalia	Robyn SOI	\$208,000	Sellers unsure if moving forward at this point
10 Rafael and Sylvia Arzate	Jessica	Yes- CC Mortgage	Visalia	Robyn SOI	\$425,000	early to mid May
11 Albert Limon	Tasha	No	Tulare	Website Lead	\$310,000	Dead for now. Wating till next year or so
12 Brad Vickers	Logan	Yes- HomePlus Mortgage	Visalia	Robyn SOI	\$475,000	Canceled & rescheduled for 4/15
13 Daniel Snead	Melissa	No	Visalia	Kari SOI	\$850,000	May 3rd appointment
14 Christine Akers	Kari	Cash	Porterville	Website	\$500,000	Sellers unsure if moving forward at this point
15 Neil & Paula Brockmeier	Jessica	No	Visalia	Website	\$285,000	early to mid May
16 Jake & Winsome Ullman	Logan	No	SW Visalia	Website	\$350,000	Dead for now. Wating till next year or so
17 Dan & Debbie Cote	Jessica	Yes- CC Mortgage	W Visalia	Website	\$425,000	Canceled & rescheduled for 4/15
18 Julian Werts	Kari	Yes- CC Mortgage	Three Rivers	Kari SOI	\$400,000	May 3rd appointment
19 Tom & Christy Blue	Melissa	No	Exeter	Open House	\$650,000	Actively looking
20 Ryan Atkinson	Jessica	Cash	Visalia	Jessica SOI	\$550,000	Meeting Lender this week

