


 Matt Durbin, PA 13 person team -
 45-55m in production


 Sonia Johnson - North of Boston
 21m in production
 41 sides
 no assistants


 Dan Teston - FL

Dealing with low inventory	Finding inventory	How are you winning multiple offer situations	Appraisals under appraising	What do you think your market will do over the next 6 months?	More foreclosures in September	Words of encouragement
offer to perform outbound prospecting for expired. value added for their team		Have a conversation with the listing agent about what is important to the buyer. Impossible to structure an offer to win without having an idea what is important to a seller.	Appraisal Value is not Market Value. Advise what to do if it doesn't appraise. "if this is a 2 year house for you, you might want to take this into consideration vs if it is a 15 year house"		Banks won't let 2008 happen again. They will work the scenarios out with borrowers. Concerned about purchasing luxury condos and be weary of this market.	Take comfort that you are in a really tough market, stay at it, stay consistent
Call people that she has done CMA's for or offer to do mailings in the neighborhoods they want to be in		Focus on the security of the offer - convey the strength of the offer and impart that you will get to the closing table	Hasn't had a lot of that - Boston agents are forgoing appraisals bc of lack of financing contingencies. Previews property and give her opinion of value as to not be surprised.	More inventory, less buyers. Probably will pick up in the fall and overall will be a more stable market.		See the positive in all situations, go to open houses, be out and about to show people that you are active
known as experts in a certain area. Cautions clients about iBuyer platforms	Lowest price points are selling out fast, big investor demand. Focus in on their "zone" - focus on their database. "Would you move if you could find x" Luxurey market doing well	Don't hold back on anything that might get the deal to the closing table. Find out what the seller wants..mostly comes down to \$. Local lenders tend to make a big difference.	Asking pending sale listing agents if their listings are appraising. Plan your offers around pending sales.	No indicators of a slowing market. Builders are offering less and less commission.	Banks will want to avoid the foreclosure process	Get plugged in to ICONversations and training, treat it like a buffet. Business quadrupled when they joined eXp


 Moderator David Brooke - Connecticut
 38 agents \$132m in production

1. Retaining inventory and not giving over to info platforms adds value
2. Price is not moving people - "If you were interested in a new kind of space or location, would you sell?"
3. Agents that control the most inventory have the most leverage
4. Big Mistake is not including the lender as part of your team