

**This MONTH's Question:**

**What changes have you made to your marketing plan to reach buyers and sellers in this different market? How has revising your strategy helped you to remain successful in the real estate business?**

Most agents that responded to the question indicated they were doing more personal marketing on websites and social websites, such as, facebook, twitter, etc. and less mailings. Mailings were not as productive as the internet based marketing and since there is not enough money to do both, they chose the internet.