# WEEKLY MEETING 08/16/2023

SOME CELEBRATE
THE SALE,



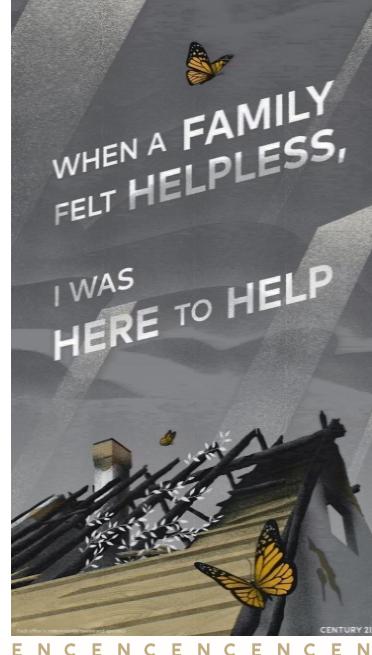
JOURNEY

Each office is independently owned and operated.

CENTURY

# QUIZ TIME...

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



## OFFICE UPDATES



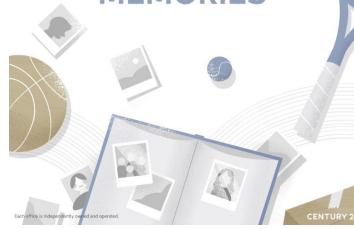
SEARCHING A

**FORGOTTEN HOME** 

FOR

**IRREPLACABLE** 

**MEMORIES** 



#### Mortgage Rates from Michael StClair!

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

Conventional: 7.500%

FHA: 6.825%



# LET'S TALK

Good News Challenges New Listings Coming Up Buyer Needs Ideas



CENTURY 2

#### Contracts

- Radon
  - Contract, still have to add language
  - Seller's Property Disclosure, you have to use the new one if you go under contract now.
     Doesn't matter if your client already signed it two months. Redo!
  - Make sure to review the disclosures the other agent sent to you for accuracy. Ask for corrections.



The Colorado Real Estate Commission has made updates to the forms below regarding Radon. The updated forms are available to create via any Create New Contract screen in eContracts.

Contract to Buy and Sell (Residential)

Contract to Buy and Sell (Income Residential)

Contract to Buy and Sell (Foreclosure)

Seller's Property Disclosure (Residential)

When using the Copy/Duplicate Locked Contracts feature to copy any of the above documents, the current form will copy into the new form automatically.

When copying the current version of the CBS into the updated version, any Strikethrough present in the following sections will be removed in the copy and will need to be readded.

- 8.4. Special Taxing and Metropolitan Districts
- 8.5. Tax Certificate
- 8.7. Right to Object to Title, Resolution



### Agent-to-Agent Referrals

- Facebook
  - Which groups are you a member of?
  - What are you posting?
    - Should you change the content to be focused to agents?
  - Are checking who is liking your posts?
  - Are commenting and liking other agents' posts????
- What networking events are you going to?
  - Have all the days planned...breakfast, lunch, dinner, which classes to take, which seminars to go to, so you get the most out of the event.
  - From where are people moving to your area?
- Use the brand! How?
- The Network Effect: the more agents from the more different areas in the world you are connected with...the more powerfull your network is.
- You have to build the agent-to-agent referral platform/system!



# MoxiWorks - Start with Warm Contacts

- Website
- CRM
- Facebook Posts



### Pricing

https://www.inman.com/2019/09/23/heres-why-you-should-price-your-listings-in-multiples-of-10k/

