

#9 Office Agenda

Elite Club #37 September 2018

1. Title Talk: Here are 5 important reminders to remember in the transaction:

1. If there is a divorce we need to have mutual instruction from both parties for the proceeds PRIOR to close.
2. If there is ANY change in ownership on title, such as a death on title, can't find someone or notify us right away.
3. Important to READ your prelims and notify escrow if this is an investment property.
4. Remember, we need earnest money within three days of opening escrow.
5. Make sure to let us know HOW you would like to be communicated with (phone/email/text) and if you have a TC or team member they want us to always include throughout the transaction.

2. Tip on one of our tools Tip on one of our tools: Have you heard of REAL GEEKS yet? Raise your hands!! Real geeks is a CRM database manager to keep you organized to the max! This platform is designed like a built in assistant ready to execute all communication tactics to your sphere of influence automatically. See me after the meeting to hear more, but for this low price you can generate anywhere from 4-12+ closed transactions in less than a year. The system we've all been waiting for is here.....and it works!

3. Reminders: Holidays are around the corner, Halloween, October is breast cancer awareness month, fall is here, Thanksgiving, Christmas, Chanukah, Kwanza and New Year's!! Start ordering your holiday marketing today! I've got tips to share!

4. Marketing Flavor of the month: "Low-Inventory prospecting letter" example, "Fall Market Activity report" postcard and "Thinking about Selling" door hanger.

THINKING ABOUT SELLING?

There's a buyer looking for a home in your neighborhood!

LISA SMITH # BROKER ASSOCIATE

555.555.5555
lisasmith@realty.com
www.lisasmith.com

DEAR HOMEOWNER

My client (NAME) is looking for a home in (CITY), (STATE) (use the (BEDROOMS)(BATHS) neighborhood, but none of the homes currently for sale are not quite what they're looking for.

We thought we would contact homeowners in the neighborhood who may be thinking about selling either now or in the near future.

We are a full service Real Estate Firm, and this is a sincere attempt to find a home for (NAME).

Low Listing
4221 Sunrise Avenue
Any City, State 92100

Please see already working with a real estate professional please disregard this solicitation.

Fall Market Activity Report

Recent home sales can affect the value of your home. If you're planning on selling your home in the near future, please give Jessica Cellars a call at 555.555.5555.

| RECENT HOME SALES AROUND (ADDRESS) | | | |
|------------------------------------|----------|-----------|-----------|
| ADDRESS | BEDROOMS | BATHROOMS | PRICE |
| 456 Main St. | 3 | 2 | \$345,000 |
| 456 Main St. | 3 | 2 | \$345,000 |
| 456 Main St. | 3 | 2 | \$345,000 |
| 456 Main St. | 3 | 2 | \$345,000 |
| 456 Main St. | 3 | 2 | \$345,000 |

HOUSING INVENTORY: LOW
CONSUMER CONFIDENCE: HIGH
MARKET TREND: HOT

THESE HOMES RECENTLY SOLD AROUND YOUR NEIGHBORHOOD.
COMPLIMENTS OF: JESSICA CELLARS COMPANY

SARAH SMITH

Dear Homeowner,

There is a great chance you've been hearing about the hot real estate market. Like many homeowners you might be considering a move but you've been waiting for the right time. As a real estate professional I'm excited to report a positive outlook for those who are thinking about selling.

Below are statistics that indicate it may be a sellers market.

According to the Association of Realtors inventory of available homes has decreased 3.3 percent from December of 2016 to December of 2017. In December of 2017 there was a 3 month supply of homes, this is below the 6 month supply that many real estate professionals consider normal.

The number of homes sold according to the National Association for Realtors was 3.8 percent lower in 2017 than 2016. This is due to a gap in the lower number of homes available for sale. Typically when there are fewer homes for sale it is considered a sellers market.

Additionally the National Association of Realtors reported that single family home prices nationwide have risen 6.3 percent in 2017.

Let me sharing this information with you because it may be necessary to buy or neighborhood in low and I am hearing from agents and prospective buyers that they just can't find what they are looking for.

If you're thinking about selling please give me a call. I'd love to visit with you for a no-obligation and no pressure consultation.

Regards,

Sarah Smith

YIP

AIRC Realty | www.sarahsmith.com | sarahsmith@aircrealty.com
12345 Main Street | Phoenix, AZ 85001 | 602.555.5555

5. Thank you for your business: Your support is the pinnacle of my success, thank you for choosing <insert title company> and myself as your title/escrow partner, we are so grateful to be a part of your team.



6. Quote of the day: