Standard Certificate of Circulation

For the 49 issues distributed between 1st July 2003 and 30th June 2004

Business Magazines

Estates Gazette

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This certificate expires on 30th September 2005 unless ABC has issued a new certificate before that date.

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on behalf of the publisher:
The Estates Gazette Ltd
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Certificate of Average Net Circulation for the 49 issues distributed between 1st July 2003 and 30th June 2004

	Net Total	United Kingdom	Other Countries
Total Average Net Circulation Per Issue	**29, 297**	**28, 867**	**430**
Total Average Net Newstrade Sales Per Issue	**7, 203**	**7, 203**	**-**

Analysis for the Audit Issue cover dated 29 MAY 2004 and distributed on 28th May 2004

TOTAL NET CIRCULATION		**28, 746**	**28, 309**	**437**
Newstrade and other Single Copy Sales	**TOTAL**	**6, 722**	**6, 722**	**-**
At Full Cover Price/NTT		6, 722	6, 722	-
At a Lower Rate		-	-	-
Paid and Controlled	**TOTAL**	**-**	**-**	**-**
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
Single Copy Subscription Sales	**TOTAL**	**21, 165**	**20, 737**	**428**
At Full Rate		17, 652	17, 286	366
At between 50% and 100% of Full Rate		3, 262	3, 206	56
At less than 50% of Full Rate		251	245	6
Multiple Copy Subscription Sales	**TOTAL**	**701**	**696**	**5**
At Full Rate		625	620	5
At between 50% and 100% of Full Rate		74	74	-
At less than 50% of Full Rate		2	2	-
Bulk Sales	**TOTAL**	**-**	**-**	**-**
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
Society/Association/Organisation Circulation	**TOTAL**	**-**	**-**	**-**
Paid optional single copies		-	-	-
Unpaid single copies requested in writing		-	-	-
Unpaid single copies requested by internet		-	-	-
Unpaid single copies requested by telephone		-	-	-
Non-optional single copies		-	-	-
Controlled Free Circulation	**TOTAL**	**-**	**-**	**-**
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
Individually requested in writing		-	-	-
Individually requested by internet		-	-	-
Individually requested by telephone		-	-	-
Company requested in writing		-	-	-
Company requested by internet		-	-	-
Company requested by telephone		-	-	-
Non-requested by name		-	-	-
Non-requested by job title / function		-	-	-
Non-Controlled Free Circulation	**TOTAL**	**158**	**154**	**4**
By Name		154	150	4
Not by name		4	4	-

Duplication: The level of duplication on the mailing list for the audit issue was: 0%

Miscellaneous data:

The cover price for the audit issue was £3.25
The annual United Kingdom subscription rate for the audit issue was: £155.00
The range of annual other countries subscription rates for the audit issue was: £239.00
2 or 3 year subscriptions are available

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Society / Association / Organisation Circulation

None

Controlled Circulation - Terms of Control in audit period

None

Actual Distribution Dates for issues distributed during the audit period
Variances for issues with a variance of more than 10% above (+) or below (-) the average net circulation
Bulk Sales for issues with Bulk Sales representing 10% or above of the circulation for that issue

Cover Date/ID	Distribution Date	Variance %	Bulk %	Cover Date/ID	Distribution Date	Variance %	Bulk %
05 Jul 2003	04-Jul-2003	-	-	31 Jan 2004	30-Jan-2004	-	-
12 Jul 2003	11-Jul-2003	-	-	07 Feb 2004	06-Feb-2004	-	-
19 Jul 2003	18-Jul-2003	-	-	14 Feb 2004	13-Feb-2004	-	-
26 Jul 2003	27-Jul-2003	-	-	21 Feb 2004	20-Feb-2004	-	-
02 Aug 2003	01-Aug-2003	-	-	28 Feb 2004	27-Feb-2004	-	-
09 Aug 2003	08-Aug-2003	-	-	06 Mar 2004	05-Mar-2004	-	-
16 Aug 2003	15-Aug-2003	-	-	13 Mar 2004	12-Mar-2004	-	-
23 Aug 2003	22-Aug-2003	-	-	20 Mar 2004	19-Mar-2004	-	-
30 Aug 2003	29-Aug-2003	-	-	27 Mar 2004	26-Mar-2004	-	-
06 Sep 2003	05-Sep-2003	-	-	03 Apr 2004	02-Apr-2004	-	-
13 Sep 2003	12-Sep-2003	-	-	10 Apr 2004	08-Apr-2004	-	-
20 Sep 2003	19-Sep-2003	-	-	17 Apr 2004	16-Apr-2004	-	-
27 Sep 2003	26-Sep-2003	-	-	24 Apr 2004	23-Apr-2004	-	-
04 Oct 2003	03-Oct-2003	-	-	01 May 2004	30-Apr-2004	-	-
11 Oct 2003	10-Oct-2003	-	-	08 May 2004	07-May-2004	-	-
18 Oct 2003	17-Oct-2003	-	-	15 May 2004	14-May-2004	-	-
25 Oct 2003	24-Oct-2003	-	-	22 May 2004	21-May-2004	-	-
01 Nov 2003	31-Oct-2003	-	-	29 May 2004	28-May-2004	-	-
08 Nov 2003	07-Nov-2003	-	-	05 Jun 2004	04-Jun-2004	-	-
15 Nov 2003	14-Nov-2003	-	-	12 Jun 2004	11-Jun-2004	-	-
22 Nov 2003	21-Nov-2003	-	-	19 Jun 2004	18-Jun-2004	-	-
29 Nov 2003	28-Nov-2003	-	-	26 Jun 2004	25-Jun-2004	-	-
06 Dec 2003	05-Dec-2003	-	-				
13 Dec 2003	12-Dec-2003	-	-				
10 Jan 2004	09-Jan-2004	-	-				
17 Jan 2004	16-Jan-2004	-	-				
24 Jan 2004	23-Jan-2004	-	-				

Exhibitions / Conferences to which bulk free copies are supplied. Please note, these copies are NOT included in the circulation of any issue

None