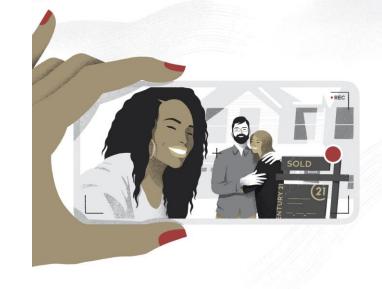
WEEKLY MEETING 08/09/2023

SOME CELEBRATE
THE SALE,



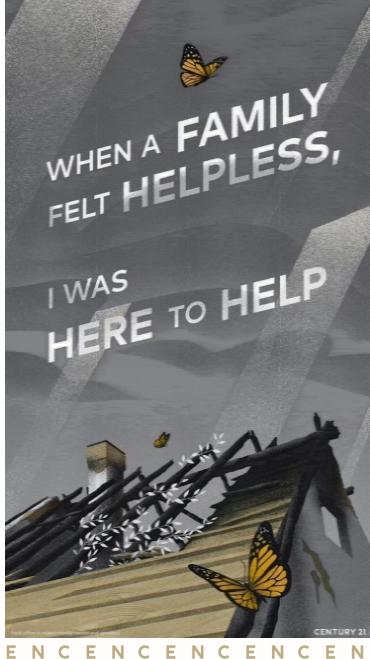
JOURNEY

Each office is independently owned and operated.

CENTURY 2

QUIZ TIME...

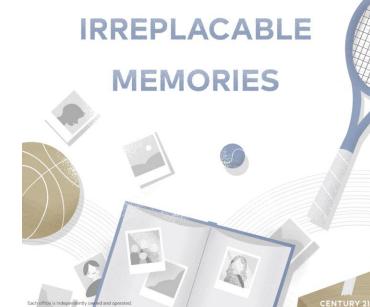
- GO TO KAHOOT.it
- 5 questions
- \$20 for the winner!
- Remind me if you didn't receive your \$20



OFFICE UPDATES

- Welcome Jordan Gallardo Denver office
- https://smdra.com/forewarn/
- Out-of-state referrals





Mortgage Rates from Michael StClair!

Normal Scenario. \$500k purchase, 20% down, 760 Credit Score

Conventional: 7.250%

FHA: 6.500%



LET'S TALK

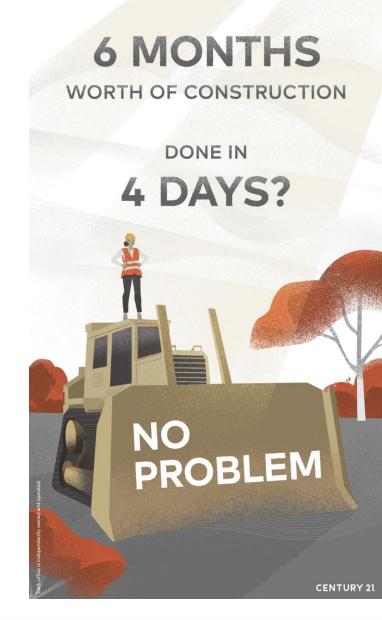
Good News Challenges New Listings Coming Up Buyer Needs Ideas



CENTURY 21

Contracts

- Radon
- Special Taxing District



Business Essentials

- Track the miles you drive!!!!
 - 2023 = \$0.655/mile
 - 5,000 x 0.655 = \$3,275 x 30% Tax Rate = **\$982.50 in Tax Savings!**
 - Which apps?
 - MileIQ, TripLog, ?
- Use accounting software to track your income and EXPENSES
 - Which software?
 - Wave is FREE, ?
- Open a business bank account...connect to accounting software!
 - Which banks?
- Open a business credit card...connect to accounting software!
- What else?



Articles Discussion

INMAM

- https://www.inman.com/2023/08/02 /12-rules-of-the-road-for-new-andexperienced-agents/
- https://www.inman.com/2023/08/04/ /11-lessons-i-learned-selling-over-500m-in-real-estate/





T U R T U R