



## The Hyperlocal Hyperfast Real Estate Agent: How to Dominate Your Real Estate Market in Under a Year, I Did It and So Can You! (Paperback)

By Daniel James Lesniak

DKB Publishing, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.#1 Best-Seller on Amazon! According to recent surveys the average real estate agent makes less than \$10,000 a year and close to 90 of new agents will not last more than two years in the business. Fewer than 10 of agents will make over \$100,000 and the majority that do have been in the business for decades. The average real estate agent sells 12 homes a year and for agents that are just starting out that number is less than four. In 2012 Dan Lesniak used a unique strategy to upend the industry trends. In his first year in real estate Dan had over 36 transactions totaling over \$22 million in sold volume, making him one of the most successful rookie real estate agents ever on his way to taking over one of the most competitive market areas in the country, that had previously been dominated by agents with over 10 years experience. In The HyperLocal, Hyper Fast Real Estate Agent, Dan tells how he used the Segmentation, Targeting and Positioning (STP) framework to identify potential markets, choose which ones to go after and...



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