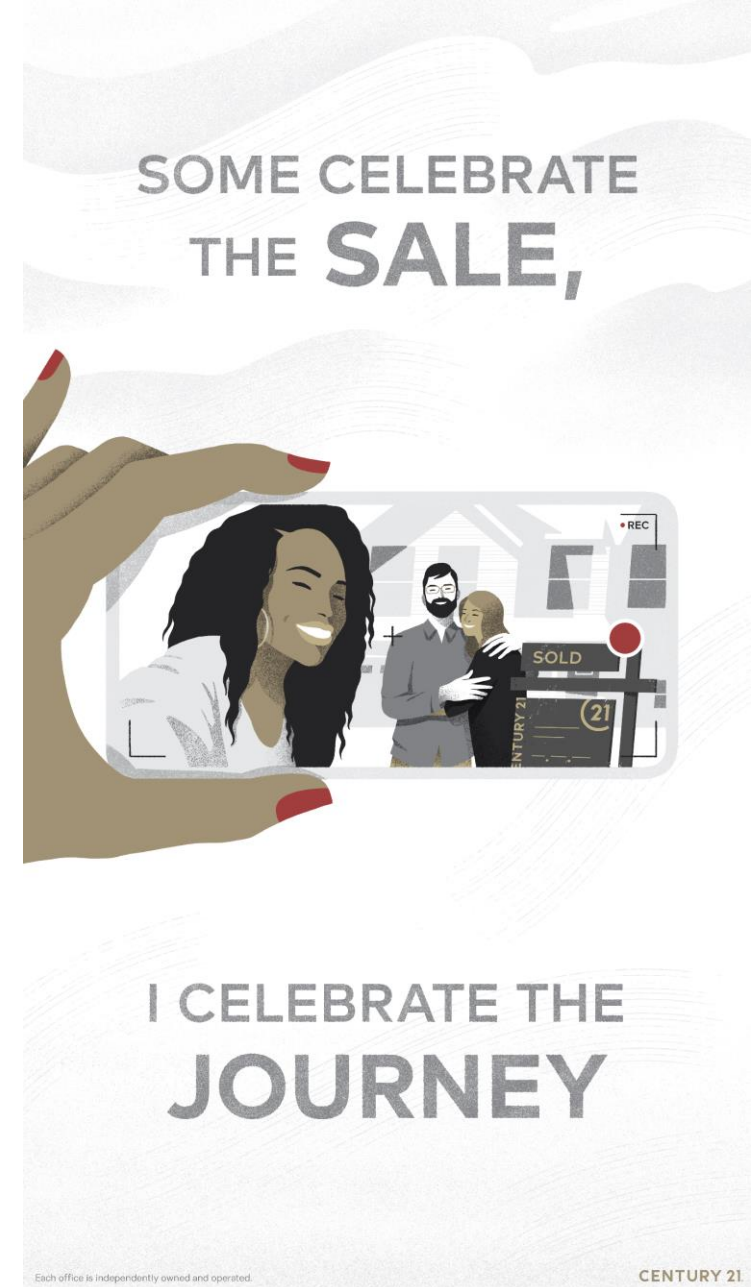


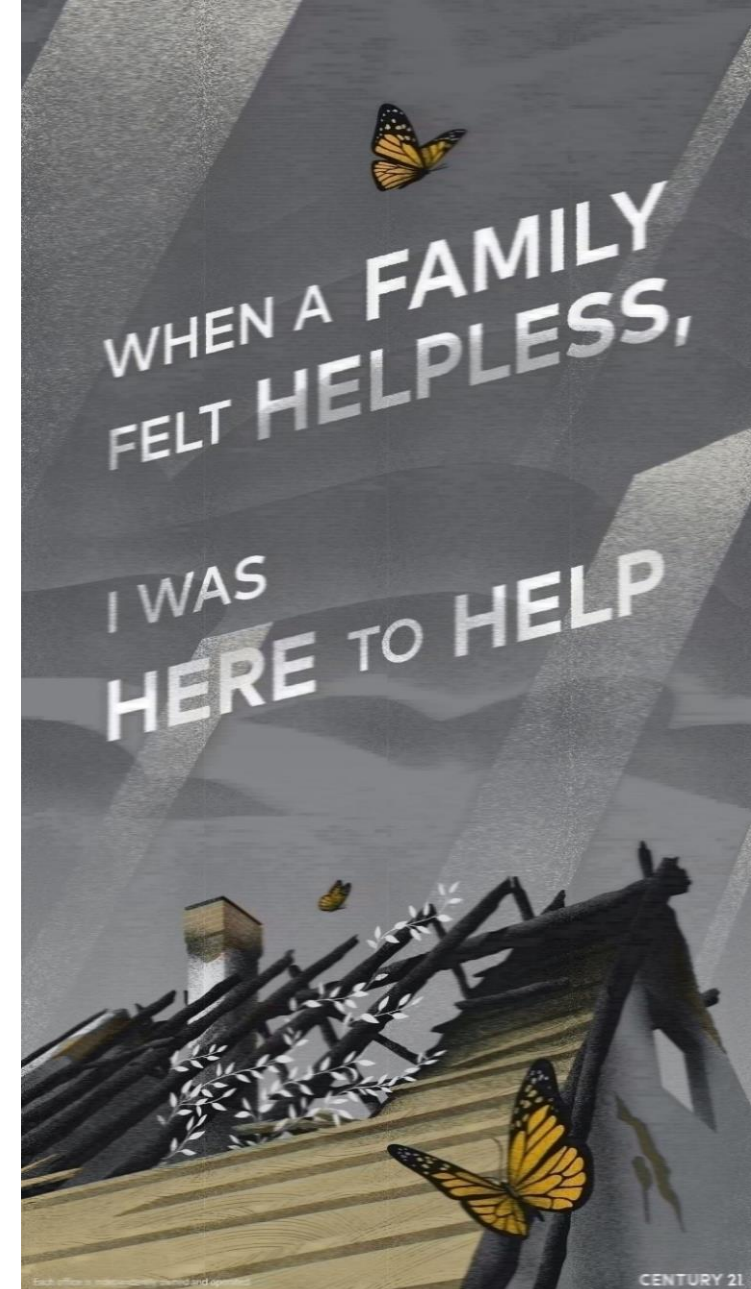
WEEKLY MEETING

08/02/2023

[illegible]

QUIZ TIME...

- GO TO KAHOOT.it
- 5 questions
- \$20 for the winner!
- Remind me if you didn't receive your \$20

[illegible]

■ ...



Mortgage Rates from Jarret!

Normal Scenario. \$500k purchase, minimum down,
740 Credit Score

Conventional: 6.625-6.750%

FTHB Conventional: 6.625%

FHA: 6.500-6.625%

VA: 6.500-6.625%

The market doesn't look good right now. All of these are shaped with Guild giving a 1-point subsidy and then the borrower covering roughly ½ point. I'm requesting 1 point subsidy for all clients right now.

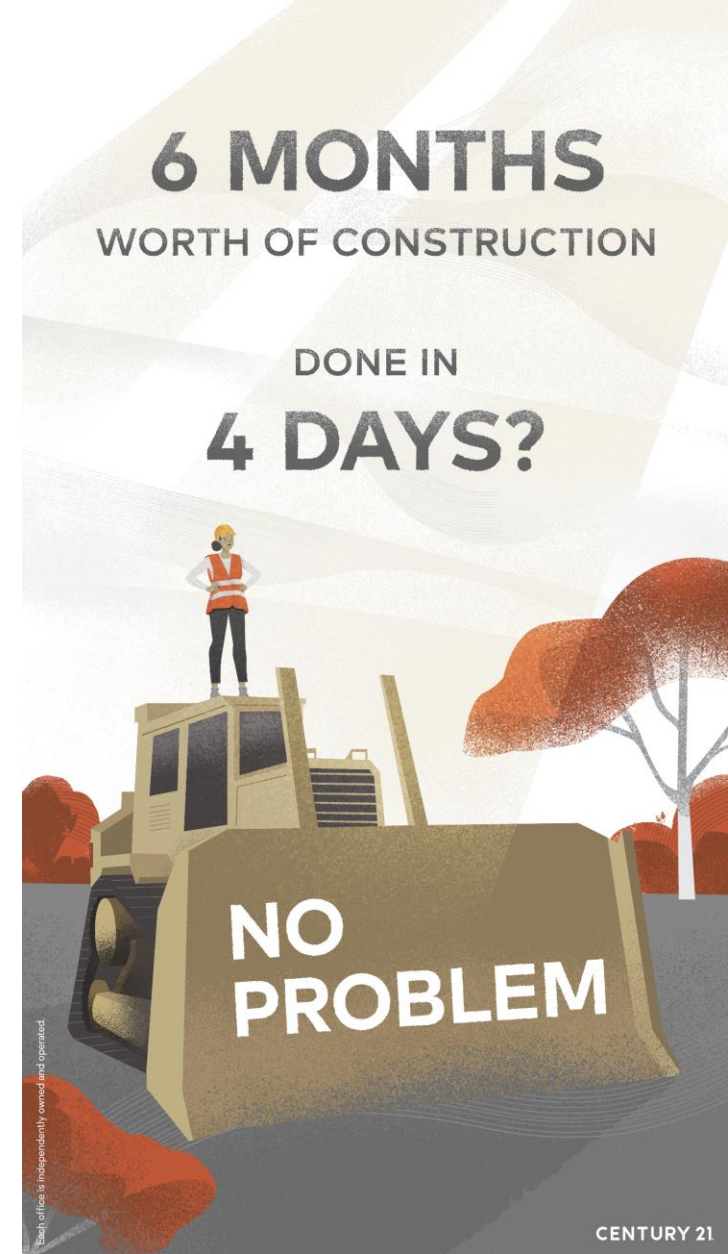


Good News
Challenges
New Listings Coming Up
Buyer Needs
Ideas



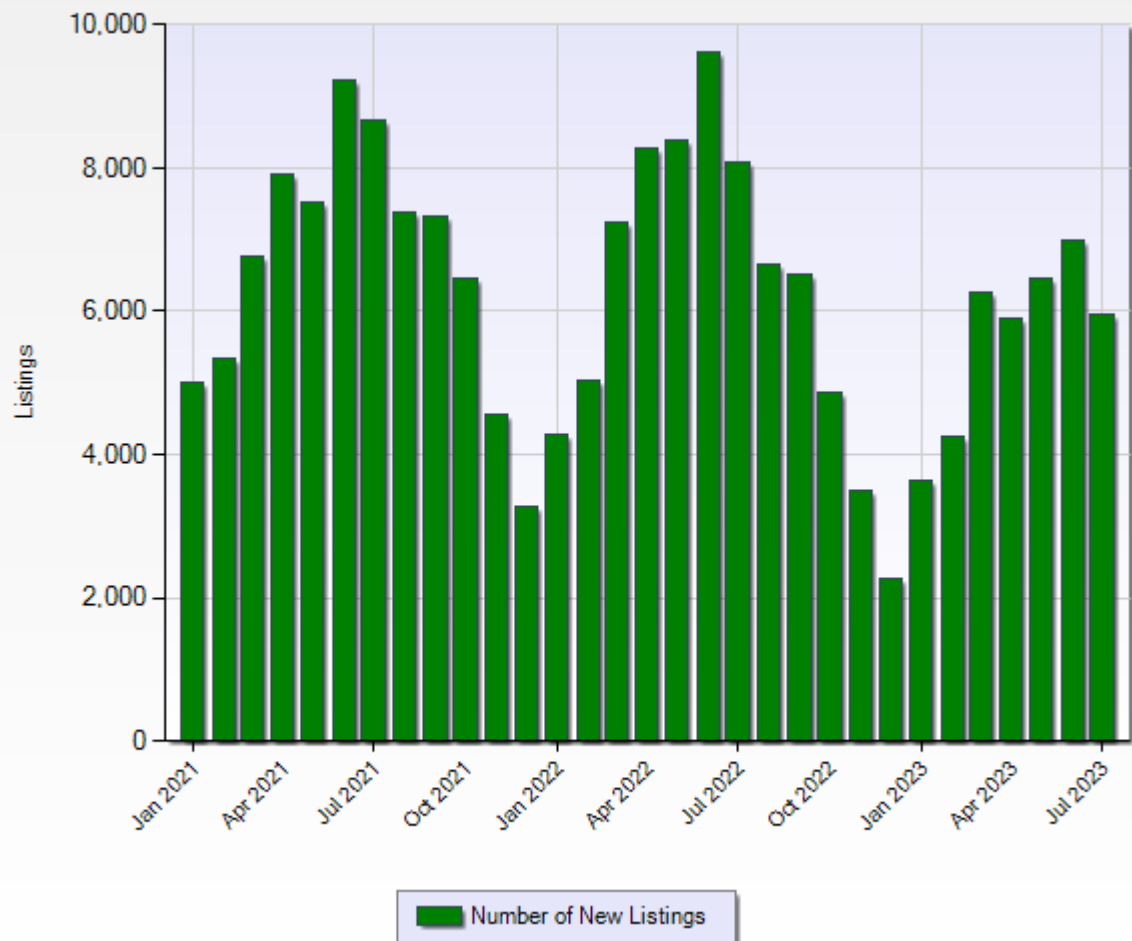
Contracts

- 16.1.1. Taxes.
“Taxes for the Calendar Year Immediately Preceding Closing” OR “Most Recent Mill Levy and Most Recent Assessed Valuation?”

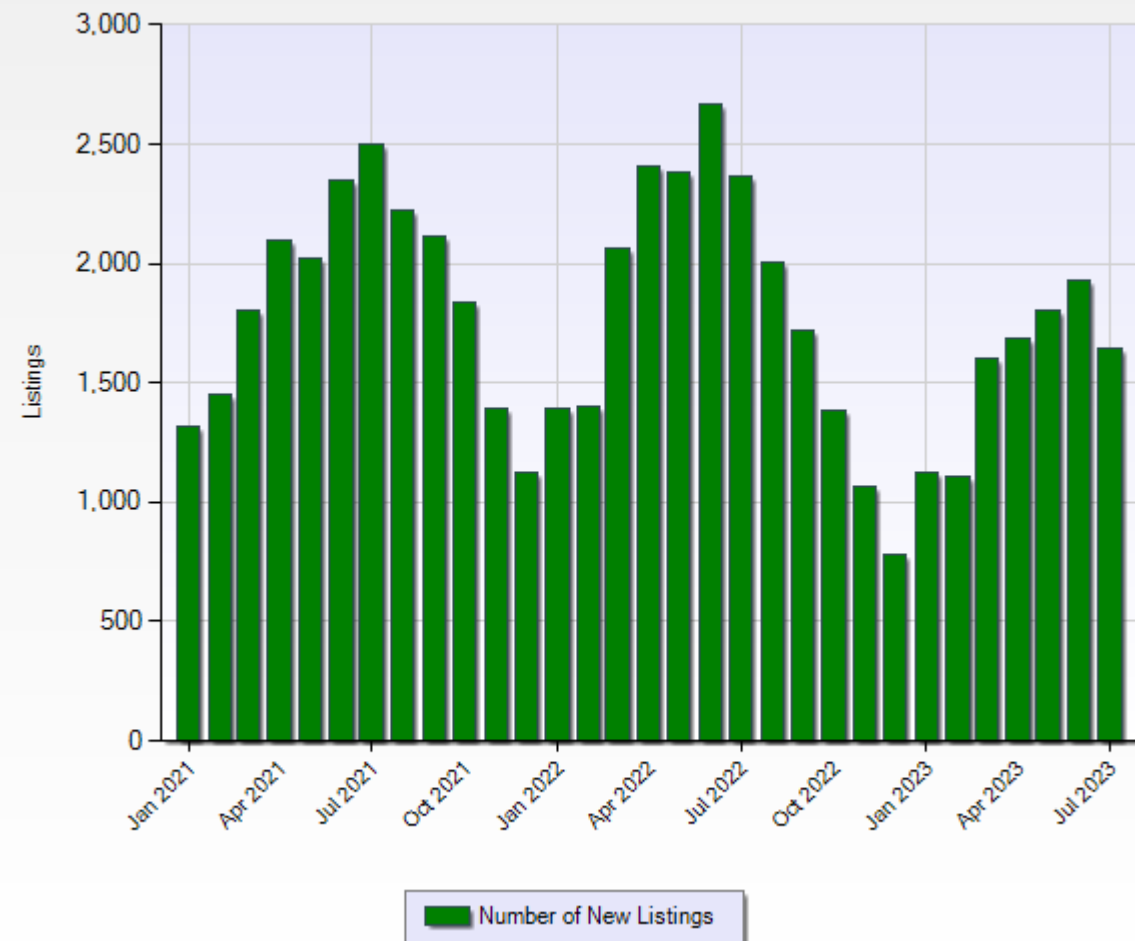


NUMBER OF NEW LISTINGS

REColorado

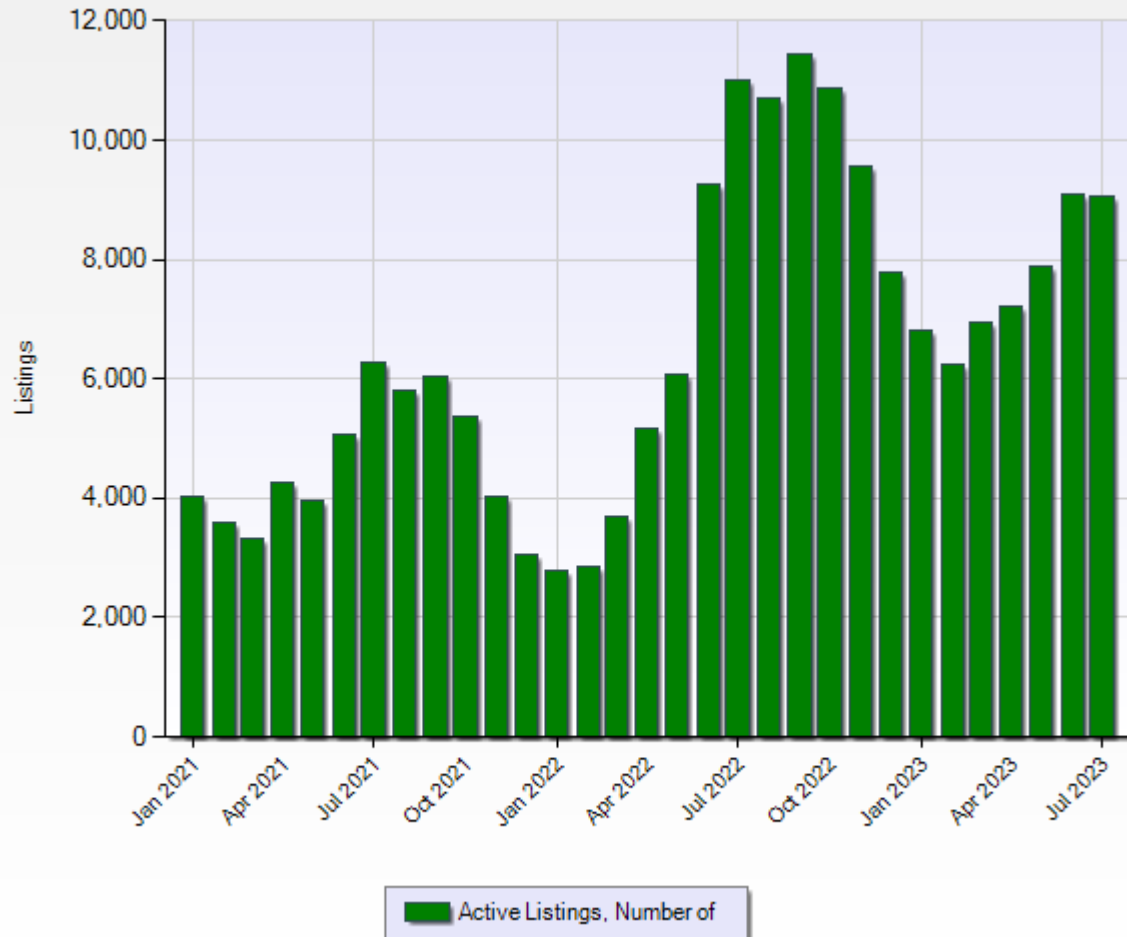


PPMLS

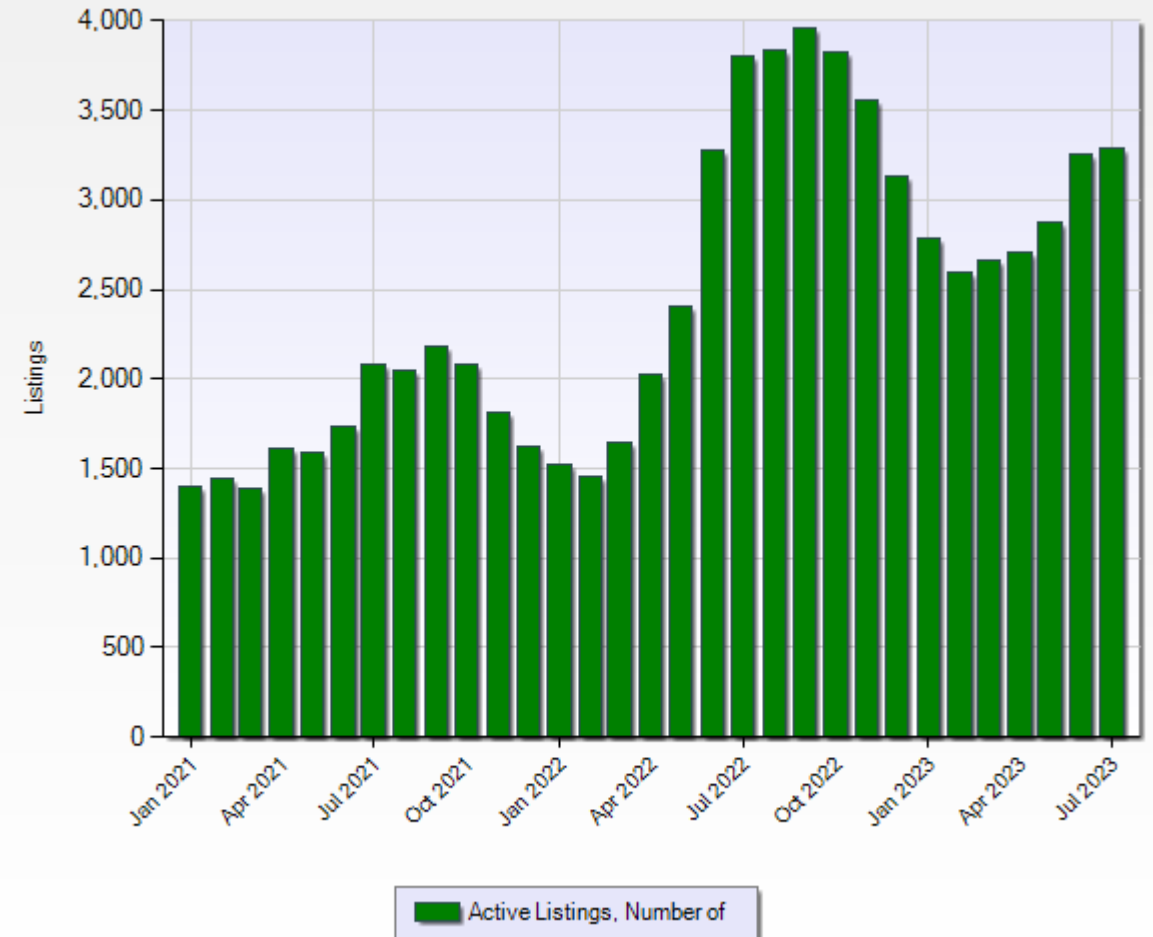


NUMBER OF ACTIVE LISTINGS

REColorado

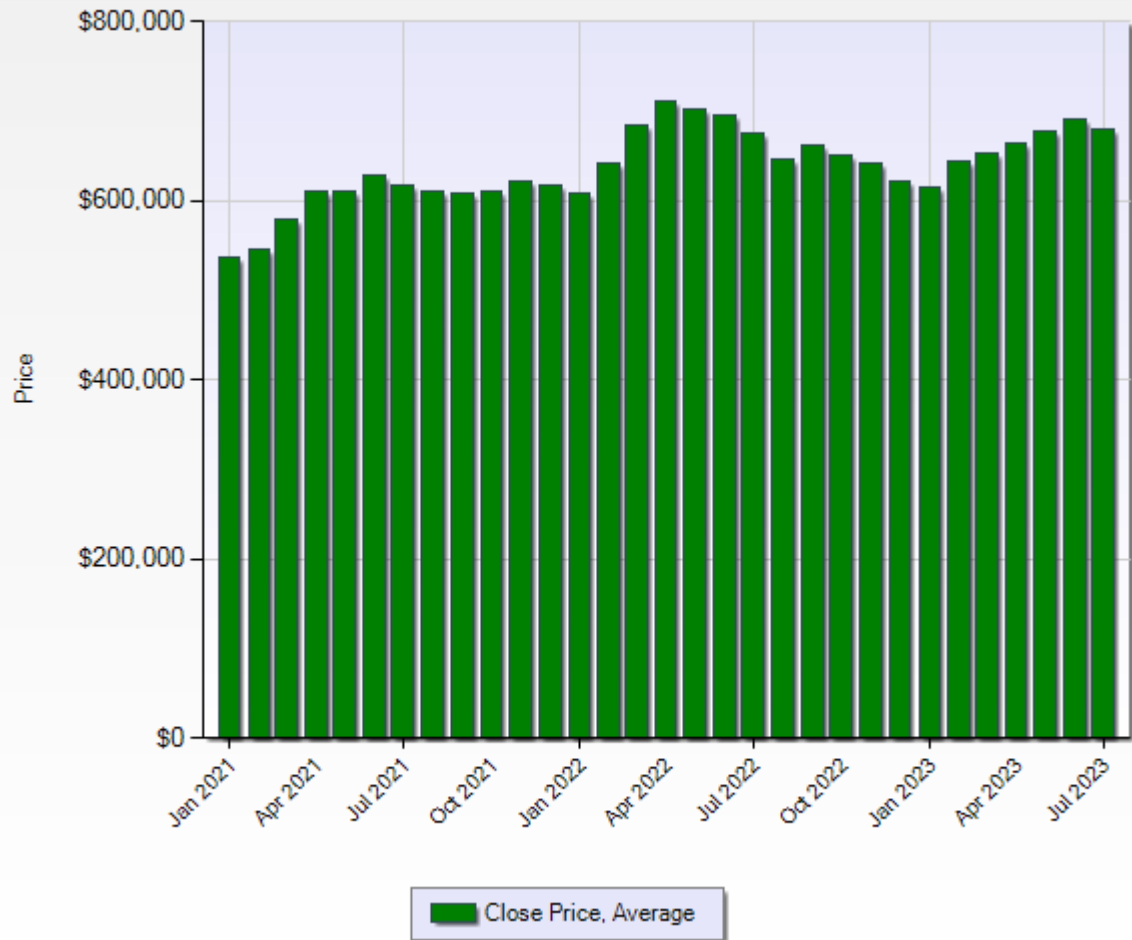


PPMLS

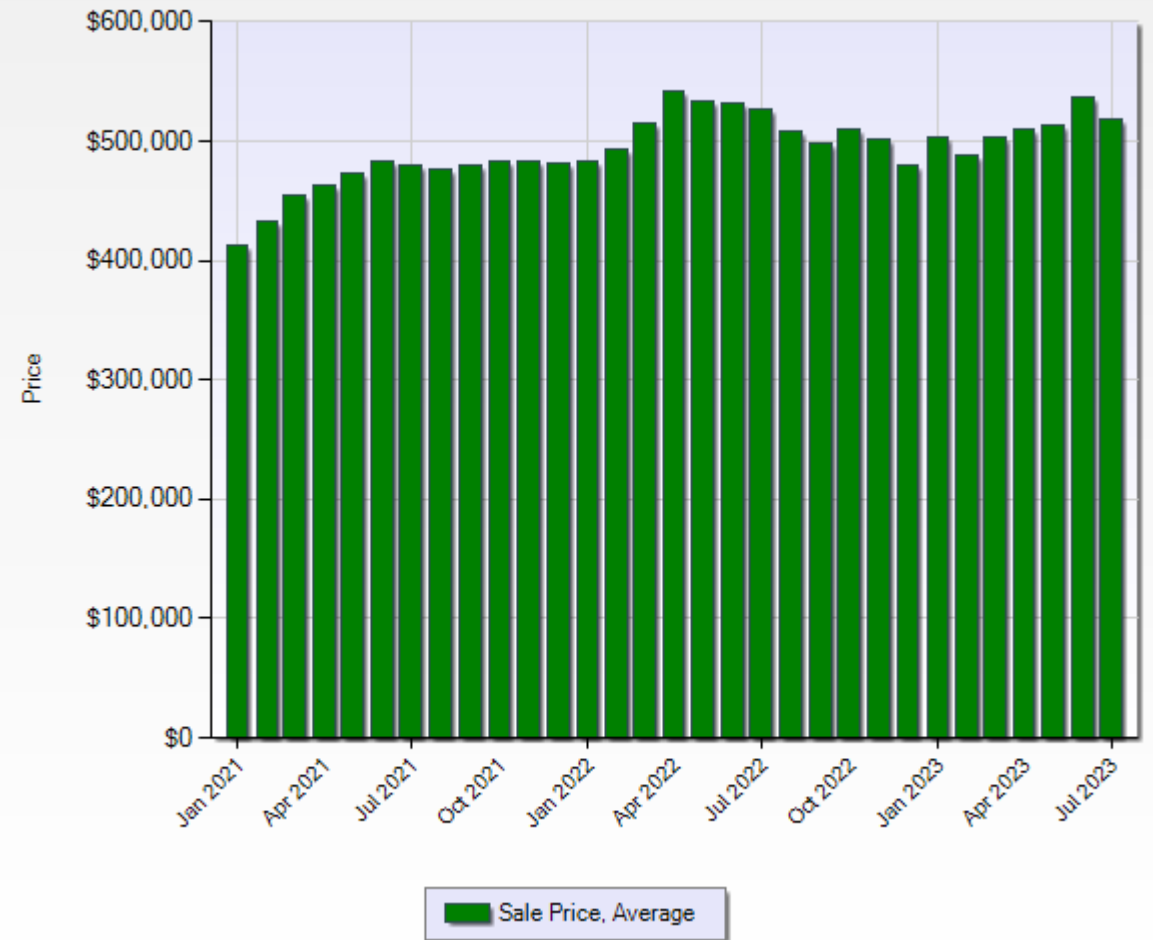


AVERAGE SALE PRICE

REColorado

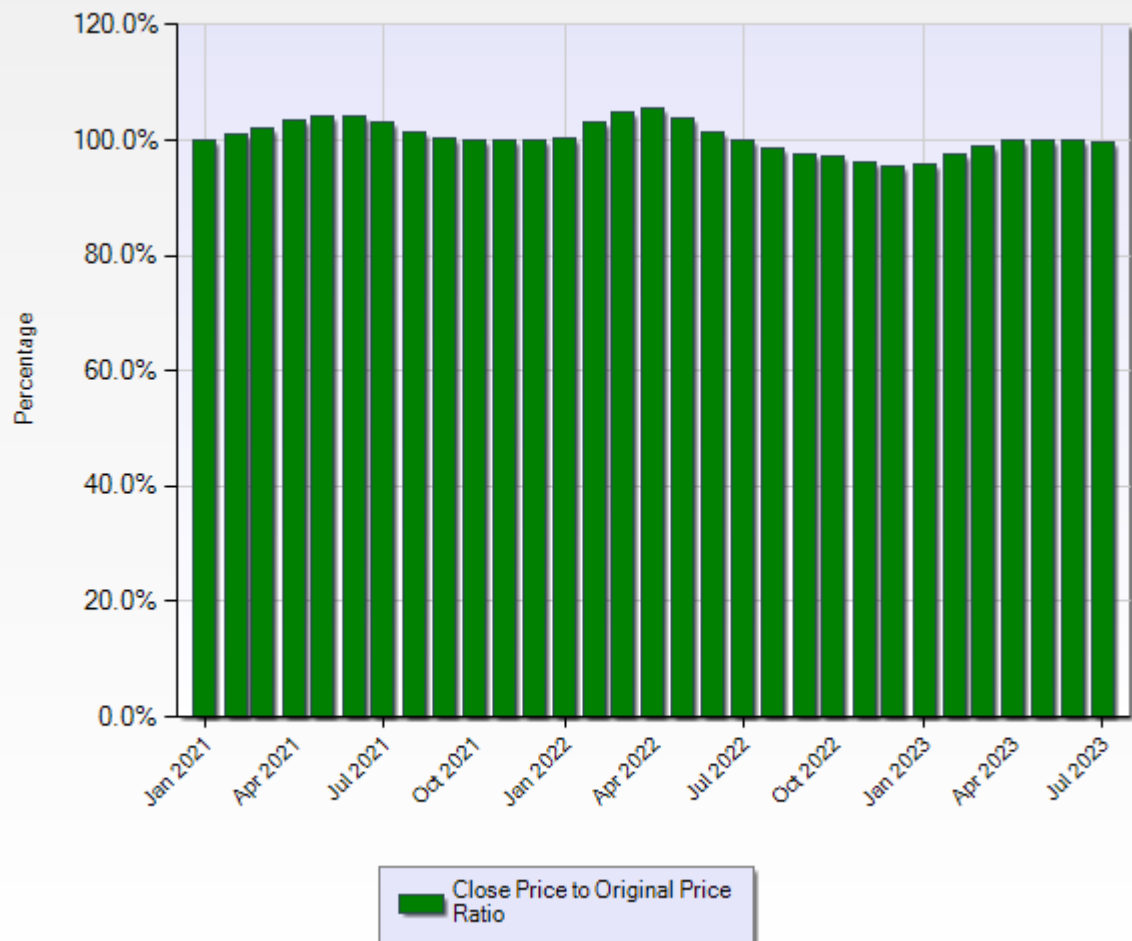


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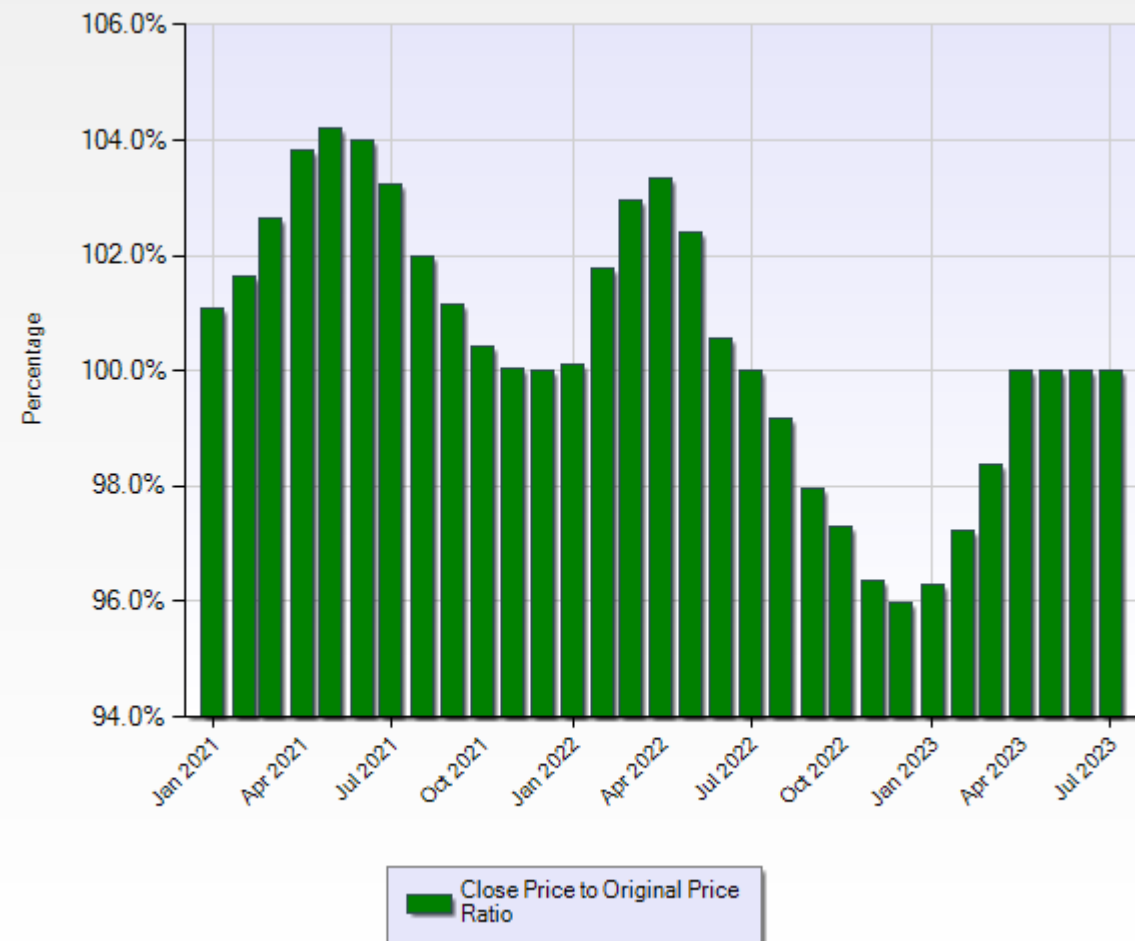


CLOSE PRICE TO ORIGINAL LIST PRICE RATIO

REColorado

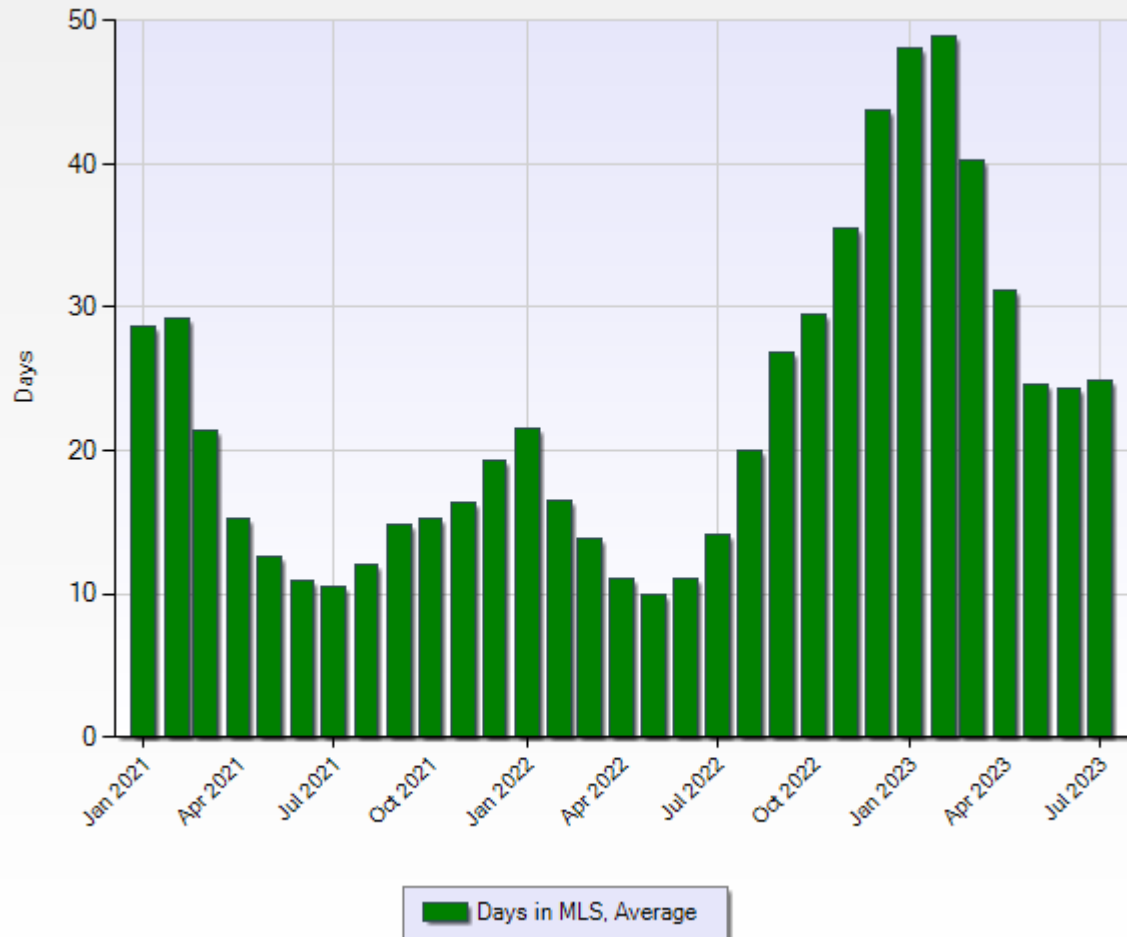


PPMLS

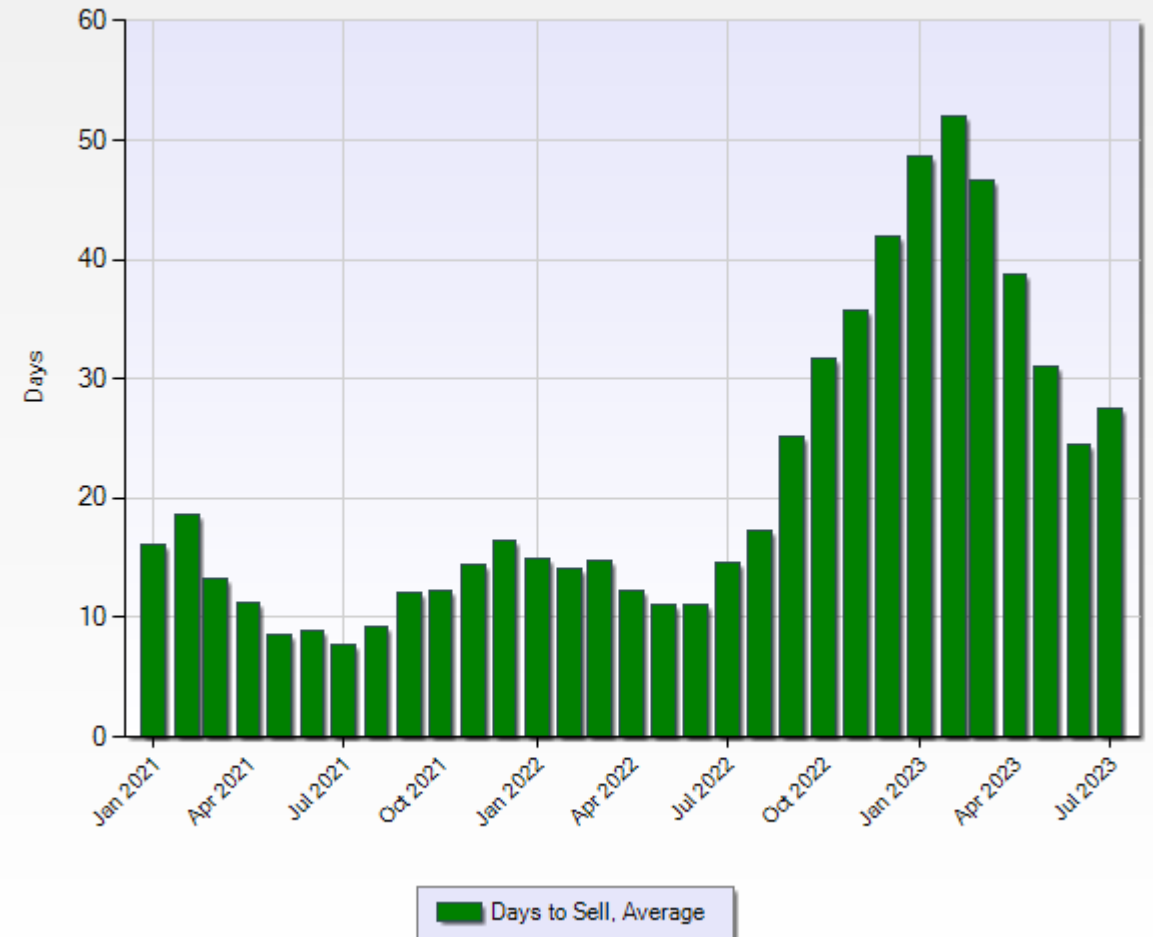


AVERAGE DAYS ON MARKET

REColorado

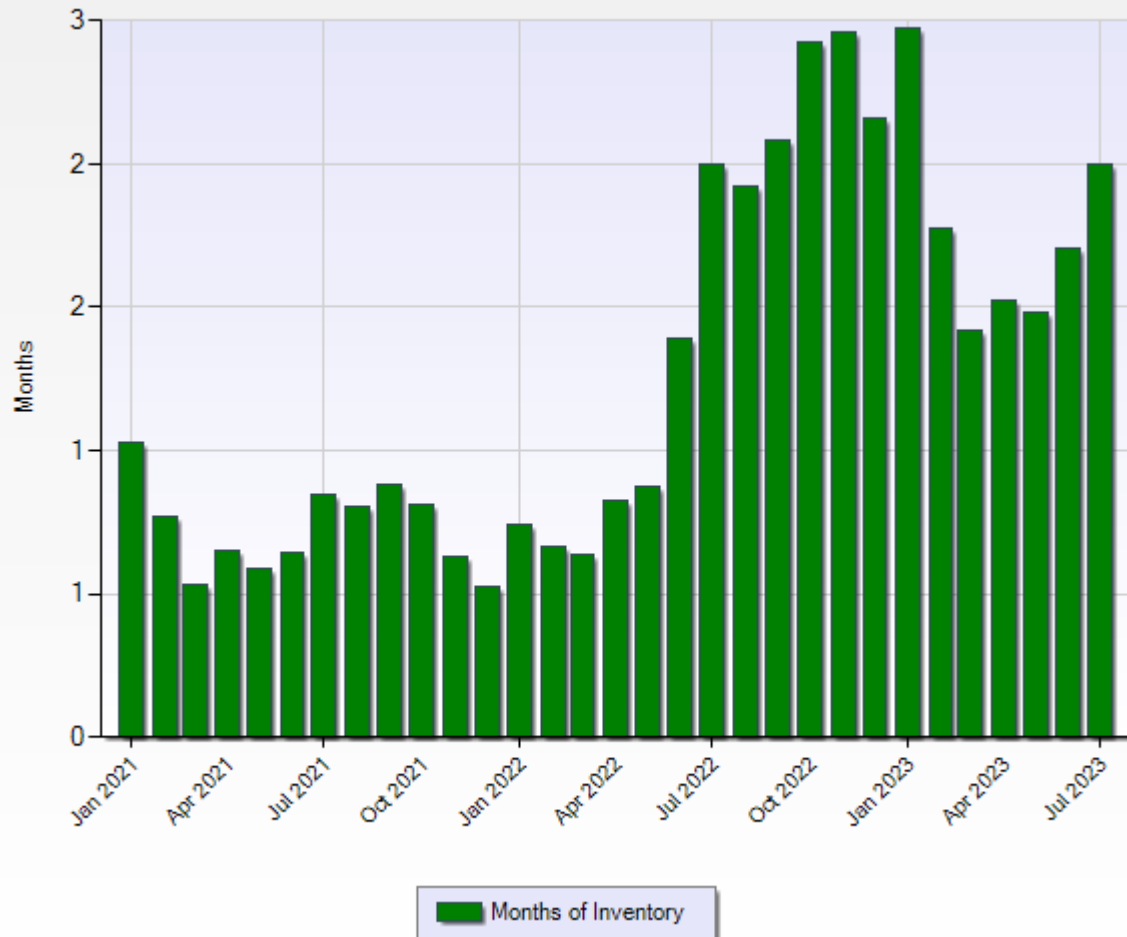


PPMLS

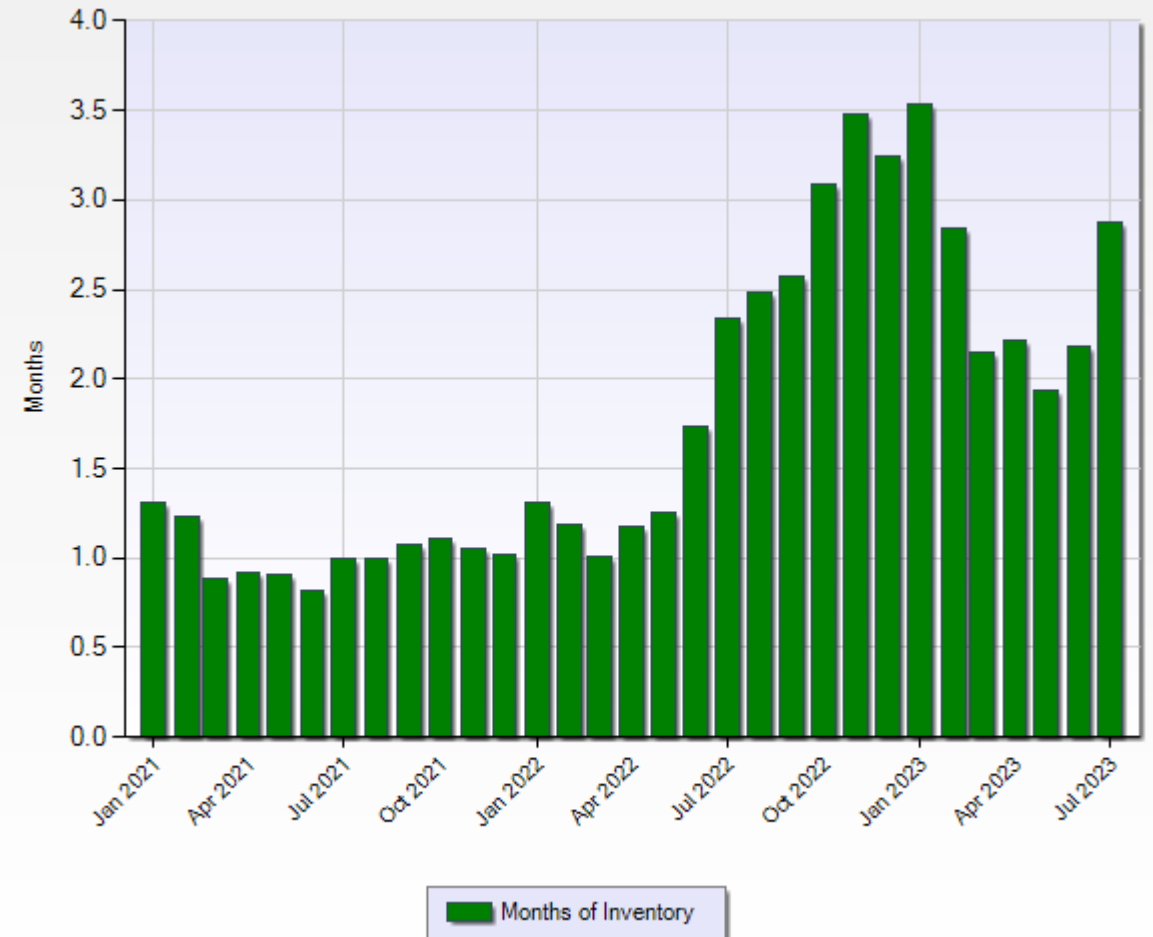


MONTHS OF INVENTORY

REColorado



PPMLS



What activities are you doing NOW in which you meet people in-person/face-to-face?

[illegible]

Question #2:

What would be the fastest way to increase your sphere of influence with people you'll actually get business from?

I WAS WARNED OF A CHALLENGE

BUT GOT A
FRIENDSHIP



Each office is independently owned and operated.

CENTURY 21

[illegible]

Question #3:

How do you take the conversation to talking about real estate, or is that not even something you are thinking about when meeting people?



Do you always have your business cards with you...and do you hand them out?



Question #5:

If you weren't' always an outgoing person [which is critical in being a real estate agent], what made you more comfortable talking with people?



What are some of the differences between working with people from your sphere vs online leads or referrals?

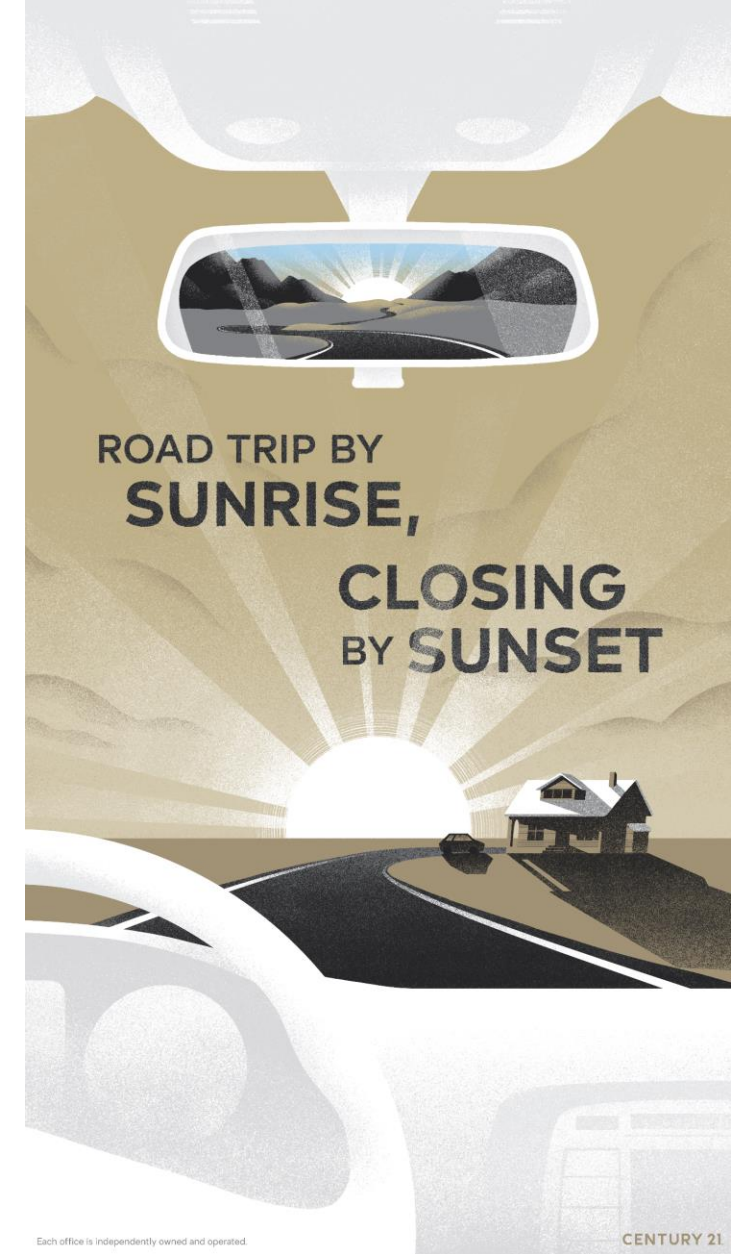


CENTURY 21

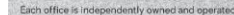
[illegible]

Question #7:

What time of things can you do or not do for people to trust you to let them help you buy/sell?

[illegible]

Is it challenging if trust still needs to be achieved between you and your client during a transaction?



What do you do to thank someone who sent you a referral?



Do you stay in touch with clients who moved out of state?

[illegible]