



JULY 2023

NEWSLETTER

KW NORTHERN CALIFORNIA AND HAWAII REGION

**DISCOVER THE
POSSIBILITIES:
YOUR MONTHLY
NEWS AND
INSIGHTS**

kw

Where Entrepreneurs Thrive



JUNE 2023

**TOP
ASSOCIATES**

JUNE 2023

TOP ASSOCIATES

CLOSED UNITS

INDIVIDUAL

#1	ADRIAN TAFOYA	ELK GROVE
#2	Linda Tams	Santa Rosa
#2	Kellie Leach	KW Merced
#2	The Good Guy Realtor Team	Modesto
#5	Joseph Iulucci	Sacramento Metro
#5	Julie Wyss	Los Gatos Estates
#5	Quyen Tran	Santa Clara Valley
#5	Amar Amarnath	Palo Alto
#5	Justin McNabb	Santa Cruz
#5	Rhonda Alderman	Santa Rosa
#5	Joel Stieber	Los Gatos Estates
#5	Onkar Khatkar	Walnut Creek
#5	Nikki Nguyen	Elk Grove
#5	Debbie Engel	KW Merced

TEAMS

#1	TEAM BEDI	PLEASANTON / LIVERMORE
#2	Michael Soares Real Estate	Sacramento Metro
#3	Homes by Ofer	Danville
#4	Len Stone Real Estate Group	Peninsula Estates
#4	Connie Van Real Estate Group	Elk Grove
#4	Central CA Commercial	Fresno

GROUPS

#1	THE MORE REAL ESTATE GROUP	FOLSOM
#2	Platinum Partners Team	Chico
#3	The Johns Group	Chico
#4	The Gold Group	Elk Grove
#5	Elevate Realty Group	Roseville



JUNE 2023

TOP ASSOCIATES

CLOSED VOLUME

INDIVIDUAL

#1	PICKETT REAL ESTATE GROUP	PENINSULA ESTATES
#2	Julie Wyss	Los Gatos Estates
#3	Ali Tran	Santa Clara Valley
#4	Dean Otto	KW Maui West
#5	Laura Bryant	Peninsula Estates

TEAMS

#1	TEAM BEDI	PLEASANTON / LIVERMORE
#2	The Hawaii Team	KW Big Island
#3	Satya Dasari Team	Cupertino
#4	Sousou Team	Pleasanton / Livermore
#5	Homes by Ofer	Danville

GROUPS

#1	THE DEBBIE SHARP GROUP	PENINSULA ESTATES
#2	Ca Ag Properties	Fresno
#3	The Gunderman Group	Oakland
#4	VKGRE Group	Los Gatos Estates
#5	The More Real Estate Group	Folsom



JUNE 2023

TOP ASSOCIATES

LISTINGS TAKEN

INDIVIDUAL

#1	AMY CAMPBELL	CHICO
#2	Joyce Chiu	Danville
#2	Minerva Ruiz	Modesto
#2	Hogue & Associates	Fresno
#5	Simpkins Team	Chico
#5	Megan Page	Chico
#5	Sheri Palade	Chico
#5	Andrew J Madrid	KW Big Island
#5	Rochelle H. Augustin Beck	KW Big Island
#5	Kristine Williams	KW Merced

TEAMS

#1	DEBRA WHITE TEAM	FRESNO
#1	MICHAEL SOARES REAL ESTATE	SACRAMENTO METRO
#3	Team Bedi	Pleasanton / Livermore
#4	Connie Van Real Estate Group	Elk Grove
#5	Katrina Klam & Assoc	San Francisco
#5	Team Pish & Reveles	Sierra Foothills
#5	Team Elite	Sierra Foothills
#5	Baxter Luxury Home Team	Sierra Foothills
#5	The Becky Williams Team	Chico

GROUPS

#1	THE JOHNS GROUP	CHICO
#1	ELEVATE REALTY GROUP	ROSEVILLE
#3	The More Real Estate Group	Folsom
#4	Platinum Partners Team	Chico
#5	The Kal Johal Team	Yuba Sutter



JUNE 2023

Welcome *New Associates*

JANETH GARCIA HERNANDEZ
JANKO TRIFUNOVIC
JASMINE SALGADO
JASMINE VIRIDIANA FLORES BORJA
JASON BRODY
JAYA KARDA
JENNIFER BURKE
JENNIFER HAMPTON
JENNIFER TOUCH
JESSICA MENDOZA
JODI HANSEN
JOHANNY MICHEL
JOHN CROCKER
JONGTAE LEE
JOSEPH FARFONE
JOYCE CHIU
JP MORIDI
JUSTIN GALLEG0
JUSTIN POTTER
KAMALDEEP KAUR
KARTHIKEYAN SAMPATHKUMAR
KATHLEEN EASTMAN
KHRISTIAN BUISON
KIMBERLY ALVAREZ
KIRILL YERMANOV
LAN WANG
LEEANN DICHEP
LEZLEE WONG
LILLIAN HALL
LILY LIN
LISANNE CORMIER
MAGDALENA MCLAREN
MANDEEP BATH
MANDEEP SAMRA
MARIA AHUMADA
MARIA GUTIERREZ
MATTHEW FONG
MAZHAR KHAN
MEGAN BRANSON
MELISSA HARDIMAN
MELISSA ZAMORA
MICHAEL DANG
MICHAEL OTTO
MINA SKOUTELAKIS

AARON WILLIAMS
ADE MANN
ALAN PATTEN
ALEXANDRA SLOUS
ALEXUS ESPINDOLA
ALICE SUN
ALLISON HSIA
ALYSON CHALOUX
ANA DIAZ
ANN DRUMMOND
ANNA STEPCHENKO
AUSTIN LANE
BARIS DEMIRLIOGLU
BETZAHIRE PELAYO
CARLA FRUGE
CARLISSIA KNOX
CAROLINA FRIAS
CARRIE MCALISTER
CHARLES ALBA
CHRISTINE CAPPER
CHRISTOPHER PERKINS
CINDY VALDIVIAS
CONRAD SOLAREZ
CORY VILLAVICENCIO
CRISTINA LOCATELLI
DALE MILLER
DEBRA HALLERMANN
DHARAMVEER SINGH
DONALD SAPUTA
DONNA MARIE CASTILLO
EDITH CHAVEZ
EILEEN STARK
ELEANOR JANE FORD
ELENA VELASQUEZ
FABIAN BEYENE
GAVIN BREWINGTON
GEORGINA LOPEZ GARCIA
GREG RASMUSSEN
GUREET KAUR
HERA GUILLERMO
HILLARY SHINGAI MUSAPU
IKENNA EZEUDE
INNA MIKHAYLETS
ISABEL RISHWAIN

MONIQUE WEST
MUHAMMAD ALI
NADIA OSBORN
NANCY ALVAREZ
NAYAN PANDEY
NICOLE JACOBS
NIJA ROSAMOND
PAMELA BERG
PARDEEP DHANOA
PATRICK CANONGE
PERLA MARIEL MENDOZA
POOJA GUPTA
PRINCESS SCOTT
PRIYANKA AGGARWAL
RENEE CAVALIERI-SCHELLER
RICHARD TRAN
ROBERT LEE
RUBEN GONZALEZ
SALVADOR ZAVALA MORA
SANDRA LASSA
SANJIT BATRA
SARA ALIM
SARAH JOY GALVE
SARI MATSUYAMA
SARINJIT NAHAL
SELENA CAHILL
SHARON WANG
STEPHEN BURNETT
STEVEN BROWN
STEVEN GOMEZ
TAHA RAFEEQI
TAYLOR BLAIR
TAYLOR BURRISE
TERESA HOSKINS
TEROME LANDERS
TIAN LIANG
TIMOTHY MURRAY
TINA WANG
UYEN NGUYEN
WEI CHEN
YAMILET CERVANTES
YENNIE PHI WONG
YIGONG MA
ZEMZEM YASIN



Where Entrepreneurs Thrive

STOCK MARKET PERFORMANCE

July 28, 2023

Nasdaq	14,050.11	-0.55%
S&P	4,537.41	-0.64%
Dow	35,282.72	-0.67%
10-Year	4.003%	+13.8 bps
Bitcoin	\$29,140.32	-1.63% ^{1-Wk}
Meta	\$311.71	+4.40%



KW NORTHERN CALIFORNIA

and Hawaii Sells Luxury!!



Sold \$28M

Pebble Beach, CA



Luxury LORE

	#	Volume
Total Luxury Listings Sold	10,395	\$17.2B
Total Luxury Buyer Closings	10,878	\$18.4B
Total Luxury Closings	21,273	\$35.6B
Transactions Involving Referrals	3,397	\$7B
Agents Who Transacted \$1M+	11,633	



MARK BRUNO

mark.bruno@mphtre.com



26135 Carmel Rancho Blvd., Ste F200
Carmel, CA 93923



KW NORTHERN CALIFORNIA

and Hawaii Sells Luxury!!



\$25,000,000
Just Listed

47-958 KAMAKOI RD, KANEOHE HI 96744



5
Bedrooms



5 full, 2 partial
Bathrooms



5,564
Square Feet

House
Type



Scan QR Code to View Listing



Scan QR Code for Virtual Tour



TEAM LALLY

info@teamlally.com

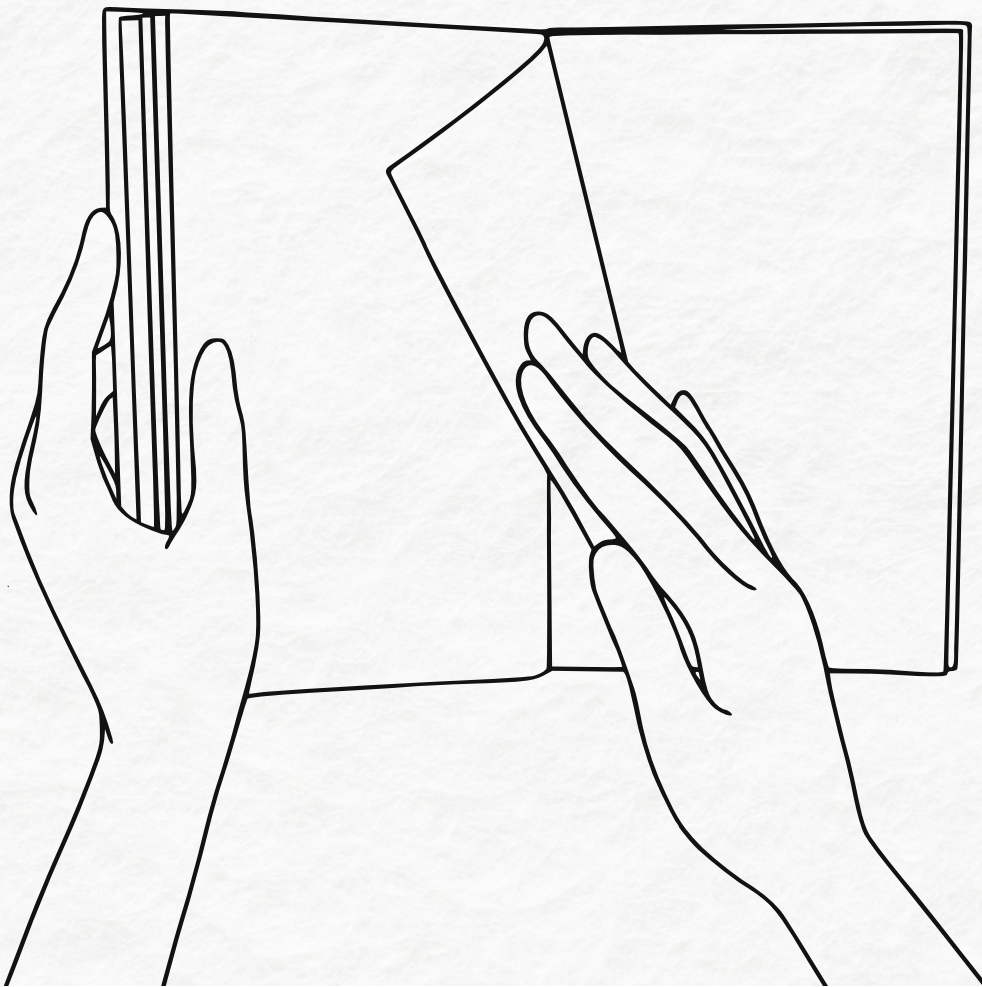
KELLERWILLIAMS
Luxury



KELLERWILLIAMS
Luxury

**READING IS ESSENTIAL FOR
THOSE WHO SEEK TO RISE
ABOVE THE ORDINARY.**

-Jim Rohn



Keller  INK

**LEARNING
WITHOUT
LIMITS:
GARY
KELLER'S
READING
MODEL**

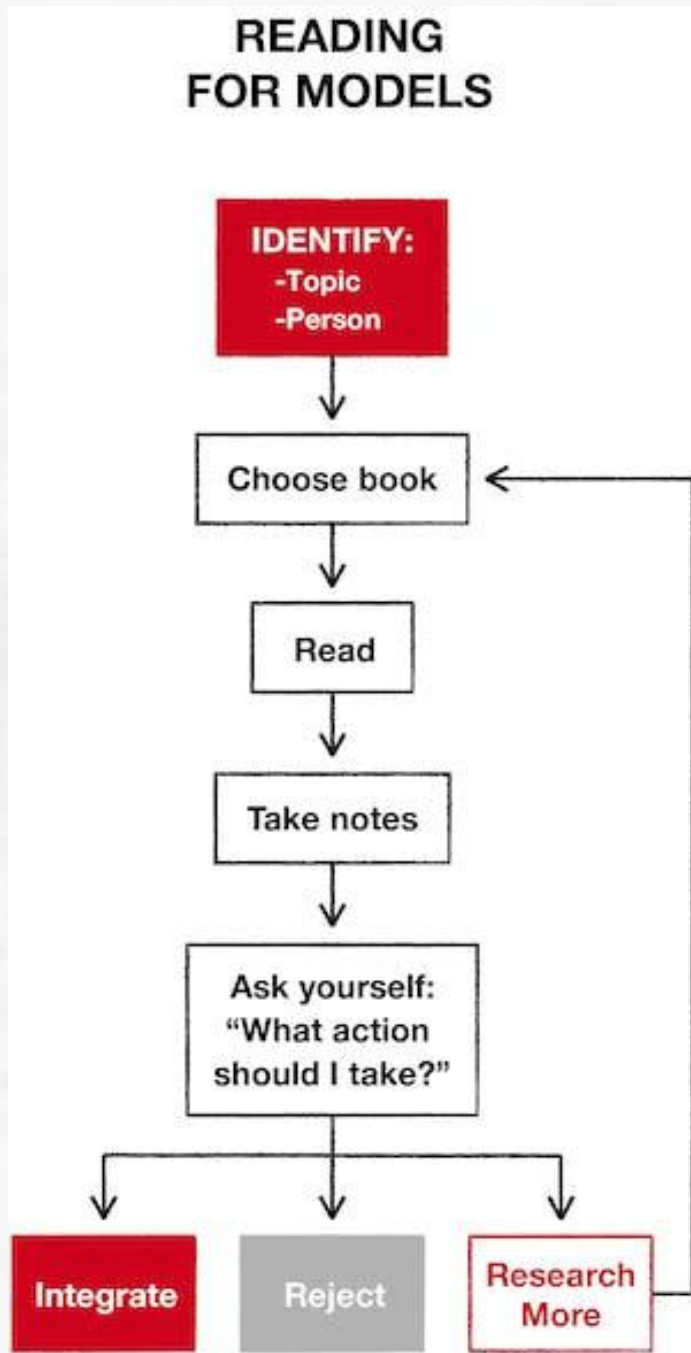
As Gary Keller writes in The Millionaire Real Estate Agent, when he was a young, spunky college student, a professor said to him: "You know, Gary, people have lived before you, and you might be wise to go study their lives as you're building your own."

While it took a few years for the advice to fully sink in, the exchange set the foundation for Gary to start thinking about what made people successful. Later when he read Tony Robbins' book *Unlimited Power*, he began to consider success in terms of models. He said, "The movers and shakers of the world are often professional modelers."

"People who have attained excellence follow a consistent path to success" – Tony Robbins, Unlimited Power

Gary says, "This book was the first time that I ever actually saw the word model used in that way. And I'd never thought about it this way either. That's what my professor was saying in essence... I finished that book, and I looked at the world completely differently. And I began to understand that I needed to accumulate great models in the areas of my life that mattered."

For Gary, and for anyone who hopes to break through their achievement ceilings, reading is a way to find the models that propel you. Books can be tools that help you get into the right mindset, discover new methods, and ultimately build models for life, business, and everything in between. But, for books to become rocket fuel, you've got to be intentional about what you read and how you read it.



For your reading to make an impact on your life and business, try applying this model.

1. Identify what you want to learn and who you want to learn from.

Both of these questions will lead you to titles that can serve as roadmaps.

Is there someone who has achieved something similar to what you wish to achieve? Identifying these people will lead you to books. Who are the best-informed experts on the topics that matter to you? Once you determine who the experts are, learn from what they have to say. Some of these books will be biographies (like *Sam Walton* by Vance H. Trimble) and some will be memoirs (like *Pizza Tiger* by Tom Monaghan). Study the people who have come before you and the actions they've taken. You don't need to recreate the wheel. Use what has been written about their activities to influence your own behaviors.

What do you need to learn more about to level up your business? Perhaps you want to learn about the different ways to think so that you can make better decisions (read *The Six Thinking Hats* by Edward D. Bono) or how a CEO needs to pivot during times of crisis (Ben Horowitz's *The Hard Thing About Hard Things* might help).

2. Underline and take notes as you read.

Your book will actually become a more valuable resource to you if you keep track of the thoughts and impressions you had while reading. Don't be afraid to mark it up!

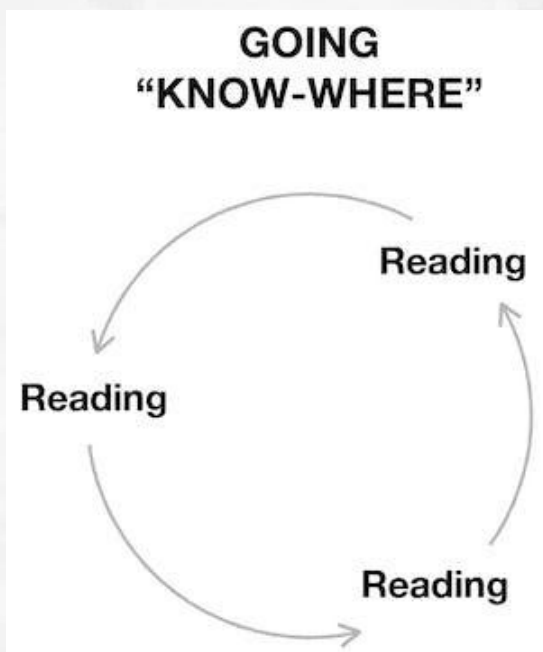
Jay Papasan, co-author of *The Millionaire Real Estate Agent* and several other books with Gary Keller, recommends reading physical copies of books, so that you can easily reference your markings later. If you're reading a digital book, some e-readers will allow you to underline text and export the notes later—but the writing won't be as easily visible as when you do it in a hard copy.

We also suggest writing up your key takeaways in the front pages of the book. Several years down the road it may be hard to remember what you loved about the book. Re-reading your concise learnings can help jog your memory.



3. Ask yourself, "What action should I take with this information?"

Reading without application is just learning for learnings' sake, and it leads "know-where."



As you're reading, think critically about the information you're learning and whether or not you need to take action based on what you know.

Sometimes this may look like changing a core value or letting go of a limiting belief. Other times, you may find a new model that could replace one that you're using. Most often, you'll find tips and tweaks to models that will allow you to upgrade what you're already using.

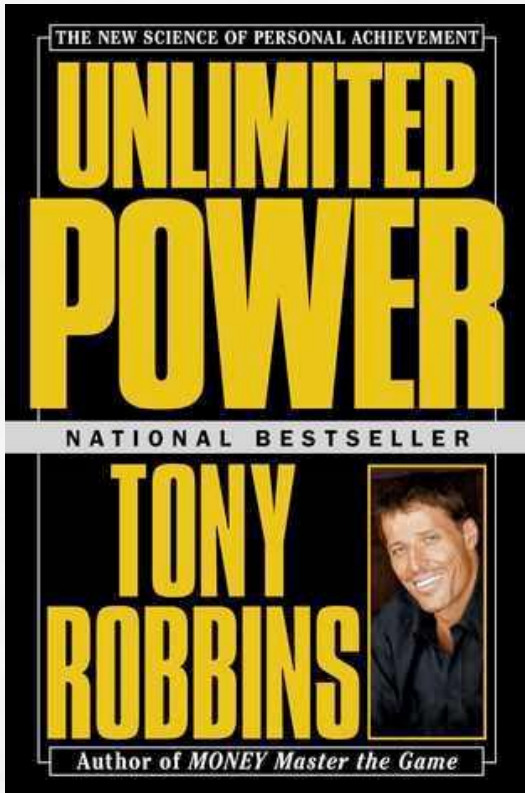
Oh, and don't be afraid to make the call that the book you're reading doesn't actually help you. Gary reads just enough of a book to determine if he's going to learn something from it—and if he doesn't think there's anything to find, he stops reading. Your time is precious; don't waste it on finishing a book just to finish it. Sometimes the action you need to take when reading a book is to close it.

How have you been purposeful about the books you read? Let us know on our KellerINK [Facebook](#) page. And don't forget to check out our [blog](#) for more exciting articles.

KellerINK Bookstore



Keller INK



Book Spotlight: Unlimited Power by Tony Robbins

THE book that introduced Gary Keller to the power of working from models and living a models-based life.

[Read Now!](#)

"You want to think like the people who **succeed** so you can become like them."

- Gary Keller



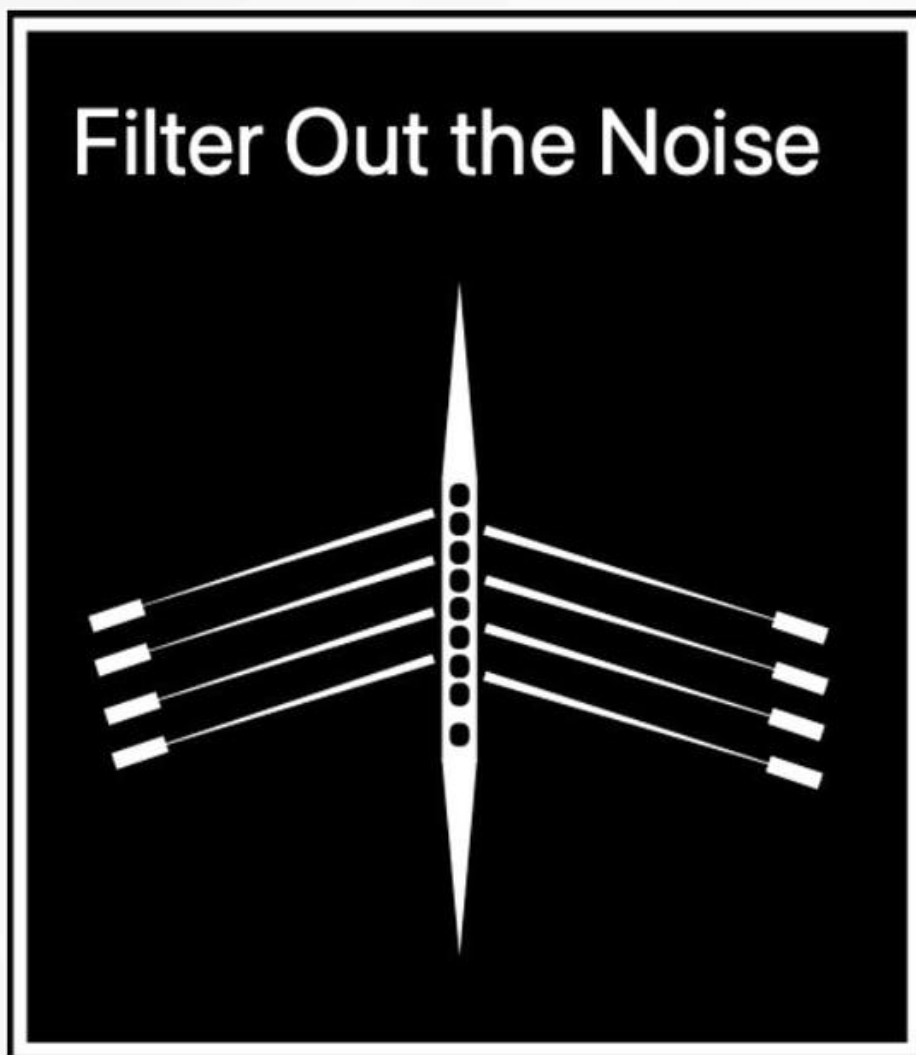
 the **twenty**center

FILTER OUT THE NOISE

FILTER OUT THE NOISE

Olympic rowing is Great Britain's most successful event. From 1900, when the sport debuted, to 2020, the Brits have medalled 70 times, including 31 gold medals. But coming into the 2000 Sydney Olympics, one boat was in a slump – the men's eight. The crew hadn't won gold since repeating as champions in 1908 (London) and 1912 (Stockholm.) They hadn't made the podium since taking silver in 1980 (Moscow). No one expected them to medal, much less earn gold.

"We realized that if we continued to do what we'd done for the previous however many years," stated British rower Ben Hunt-Davis, "we'd continue to get the same results."





They chose to pivot and take a new approach. They started asking a simple question around everything they did in the two years they trained for the Olympics: “Will it make the boat go faster?”

Should we go to the pub after practice? Should I stay up late? Should we do another round of 500 meters on the rowing machines? Should I read this book or watch this show? All these questions found their answer in another question: “Will it make the boat go faster?” Often the answer was obvious.

The 2000 men's rowing crew would win gold in the Sydney Olympics despite years of disappointing results. They won gold using a simple question to filter out the noise. Anything that didn't make the boat go faster was cast aside. Anything that made the boat go faster became their focus.

My son Gus rowed in high school and competed in men's eights. For the crew of an eight to compete, they must operate in perfect harmony. The coxswain steers, cheers, and coaches from a seat in the stern. The second oar, the “stroke,” sets the tempo. All eight oars must leave and enter the water in unison. Shoulders and legs synchronized to pull evenly. All this over a 2,000-meter course. None of this is possible without endless hours of grueling training. And every rower must match the commitment of others for the boat to achieve “swing” in a race. Swing happens when everyone is rowing in such perfect harmony that not a single stroke is out of sync. It's rare. It's how gold medals are won. In the case of the 2000 British team, they achieved swing through two years of asking and answering “Will this make the boat go faster?”

A great question can serve as a compass for how you invest your time. Will this get me closer to my goal? Does this align with my values? Will this make me stronger? These “compass questions” work for individuals, teams, and companies with a clear, singular priority. When we lack clarity or a true north priority, we can justify any course of action. Robert Brault put it well when he wrote, “We are kept from our goal not by obstacles but by a clear path to a lesser goal.”

The first step is always clarity. What's your ONE Thing? The next is to craft a compass question to filter out the noise and stay focused on what matters.

One question to ponder in your thinking time: How can I build the habit of asking my compass question to stay on track?

MAKE AN IMPACT!
JAY PAPASAN



 the **twenty**percenter



TrendGraphix

YOUR HOME FOR REAL ESTATE DATA



kw NORTHERN CALIFORNIA
HAWAII REGION
KELLERWILLIAMS. REALTY

MLS market data. Reimagined.

INTRODUCING FACTS & TRENDS
BY TRENDGRAPHIX



Facts & Trends turns MLS market data into simple, easy-to-understand visuals that reveal what matters to your clients. Just the good stuff, none of the noise.

Facts & Trends surfaces location-specific information like number of homes for sale vs sold, pending and new listings, average price per square foot, days on market, average and median price for sale and sold, months of inventory and absorption rate. All so you can provide valuable and relevant information, whether it be sitting with buyers or at a CMA appointment.



Highly visual and easy to interpret reports and charts demonstrate current and historical market trends



100% web based system means no software to download or maintain



Reports updated on a daily basis so you never miss out on important information



Customized branded reports make it easy to distribute to clients and prospects

If you are looking to keep your clients and prospects updated monthly with current market trends, upgrade to our **Facts & Trends Plus**. Easy to set and won't let them forget (who you are).

Market insights for your Appointments, Social Networking and Websites await you!

Contact Dennis Haley for Pricing Info:

Dennis Haley
 Director of Sales
 Trendgraphix, Inc.
 Direct: (916) 978-4241
 Email: dhaley@trendgraphix.com



TrendGraphix

YOUR HOME FOR REAL ESTATE DATA

My F&T Report > New - All MLSListings Areas Combined



Email | Print | Save Graph | Market Summary | Post-2-Web | Share on

Name
Description

For Sale vs. Sold | Avg. Price per Sqft | Days on Market - Sold/List Price% | Avg. Price For Sale & Sold | Months of Inventory

For Sale/Sold/Pended

Show Numbers

Market Highlight | Quick Guide

Show Chart | Save | Cancel

Search Criteria | Summary

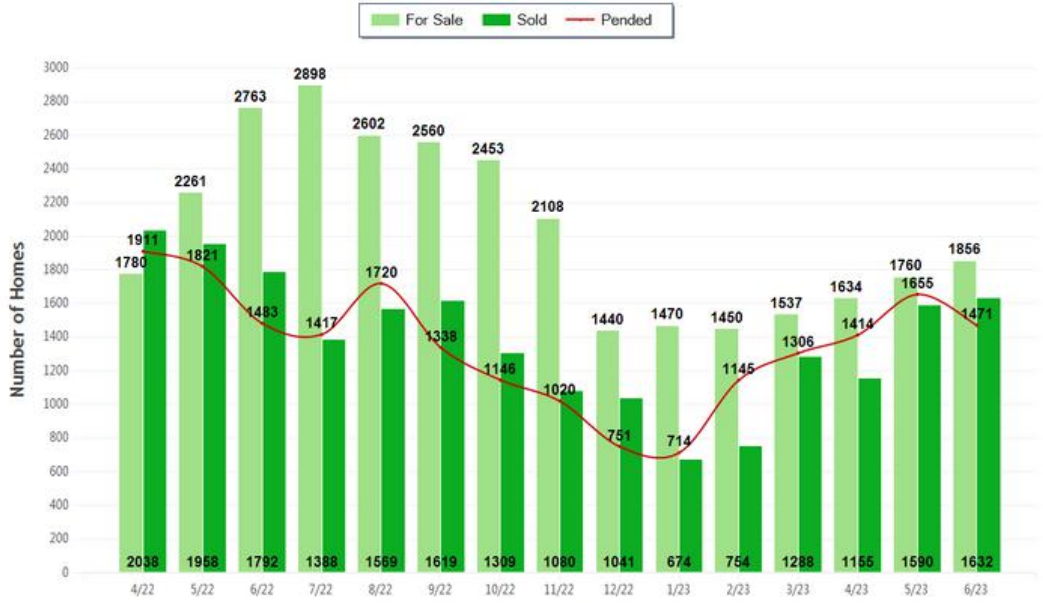
Select a Region:
MLSListings

Select a Location:
Community
All MLSListings Areas Combined

Select Property Types:
SINGLE FAMILY HOME

Select a Price Range:
\$0 to No Limit

Select Date Range:
Period: All
Predefined Date Range:
Apr. 2022 - Jun. 2023
Custom Date Range (6 - 25 periods):
Jan. 2023 Begin Date
Jun. 2023 End Date



My F&T Report > New - All MLSListings Areas Combined



Email | Print | Save Graph | Market Summary | Post-2-Web | Share on

Name
Description

For Sale vs. Sold | Avg. Price per Sqft | Days on Market - Sold/List Price% | Avg. Price For Sale & Sold | Months of Inventory

Avg CDOM & SP/Orig LP %

Show Numbers

Market Highlight | Quick Guide

Show Chart | Save | Cancel

Search Criteria | Summary

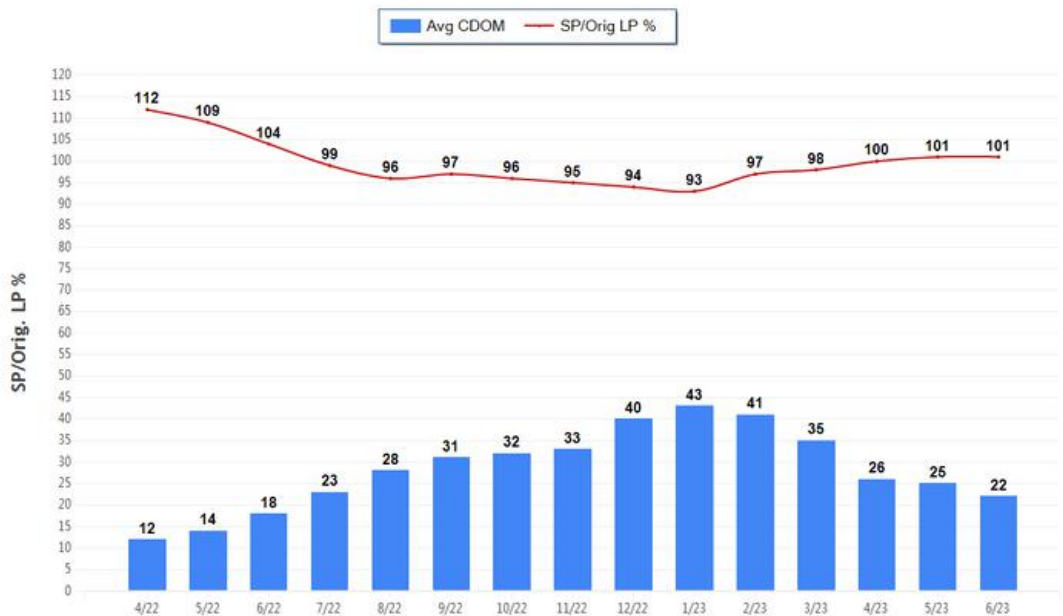
Select a Region:
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Community
All MLSListings Areas Combined

Select Property Types:
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Select a Price Range:
\$0 to No Limit

Select Date Range:
Period: All
Predefined Date Range:
Apr. 2022 - Jun. 2023
Custom Date Range (6 - 25 periods):
Jan. 2023 Begin Date
Jun. 2023 End Date





TrendGraphix

YOUR HOME FOR REAL ESTATE DATA

KWRI EVENTS

AUGUST 15 - 16, 2023 | AUSTIN, TX

MEGA AGENT CAMP

Register Now!

REGION TRAININGS AND EVENTS



August 2 & 3

Train the Trainer Advanced Workshop

Train the Trainer Advanced Workshop is designed for individuals who are passionate about creating learning experiences that engage, educate and inspire action.

Register



August 9, 2023

TRACY BOLD - First Step to BOLD

BOLD was created to help you shift your mindset and adopt the tactics and conversations proven to bring success in today's extraordinary business landscape

Register



August 10, 2023

FOLSOM BOLD - First Step to BOLD

BOLD was created to help you shift your mindset and adopt the tactics and conversations proven to bring success in today's extraordinary business landscape

Register



CEO SUMMIT

WITH GARY KELLER

Monday, August 14, 2023

12:00 PM - 5:00 PM CT

ACL Live Moody Theater, 310 W.
Willie Nelson Blvd, Austin, TX 78701

[Register Now](#)

SPECIAL GUESTS



Ryan Holiday

Ryan Holiday is the best selling author of *Obstacle is the Way*, *Stillness is the Key*, *Ego is the Enemy*, and his latest, book *Discipline is Destiny*. We are thrilled to welcome Ryan back to CEO Summit to continue the conversation and lean in on how to overcome obstacles.



Tim S. Grover

For more than 30 years, Tim S. Grover has been the preeminent trainer, mentor, and advisor to sports' greatest icons, including Michael Jordan, Kobe Bryant, Dwyane Wade, Charles Barkley, Russell Wilson, Aaron Donald, and hundreds of champions in the NFL, MLB, NHL, golf, tennis, and the Olympics. Tim is also the New York Times bestselling author of **WINNING: The Unforgiving Race to Greatness** and **RELENTLESS: From Good to Great to Unstoppable**.



Molly Bloom

Molly Bloom is an inspirational keynote speaker, entrepreneur, and bestselling author. She is best known for her memoir, **Molly's Game**, which was adapted into an award-winning film of the same name by Aaron Sorkin. Bloom's memoir chronicles her journey from college student to LA waitress to building and operating the largest and most notorious private poker game in the world.

Where Entrepreneurs Thrive

FREE TRAINING

August 1, 2023

4 Easy Questions to Find the Motivated

Reduce how many contacts you need to set quality appointments!
Hosted by MAPS Coach Anna Krueger.
What are you Thinking?

[Register](#)

August 3, 2023

Your Parents Were Right - Never Talk to a Stranger

NLP certified KW MAPS Coach Kara Moll will show you the ropes of instantly creating more sales by building instant rapport.

[Register](#)

August 8, 2023

Pathway to Net a \$1 Million

5 steps to create massive success with systems and leverage. Who and what do you need? One step at a time and learn the 5 critical paths.
Hosted by MAPS Coach Monica Reynolds

[Register](#)

August 9, 2023

Top 3 Ways to Get Sellers to Call YOU!

Would you like more seller "come list me" calls? Join MAPS Executive Coaches, Aaron Simons and Emily Baker, as they teach you how to make it happen now. A listing business is a lasting business and that starts with seller leads!

[Register](#)

August 10, 2023

5 Steps to a Buyer Strategy Session

Join MAPS Coach Jen Davis to learn how to host a buyer presentation that reduces the number of homes you will show and increase your clients customer experience.

[Register](#)

[View Scheduled Ahead](#)

**FREE
WEBINAR**



REEL IN THE DEALS

USING VIDEO
TO DOMINATE
YOUR LOCAL
MARKET &
SOCIAL MEDIA

AUGUST 1ST & 3RD

11am-12:30pm pst

**Hosted by
Rachel Adams Lee**



August 1 | Zoom Link

August 3 | Zoom Link



Each Office is Independently Owned and Operated.

KW WEALTH WORKSHOP WITH

SCAN ME



BRETT TANNER & GABI BRENNESHOLTZ

COMMUNITY LEADERS, KW WEALTH



FRIDAY

NOV 3, 2023

9:00A-3:00P

**@THEGROUNDS
ROSEVILLE, CALIFORNIA**

- *Build your strategic net worth wealth plan to \$50MM*
- *Establish your capital stack and investment DNA to underwrite and fund your wealth plan*
- *Build and scale your investment business alongside your real estate business*



**BONUS:
IMPLEMENT 15 PROVENT
STRATEGIES TO REDUCE
THE #1 EXPENSE
IN YOUR BUSINESS -
TAXES**

BREAKFAST & LUNCH WILL BE PROVIDED



TALENT

The Re-set

Liz Landry

KW Talent - Community Leader



Presented by:



TALENT

Enroll: Open to all

Aug 2: 11:00-11:45am central

Learn how to hit "the reset" button and get a failing team member back on track!

TheReSet.joinkwtalent.com

If you've ever had a team member get off track, you know that the longer it continues, the more difficult it can be. Join us for an in-depth conversation this Wednesday on the exact steps you need to take to hit the reset button to get everyone on the same page and get the team member back on the right track!

[Register Today](#)

TheReSet.joinkwtalent.com

A recording will be sent to all registrants

Free to join - Open to all

MC's are welcome to stream in training rooms



“ATTITUDE”

What are you not doing that would most quickly create more business or cashflow? How do you see doing that thing?

How can you transform your attitude to see doing that thing differently?

Join us on Monday and change your perception to one that ultimately serves your goals and the results you want.

**EVERY
MONDAY**
9:30AM CST

John Vander Gheynst
MAPS Senior Mastery Executive Coach
President, KW Utah Core Services Group

Kimberly Guiry
MAPS Performance Coach
MAPS Life Coach Lead
KW Wellness Community Director

MEETING ID: 831 8835 6647
PASSWORD: MME

[Zoom Link](#)

MAPS *Quick Tip*

SELF-EVALUATING QUESTIONS

1. If I ____, I would have more time and earn more profit.
2. Which activities are preventing productivity?
3. What are some creative inexpensive solutions?
4. What am I currently doing that could be leveraged?



COACH ALIVIA ROBERTS

MEGA MONEY TIPS

1. Hotel Budget: The discounted KW room block ends at midnight today! Book through your event confirmation email. Missed the deadline? Airbnb, VRBO, and HomeAway have affordable apartment options within walking distance.
2. Clothes Budget: No one — I repeat — no one remembers what you wore last year. If you're spending big cash on a brand-new wardrobe for the event, that's all ego, baby. Ask yourself, will you be able to wear them frequently in your day-to-day life?
3. Flight Budget: Save by sticking to a carry-on bag. Trust me, if you plan your outfits in advance, you can fit all of your items in a carry-on and backpack.
4. Meal Budget: Have a "per diem" predetermined. Decide how much you'll spend on breakfast, lunch, and dinner each day. If you have a big dinner planned one night, cut your spending towards the other meals for that day. Once you land in Austin, take a trip to the grocery store and gather the basics...your stomach and wallet will thank you.
5. Event Budget: Vendor Booths are exciting, however, if it's not on your GPS and you haven't discussed this expense with your coach, business partner, and/or financial stakeholder - write it down and walk away.



COACH LEAH LEMBERG

Pay attention to these 3 areas...




MILLIONAIRE BUSINESS NETWORK LEADERSHIP BOOT CAMP

August 29th, 2023
10am to 4pm EST
ONLINE!


MillionaireBusinessNetwork.com

**VIRTUAL EVENT!
No Travel Required!**

CHOOSE DIFFICULT
WITH ABE SHREVE

SEASON 4
EPISODE# 1
Jimmy Hinske

Jimmy Hinske served in the Navy as a member of the Naval Special Warfare Development Group (also known as SEAL Team 6) for 27 years. During his service as a SEAL, he participated in many critical missions, including the rescue of Jessica Lynch on April 1, 2003. Following his service in the Navy, Jimmy launched his business, Valhalla's Forge. His company creates memorabilia for the families of fallen soldiers, Police Officers, and Firefighters. He also leads leadership seminars in which the lessons are taught as you build together in his shop.



CHOOSEDIFFICULT.COM

SEASON 2 EPISODE 2

THE COACHING LIFELINE

Hosted by Abe Shreve



Julia Lashay Israel

kwMAPS COACHING

MEGA AGENT CAMP



MAPS MEGA FAQs

Have questions about Mega Agent Camp next month? Click the link below for frequently asked questions and a list of MAPS events ahead.

[Event FAQs](#)

FAST TRACK

Fast Track COACHING

Need to focus on a specific challenge or obstacle? Click the link below for upcoming topic-based programs with client portal access.

[MAPS Training](#)

A desert landscape at sunset. The sky is filled with dark, dramatic clouds, with a warm orange and red glow from the setting sun. In the foreground, there are several saguaro cacti of various sizes. The ground is a mix of orange and blue tones, suggesting a mix of sand and shadows. The overall mood is serene and atmospheric.

Fall
MASTERMINDS

Fall MASTERMINDS

Take Action & Plan for Next Year's Success.

● October 23-25 | Phoenix, AZ

[Register Now](#)

ARE YOU LOOKING TO TAKE YOUR BUSINESS TO NEW HEIGHTS?

It's time to set goals, develop actionable strategies, and get you the expert-level guidance you need to succeed. KW MAPS Coaching invites you to Fall Masterminds October 23-25 in Phoenix, Arizona for a high-energy event designed to reinvigorate and re-inspire, leaving you with a personalized 2024 business plan in hand.

Collaborate, Network,
and Learn

from Daymond John, Star of ABC's
Shark Tank & More!



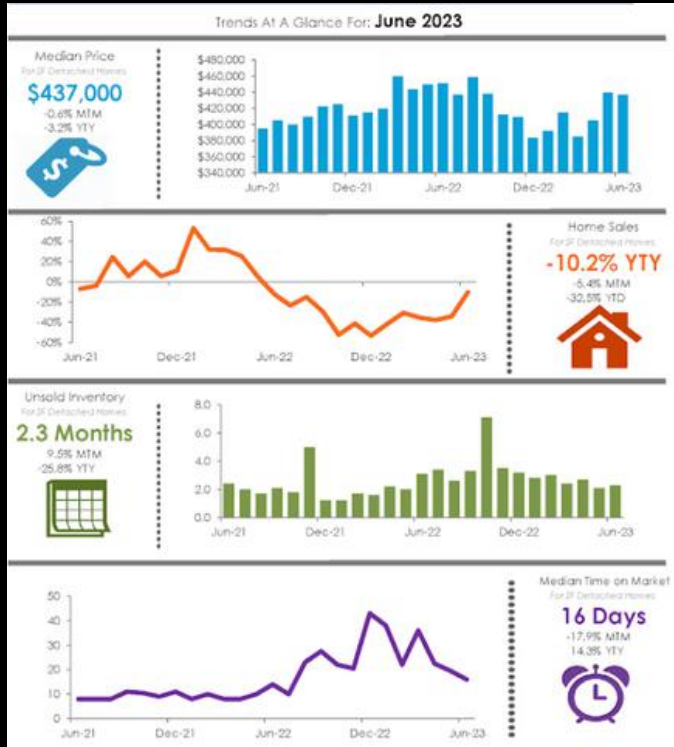
JUNE 2023

MARKET STATS

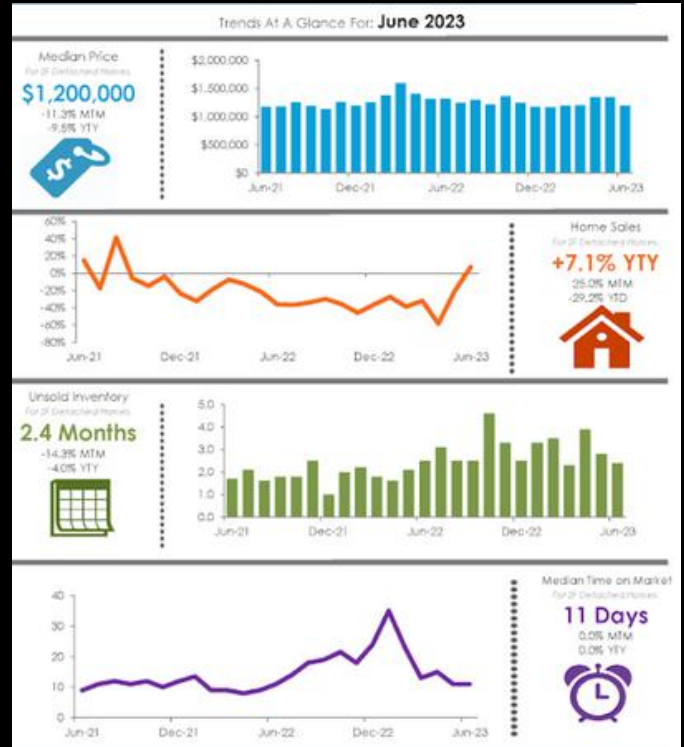


Trends At A Glance For: June 2023

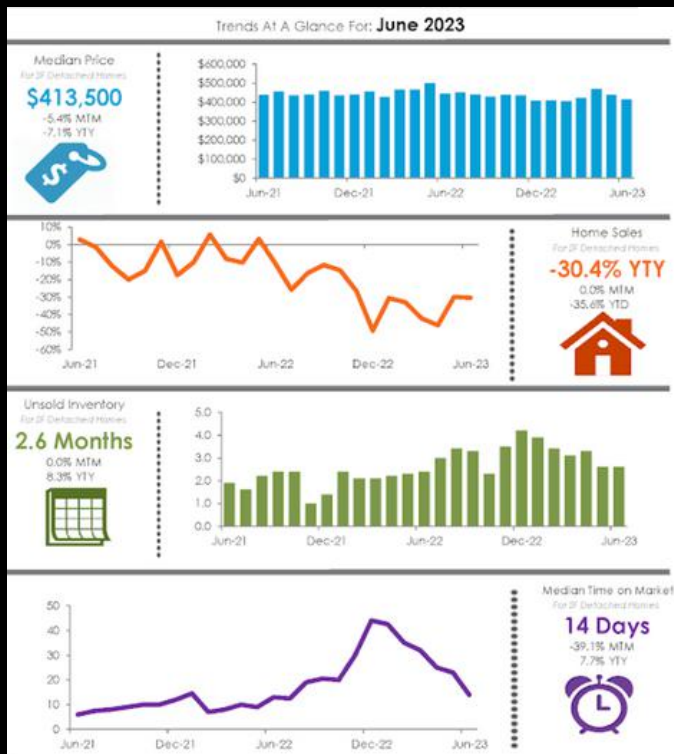
Sutter County Market Update



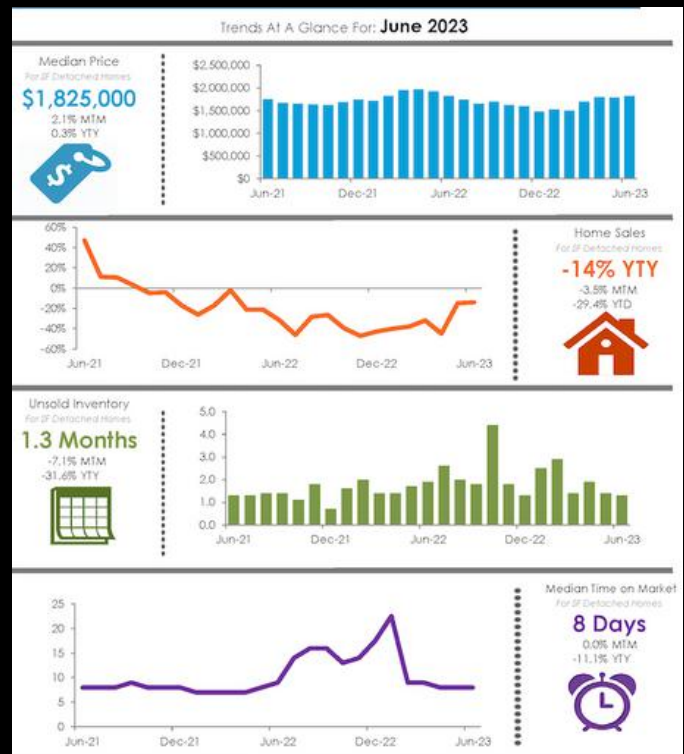
Santa Cruz County Market Update



Butte County Market Update

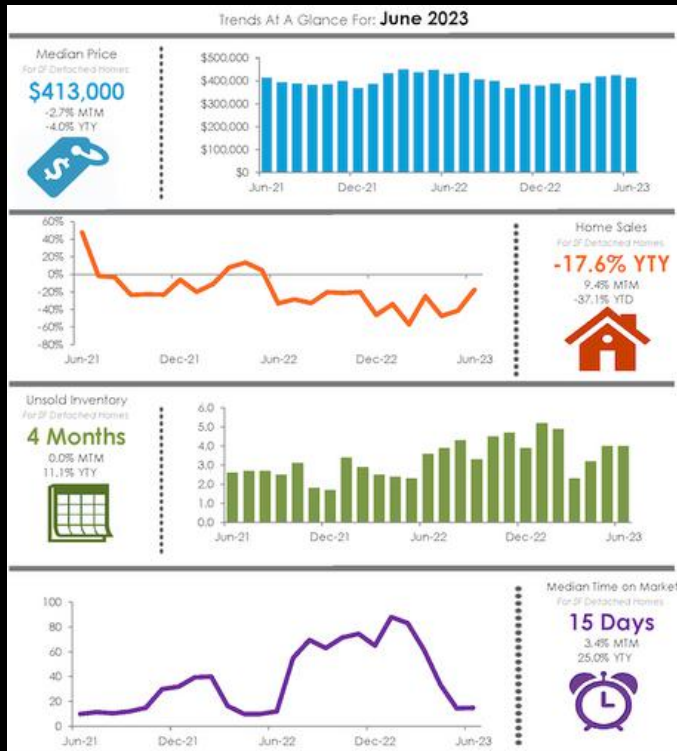


Santa Clara County Market Update

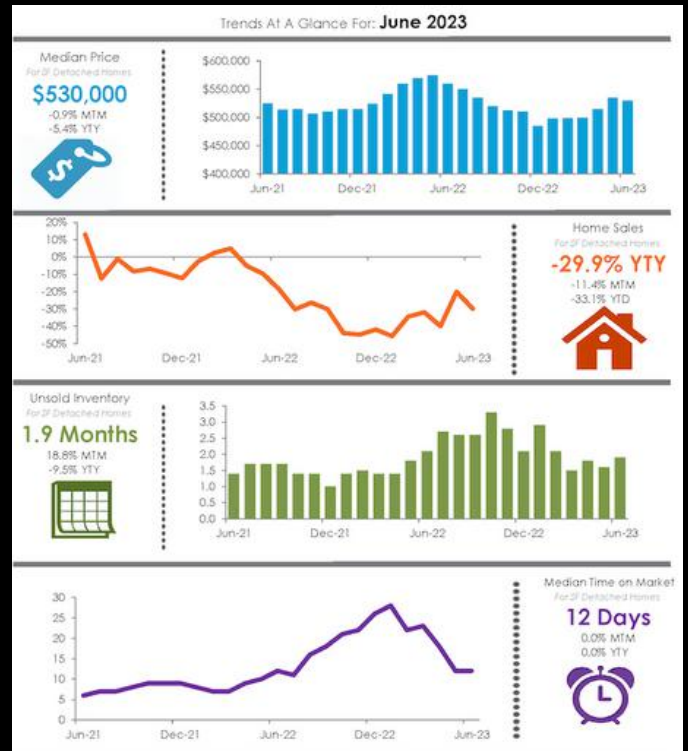


Trends At A Glance For: June 2023

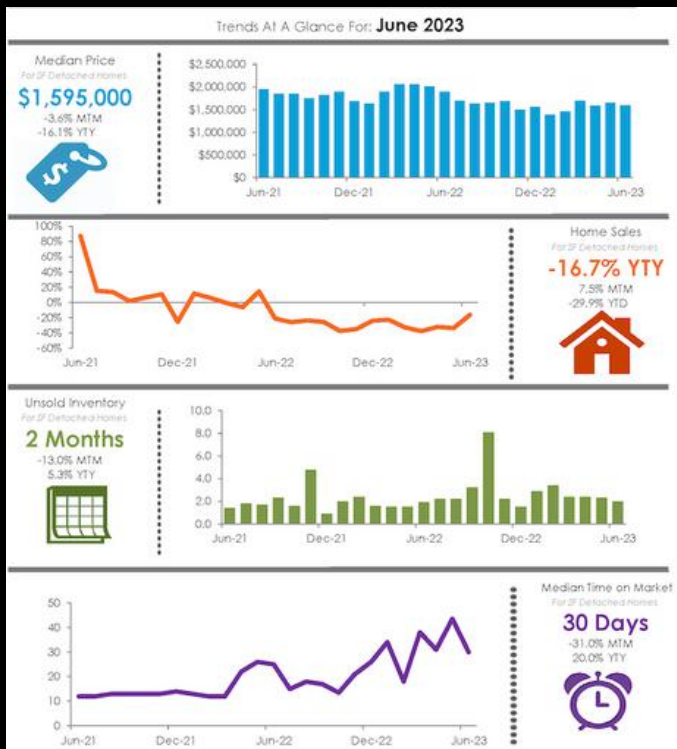
Tuolumne County Market Update



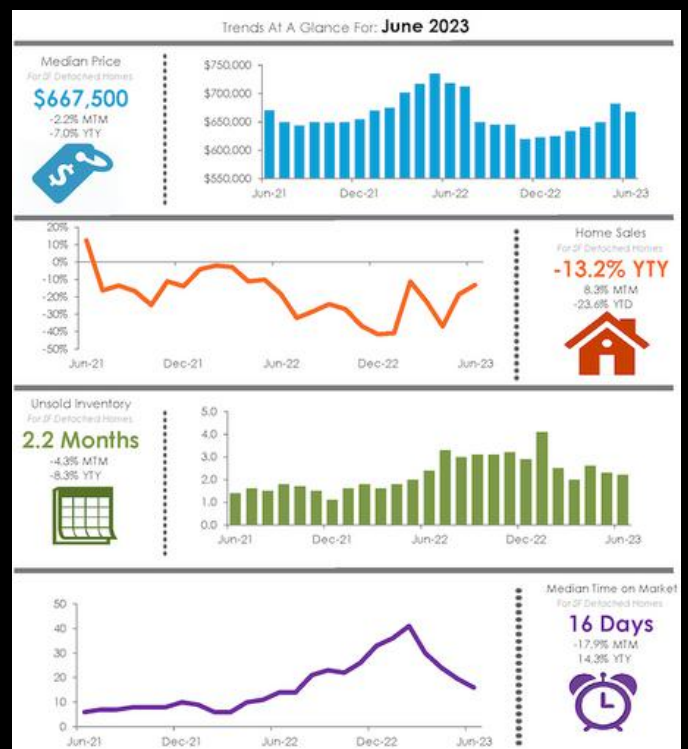
Sacramento County Market Update



San Francisco County Market Update



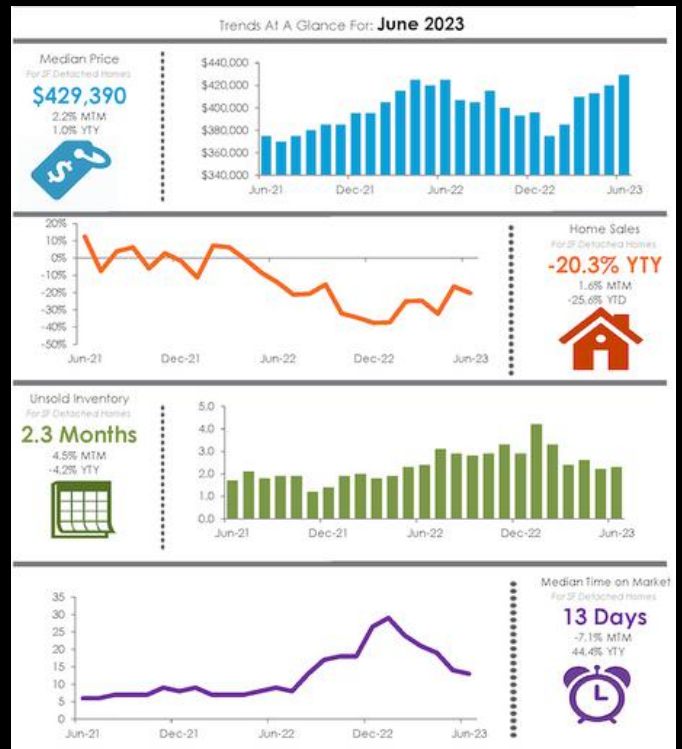
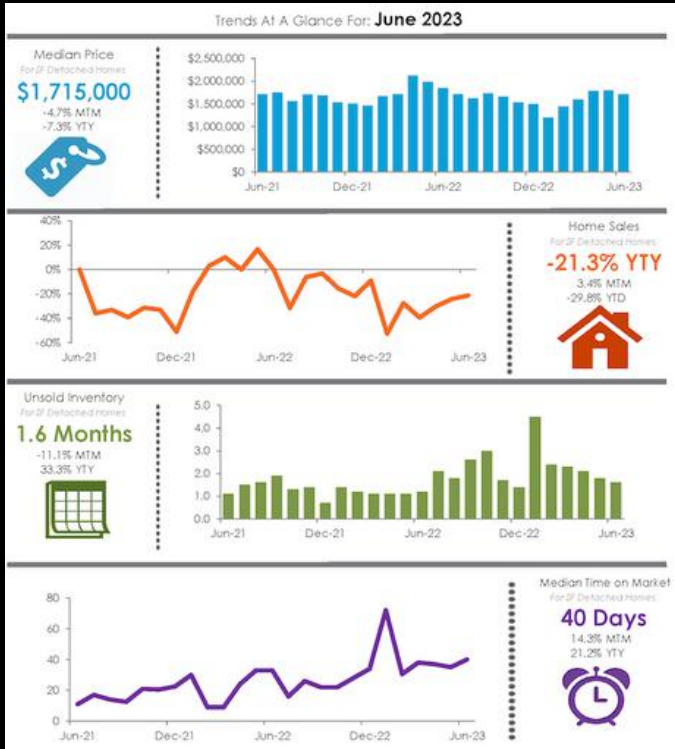
Placer County Market Update



Trends At A Glance For: June 2023

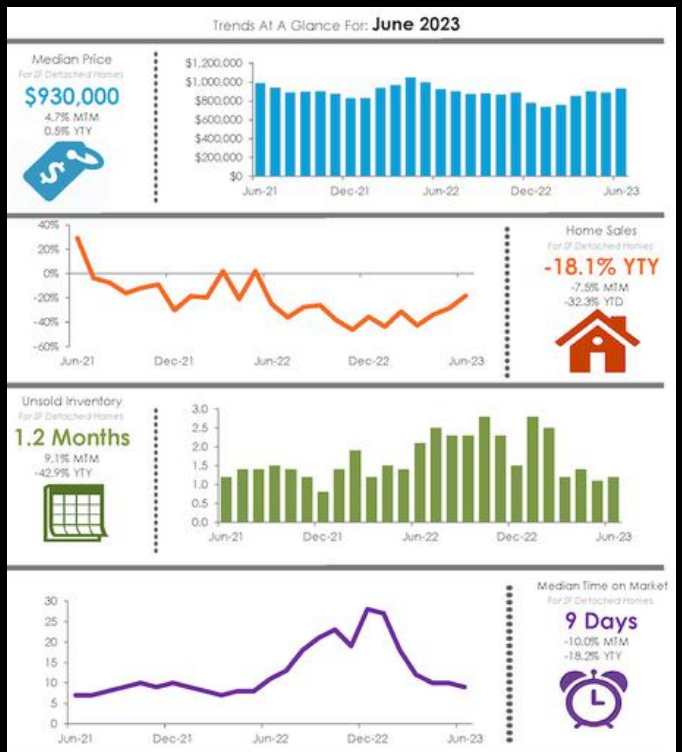
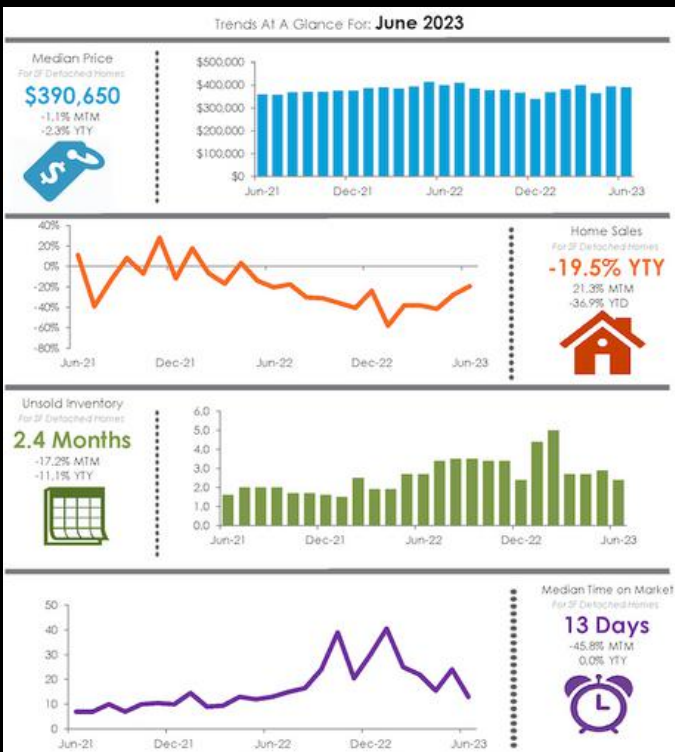
Marin County Market Update

Fresno County Market Update



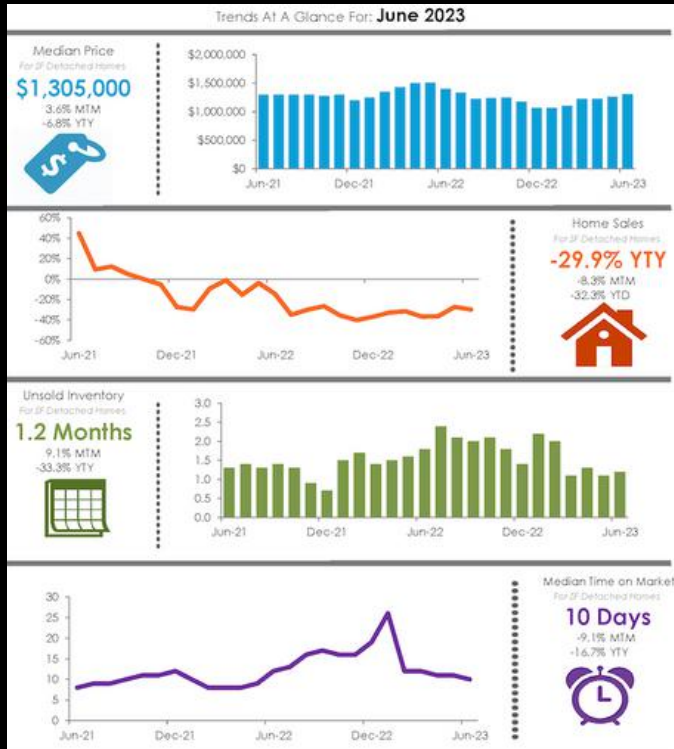
Merced County Market Update

Contra Costa County Market Update

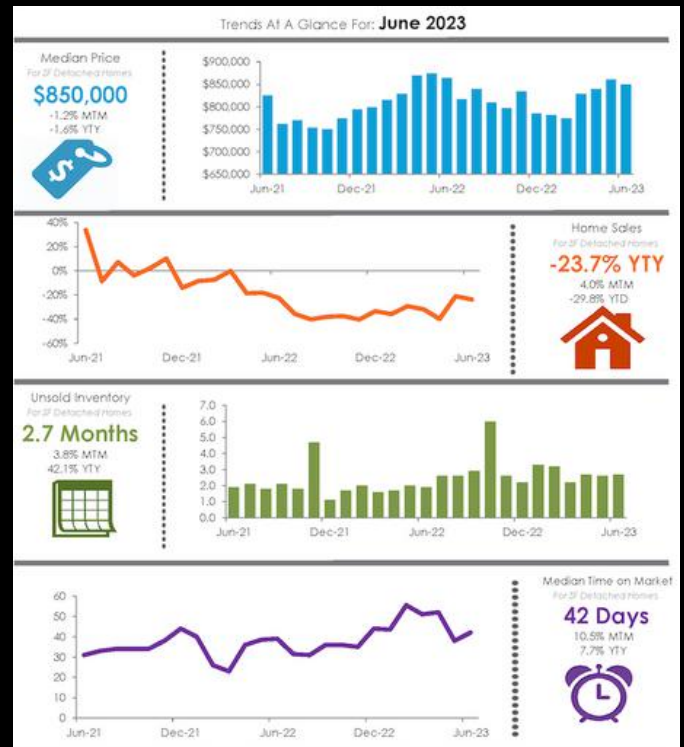


Trends At A Glance For: June 2023

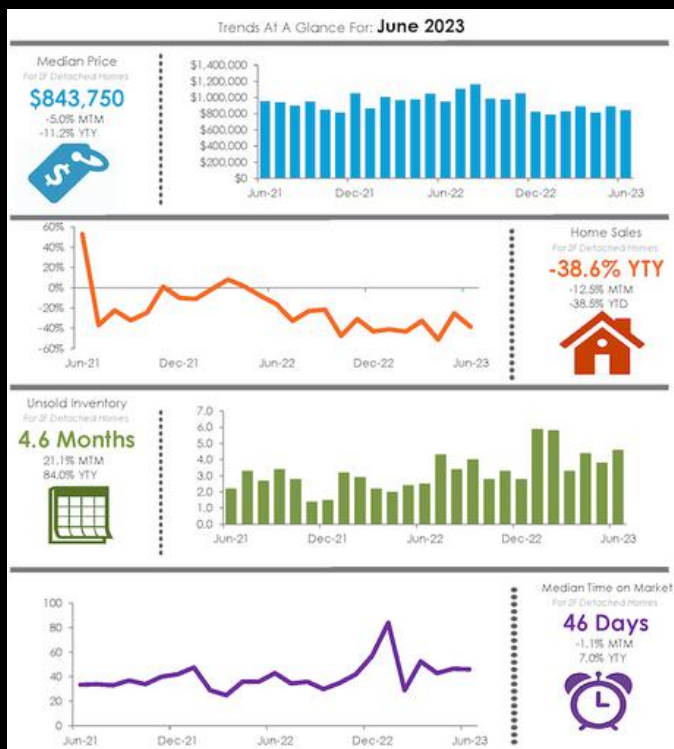
Alameda County Market Update



Sonoma County Market Update



Napa County Market Update





Kauai

SINGLE-FAMILY

\$1,125,000

Median Price

↑ 9.5%

30

Closed Sales

↓ 63.3%

76

Days on Market

↑ 49%

CONDO

\$605,000

Median Price

↓ 10.8%

29

Closed Sales

↓ 52.3%

44

Days on Market

↑ 100%



Big Island

SINGLE-FAMILY

\$515,000

Median Price

↑ 8.2%

200

Closed Sales

↓ 21.5%

67

Days on Market

↑ 76.3%

CONDO

\$600,000

Median Price

↓ 2%

78

Closed Sales

↓ 9.3%

38

Days on Market

↑ 52%



Maui

SINGLE-FAMILY

\$1,007,000

Median Price

↓ 19.6%

70

Closed Sales

↓ 18.6%

116

Days on Market

↑ 4.5%

CONDO

\$984,450

Median Price

↑ 21.9%

92

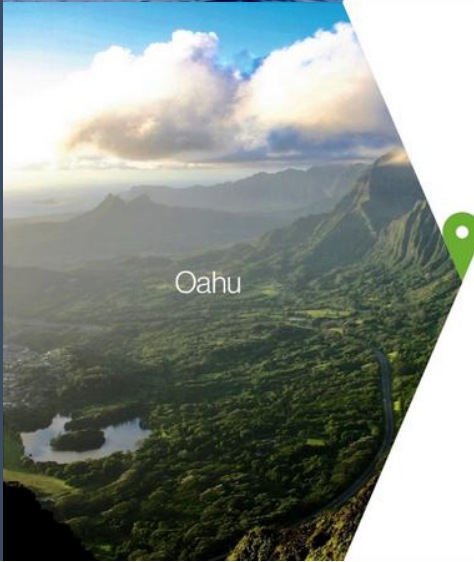
Closed Sales

↓ 40.3%

127

Days on Market

↑ 71.6%



Oahu

SINGLE-FAMILY

\$1,050,000

Median Price

↓ 4.5%

248

Closed Sales

↓ 30.5%

17

Days on Market

↑ 70%

CONDO

\$510,000

Median Price

↓ 4.5%

470

Closed Sales

↓ 24.9%

18

Days on Market

↑ 63.6%

Hawaii June 2023



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JUNE 2023

California Housing Market Update

**MONTHLY SALES AND
PRICE STATISTICS**

California Housing Market Snapshot

June 2023



277,490 | Existing Home Sales
-19.7% YTY | **-32.9% YTD** % change



**Median
Sales Price**

\$838,260
-2.4% Y2Y



**Unsold Inventory
Index**

2.2 months
-8.3% Y2Y



**Median
Days on Market**

15 days
+7.1% Y2Y

June 2023 Bay Area Housing Snapshot



-19.2% YTY | Existing Home Sales
-30.2% YTD | % change

\$1,323,810 | Existing Home Price
-2.7% YTY | % change



**Unsold
Inventory Index**

1.6 months



**Median Days
on Market**

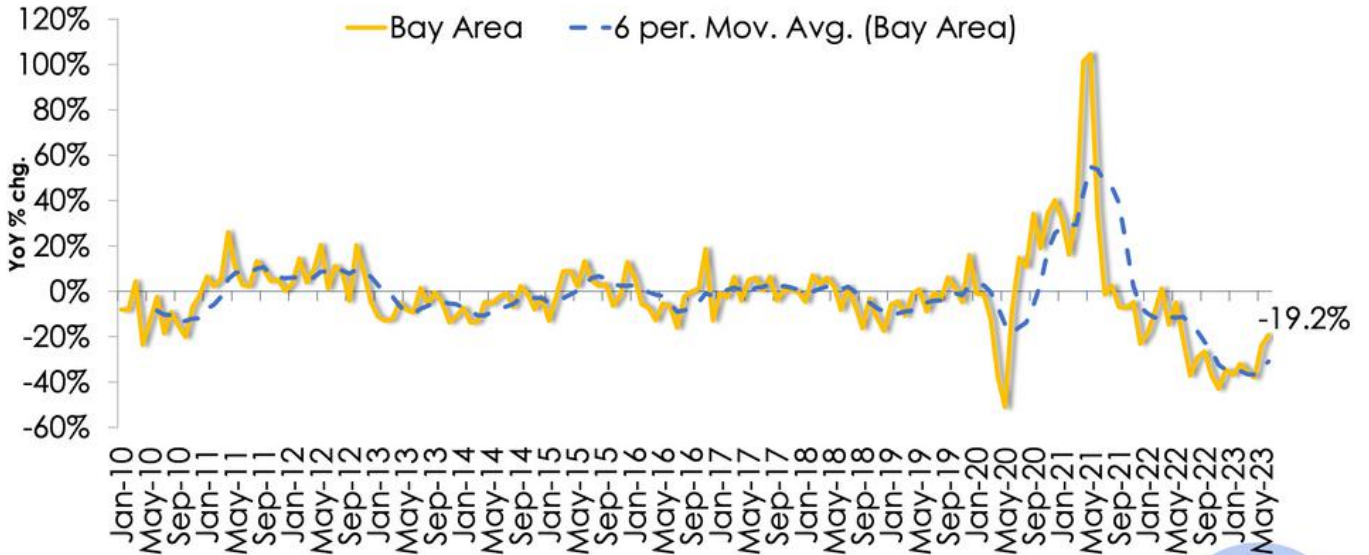
13 days



**Sales Price to
List Price Ratio**

102.9%

Bay Area sales growth is down but moving in right direction



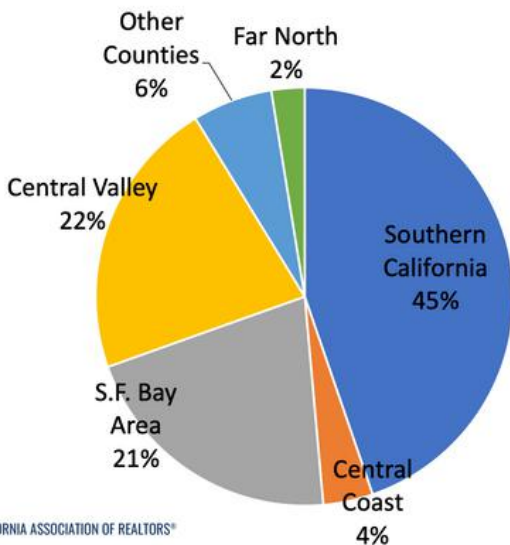
CALIFORNIA ASSOCIATION OF REALTORS®

SERIES: Sales of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

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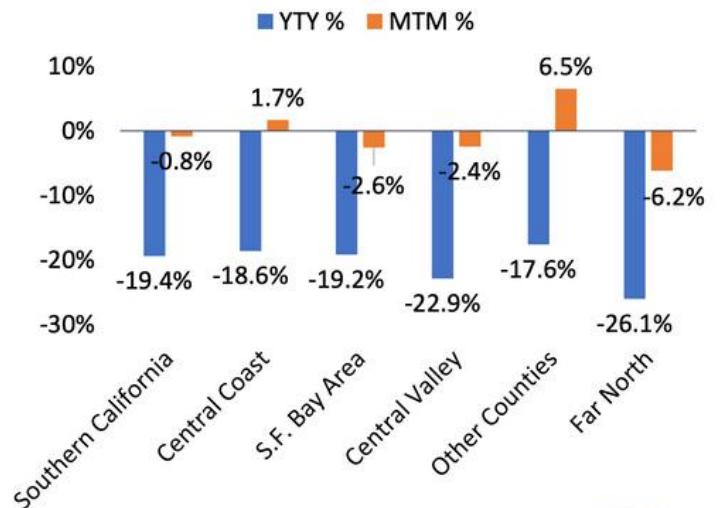
June 2023 Sales by Region

Home Sales by Region



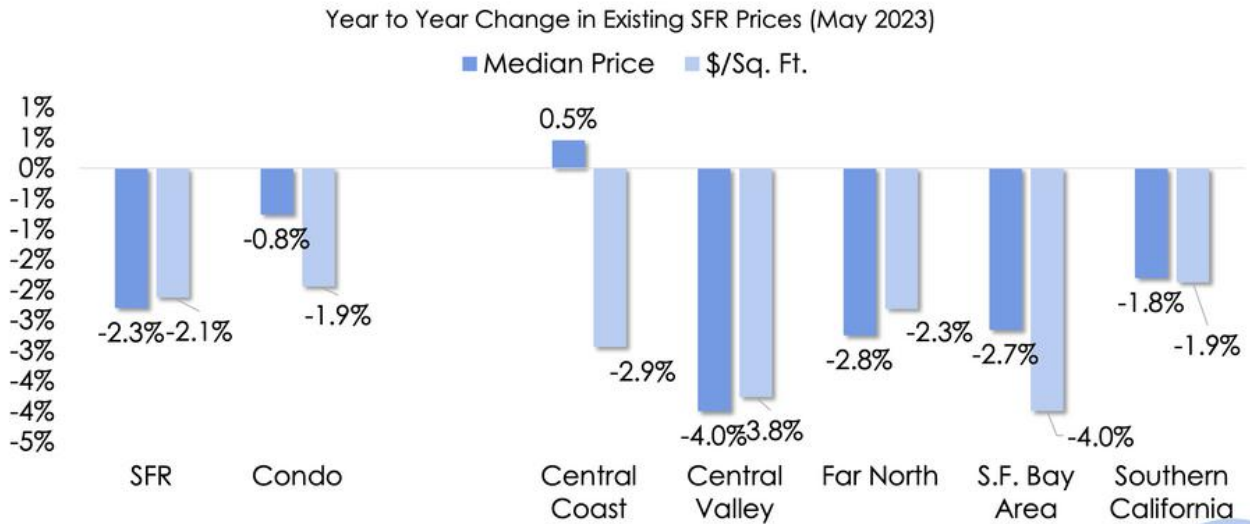
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Home Sales Growth by Region



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Per sq. ft. prices drop sharply in the Bay Area

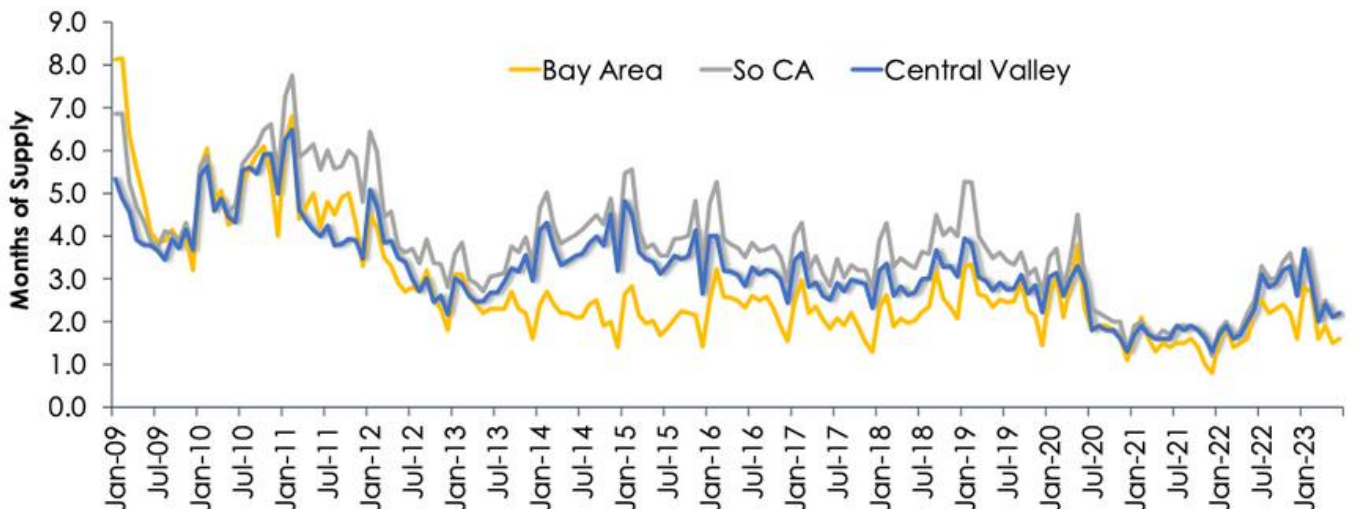


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SERIES: Median Price Per Square Feet of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

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Unsold Inventory upticks slightly in all regions

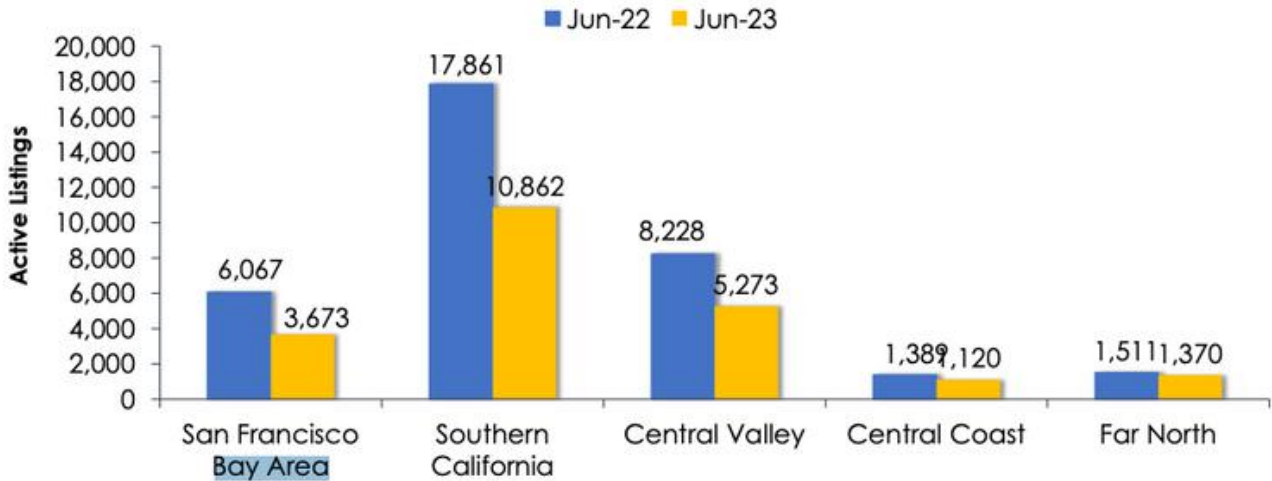


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SERIES: Unsold Inventory Index of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

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Active listings by region



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SERIES: Active Listings of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

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Active listings shrink in all regions



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SERIES: Sales and Listings of Existing Single Family Homes
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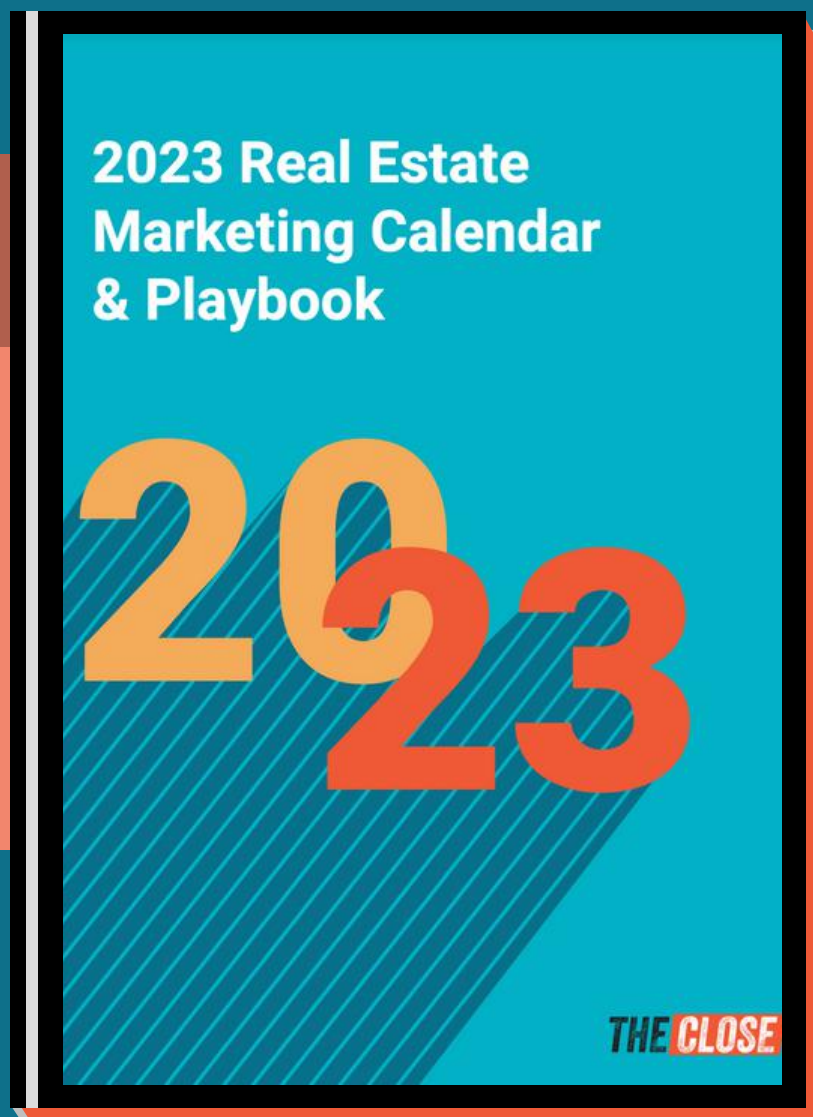
JUNE 2023

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You can download your 2023 Real Estate Marketing Calendar here.

2023 Real Estate Marketing Calendar & Playbook



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Download your House Hunting Checklist here.

House Hunting Checklist

House Hunting Checklist

Buying a new home is a big decision. To help you feel prepared and confident throughout the transaction, use this checklist to address questions and concerns throughout our time together. If you need clarification on any of these points, feel free to ask me. Refer back to this checklist throughout the transaction whenever you have questions or doubts.

Do Your Research First

Start looking at homes to get an idea of what features you want to have in your new home. Start making a list of what's most important and what's negotiable. Look at various neighborhoods that fit your criteria.

Be Realistic

Have fun dreaming about the features you want in your new home, but keep your expectations in check. Any home you find and fall in love with will not have all the features and amenities you want. Shoot for an 8/10 on the 10 scale.

Get Your Finances in Order

When you're ready to start thinking about buying a home, you need to take a hard look at your finances. Do you have outstanding credit card debts that need to be settled first? Have you saved enough for the down payment? Also, you need to decide how much you'll be able to handle in a mortgage payment each month without putting a strain on your family budget.

Get Prequalified First

Before you can seriously be considered a buyer, you need to get in touch with a lender and get prequalified. Your Realtor® may have a few suggestions if you ask. But you need to find out just how much house you can afford before you start looking at homes on the market. Plus, you don't want to fall in love with a home you can't afford.

Work With an Experienced Realtor®

Real estate transactions are complicated, full of legal contracts, deadlines, and money changing hands. It's important to work with a professional who understands the ins and outs of a real estate transaction. A professional Realtor® will guide you through it, making sure your interests are protected. Realtors® have a fiduciary responsibility to their clients and follow a strict code of ethics. Interview at least three agents to find someone you feel comfortable working with.

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The Expired Listing Objection Handler Scripts





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