Real estate moneyball: Trusting data over your gut

Save My Spot

The real estate marketplace is changing, and quickly. What were once outstanding ideas may have outgrown their usefulness. But how do you know?

In this presentation, we will show you how to use resources you already have to determine your best, most profitable path forward, as well as provide you with a workbook to guide you through the changing real estate landscape.

Key Takeaways:

- Discover whether the support your brokerage provides to agents is still working for them, and for the brokerage as a whole
- Use metrics to understand the relationship between your agent-support costs and your brokerage's profitability
- Access resources and basic principles that will increase your productivity

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Thursday, August 31
10 AM Pacific/1 PM Eastern

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