

## TIM'S MONTHLY KPI's FOR 2000

MONTH	18	500	40	20	25	14	7	3	16	
	DAYS	CALLS	APPTS	LISTINGS	OFFERS	LISTING SALES	BUYER SALES	TIM SALES	12 TIM	4 OTH
January	13	236	24	12	17	6	5	3	12	2
February	19	844	35	7	15	10	3	2	3	1
March	19	674	47	24	30	23	5	2	9	4
April	18	407	52	17	38	13	3	1	7	0
May	21	255	42	22	45	24	8	2	8	3
June	17	216	40	20	40	21	4	0	25	7
July	13	171	25	8	35	14	0	0	12	2
August	14	224	30	19	32	17	7	1	13	3
September	18	275	44	11	15	10	4	0	13	1
October	18	194	36	20	29	16	5	0	16	4
November	16	81	23	11	25	15	6	0	9	1
December	6	30	6	4	8	4	1	1	17	4

2000	16	300.5	33.75	14.5	27.5	14.25	4.25	1	12	2.75
1999	16.25	563.5	37.5	16.25	25.5	15.75	---	5.25	---	11
1998	16.75	394	37.5	18	24	14.5	---	3.5	---	10