Your Marketing Content Wheel



























PHOTO



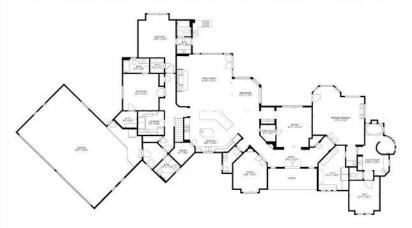
SELL 32% FASTER

HOMES WITH HIGH QUALITY
PHOTOGRAPHY SELLS 32 PERCENT
FASTER





FLOOR PLAN



64% OF BUYERS PLACE IMPORTANCE ON FLOOR PLANS

64% OF HOMEBUYERS PLACE GREAT IMPORTANCE ON FLOOR PLANS IN DETERMINING HOMES PURCHASE





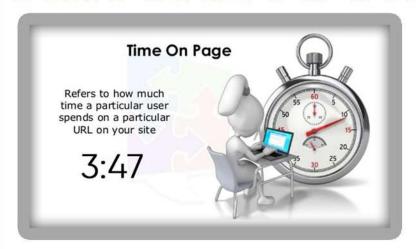


HOMES SELL 10 DAYS FASTER!

PROPERTIES ARE SOLD 10 DAYS
FASTER THAN COMPARABLE HOME
LISTINGS







3X TO 6X MORE TIME ENGAGEMENT

VIRTUAL 3D TOURS CREATES 3X TO
6X TIMES MORE ENGAGEMENT TO
PROPERTY LISTINGS THAT OFFER
AN IMMERSIVE 3D TOUR EXPERIENCE







BUYERS ARE 95% MORE LIKELY TO CALL

BUYERS ARE 60% MORE LIKELY TO EMAIL AN AGENT AND 95% MORE LIKELY TO CALL THE AGENT OF A PROPERTY WITH A 3D TOUR







74% OF AGENTS WIN MORE LISTINGS

AGENTS ACQUIRE A 74% INCREASE ON THEIR LISTINGS BECAUSE OF 3D TOURS





VIDEO



403% MORE INQUIRIES

HOMES LISTED WITH ONLINE
MARKETING VIDEO GET FOUR TIMES
(4X) OR 403% MORE INQUIRIES VS
HOMES LISTED WITHOUT VIDEOS





VIDEO



90% MORE HELPFUL

90% OF BUYERS SAYS SEEING A
VIDEO IS HELPFUL IN THE DECISION
PROCESS





VIDEO



50X EASIER IN ACHIEVING PAGE 1 ON GOOGLE

1 RANKING ON GOOGLE WITH A
VIDEO THAN WITHOUT





VIRTUAL STAGING



AGENTS SAY STAGING INCREASES **SELLING PRICE UP TO 20%**

SELL FASTER

67% of agents say staging decreases time on market

SPARK INTERESTS

40% of agents say their clients showed more interests when a home has been virtually staged

SHINE ONLINE 92% of homes visited are first found online

SHOW POTENTIAL
of agents say staging helps buyers visualize a home's potential





References:

Millennial buyers now comprise 35% of all new homebuyers on the market, which means higher demand for more engaging, interactive and mobile-ready content from real estate professionals.

- 1 In the next two years, 80% of Millennials will seek to purchase a home, according to Trulia. That's almost 67 million prospective buvers.
- 2 89% of buyers across demographics increasingly look to web and mobile tools to narrow down their list of properties to consider.
- 3 In 2015, 39% of digital marketers believed that more of their budget should be reallocated towards creating compelling visual assets.
- 4 Real estate listings with more visual content (like video) receive 403% more inquiries compared to those without video
- 5 41% of home buyers found interactive maps very useful, while 40% felt the same about virtual tours.
- 6 92% of home buyers search the internet before contacting an agent.

10 great digital video statistics for realtors:

- 1. Real estate listings with videos receive 403% more inquiries than those without videos.
- 2, 85% of buyers and sellers want to work with an agent who uses video as part of their marketing efforts.
- 3. Homes listed with video get four (4X) times the inquiries of homes listed without video.
- 4. YouTube receives over 1 billion users per month, who watch over 6 billion hours of video.
- 5. Videos increase people's understanding of your product or service by 74%.
- 6. One-third (1/3) 33% of all online activity is spent watching video.
- 7. 90% of users say that seeing a video about a product is helpful in the decision process.
- 8, U.S. digital video ad spending will nearly double in only four years, climbing from \$4.14 billion this year to \$8.04 hillion in 2016
- 9. It is 50x easier to achieve a page 1 ranking on Google with a video, than without.
- 10. Of homebuyers who use video in their search, 86% use it to research a particular community, while 70% use it to tour the inside of homes.

Floor Plans: When determining which homes to consider purchasing, home buyers place importance on a variety of methods, including:

Taking a private tour of the home (78 percent)

Having an inspection/pre-inspection (78 percent)

Viewing a floor plan of the home (64 percent)

Viewing professional pictures of the home (52 percent)

Having the home empty/free of the previous seller's belongings (51 percent)

Attending an open house of the home (48 percent)

Watching a video tour of the home (35 percent)

Having the home staged (33 percent)

Professional Photography 2D Pictures

The following information is provided by the Center for REALTOR® Development (CRD).

It might seem obvious—or go without saving—that good photography and videography are critical for your success as a real estate professional.

But when you dig into the numbers, just how much of an impact good visuals make borders on shocking. Check out some of these

Homes with high quality photography sell 32 percent faster.

Homes with more photos sell faster, too, A home with one photo spends an average 70 days on the market, but a home with 20 photos spends 32 days on the market.

For homes in the \$200,000 to \$1 million range, those that include high-quality photography in their listings sell for \$3,000-\$11,000

Virtual Tour Stats

According to Apartments.com:

Visitors to their website spend 3x - 6x more time engaging with property listings that offer a

Matterport immersive 3D Tour experience.

Properties with Matterport 3D tours receive 49% more qualified leads

According to Redfin:

Homes sell an average of 10 days faster than comparable homes thanks to

Matterport 3D walkthroughs, advanced presentation technology, and great customer service.

Buyers are 60% more likely to email an agent and 95% more likely to call an agent a properly they've seen on realestate.com.au that includes a Matterport 3D Tour Showcase.

Agents using Matterport 3D Tours are seeing real results:

90% stated that 3D Tours helps them build a stronger brand in the marketplace.

83% are more competitive because of Matterport.

74% win more listings because of Matterport.

(source 9: Mixpanel Analytics, iOs app, last 30 days as of 19 May 2016) (source 10: Customer survey fielded in 8/16; n =131)

