

Jimmy Mackin

On a mission to become the most useful person to follow in Real Estate.



439

Agents Participated

439

Agents Participated

684

Buyer Consultations

439

Agents Participated

684

Buyer Consultations 572

Listing Appointments

439

Agents Participated

684

Buyer Consultations 572

Listing Appointments

\$198,000,000

In signed contracts







Simple marketing missteps

1. Failure to Follow Through

Lack of execution

Simple marketing missteps

1. Failure to Follow Through

Lack of execution

2. Struggling to Stand Out

Inability to differentiate

Simple marketing missteps

1. Failure to Follow Through

Lack of execution

2. Struggling to Stand Out

Inability to differentiate

3. Can't Create Conversations

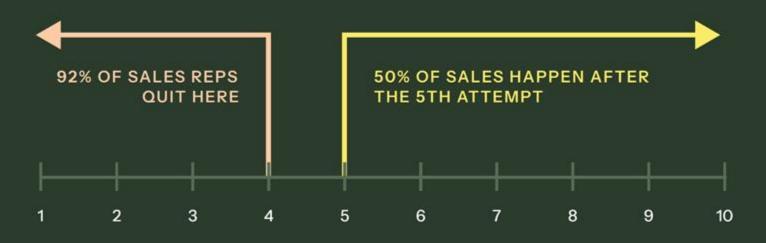
Not creating opportunities

Today's Agenda

How can I generate listings when I have none?

How to turn every listing into more listings.

The Conversion Gap



NUMBER OF SALE ATTEMPTS



Rate Buydown Text





Anthony Malafronte to Everyone 12:39 PM

We got 11 replies on this exact text.... Sent to 150 cold leads and 65-70 private clients









Bad Timing Text

9:41





Sarah The Mackin Team

Hi Tom,

I know this is probably the wrong time but I've been talking to a lot of buyers who are very serious about buying in the next 90 days.

Would you be open to the idea of selling if you got a great offer?





: 1999 Toyota Corolla - Fine AF - \$2500 :::



1986 Inputs someth

VPs. Telephropiosoppisses

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fact gas

point solve school

The stock offers

turn medical

Let not self you a mary. One day no Circidis manud making a stronger mount. I disfer you a stat and ignored in it went serves. The Trisk

You could take the engine out of this car, those it off the Golden Care Shidge, field it can of the water a thousand pour later, pay it in the track of the car. fül für gar milk up with Nutelle, turn für ken, mel für papen westlit farking statt right up.

This can will notice you, it will notice your children.

one will ever complement you on? Well look to further,

Things this our is still enough in do-

Mater print Committee to seek; pers.

The 1999 Doorie Comba

Left talk about features. Blumoth sign Bastool super Facey wheels respo

Bernader to Davis

This car's get history. It's seen seens still. Feeple have done straight frings in this car. People have done you firings in this car. It's see going to halpe you No a facking Vickerages would

This car's extense soler is grap, but it's innerior soler is grow

in the countr's reserval, still to futed as "springs."

When this on you account a the 1996 Detect Auto Store, it second all 1,000 attendes to spectamentally years. The resulting strong change is as prompts tooks the halfding record a partial softings of the real. Floor people shot. The costs is characteristic in the documentary "Barrel or Death. The Storp of the 1995 Topote Comile*

You waste know more? Great, I had my use \$10 and a Facebook survey.

Favorite Soull speghots Functor to show: Alf.

Favorite hand the between Bush and the City Blossoms

This car is an practical, as a first ISA. Ye as notable of the road as your grandpa during his last follow Alast. He as utilization as a master of a chapte. whose unigram is based animaly on water follo-

When I run the Carl'us the Bio run, I get back a single pions of paper that said, "It's a Corolla. It's fine."

Let's face the facts, the sar let't going to win any beauty content, but writer one you. Nop lying to powerful and stop lying to your with. This let'l the car you want, it's the car you deserve: The facking 1999 Toyota Consilia.

ID-NOT period the with unacticited services or offers.

You want a car that gets the job done? You want a car that's hassle free? You want a car that literally no one will ever compliment you on? **Well look no further.**

The 1999 Toyota Corolla.

Let's talk about features.

Bluetooth: nope

Sunroof: nope

Fancy wheels: nope

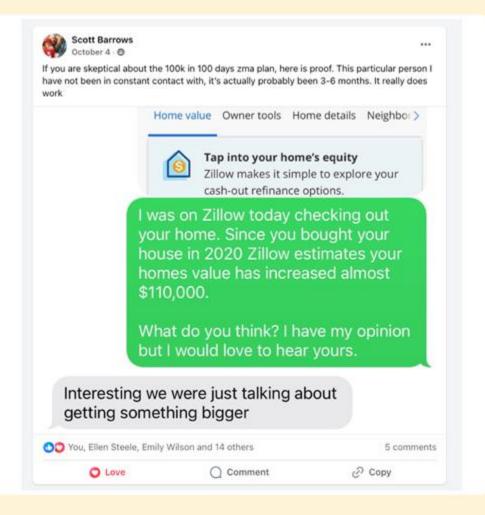
Let me tell you a story. One day my Corolla started making a strange sound. I didn't give a shit and ignored it. It went away. The End.

Deal of the Week

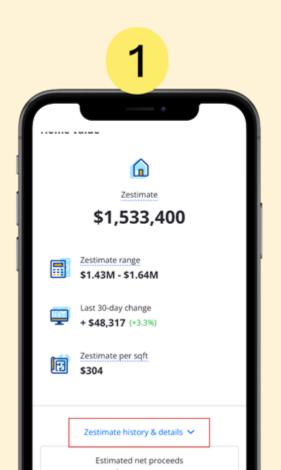
매 후 🗖 9:41 Sarah The Mackin Team Hi Tom I know you're not looking to buy, but I wanted to share this with you-a stunning \$950K condo in the North End. I bet you know someone in your network who'd love this. Who comes to mind that we should share it with?

Text

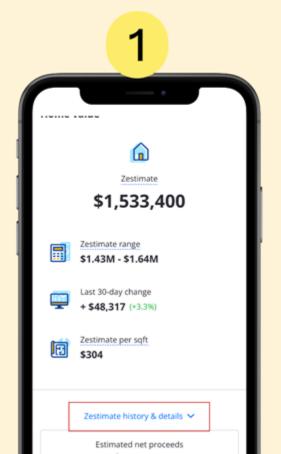
ZMA Text

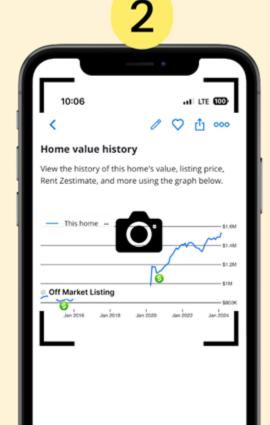


2024 2MA



2024 2MA

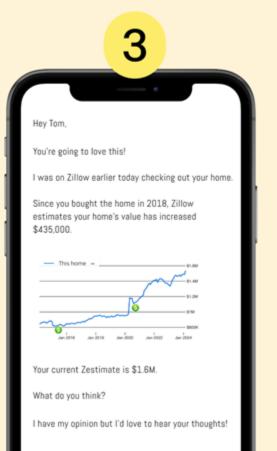




2024 2MA

..... Zestimate \$1,533,400 Zestimate range \$1.43M - \$1.64M Last 30-day change + \$48,317 (+3.3%) Zestimate per sqft 图 \$304 Zestimate history & details > Estimated net proceeds





Zen Learning #1

Text 10 people per day.

AGENDA:

5 Types Of Emails You Should Be Sending

LOCAL NEWSLETTER

VALUE-BASED SELLING

LISTING EMAILS

PERSONALIZED AUTOMATION

DIRECT RESPONSE CAMPAIGNS

Friday Morning Coffee



Whistler Friday Morning Coffee

Here's what you need to know:

Over the past 7 days

- ✓ In Whistler there were 13 New Listings.
- ✓ In Pemberton there were 4 New Listings
- ✓ In Whistler & Pemberton there were 8 Price Adjustments.
- ✓ In Whistler & Pemberton <u>5 Properties Sold.</u>

√ The Highest Sale this week was for \$3.15 million at 4608 Montebello Place in Montebello in Whistler Village.



In this quick 7 minute video I personally take you through the 3 best new properties that came on the market in Whistler this week and I tell you exactly why I think they're all great bets.





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As always, I appreciate the support and love I get from my community. I've been sending out our Whistfer Friday Morning Coffee email now for over 20 years and I hope you continue to enjoy it.

If you have any questions about the Whistler real estate market, would like an equity check-up for your Whistler property or if you're looking to buy here - call or text me anytime at 604-935-9313.

Sincerely, Dean Linnell



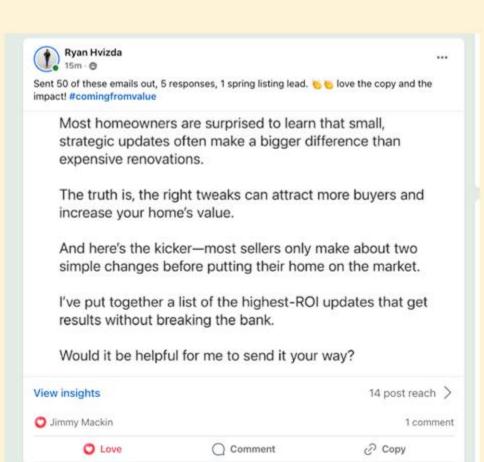
Dean Linnell

The Linnell Group



https://whistler-realiestate.com

dean@whistler-



Home Improvement Text

Subject: Most sellers do this before listing their home

Hey [First Name],

Most homeowners are surprised to learn that small, strategic updates often make a bigger difference than expensive renovations.

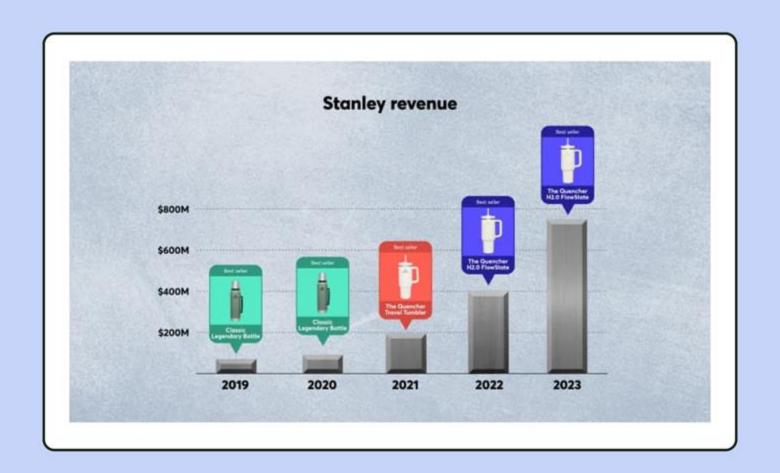
The truth is, the right tweaks can attract more buyers and increase your home's value.

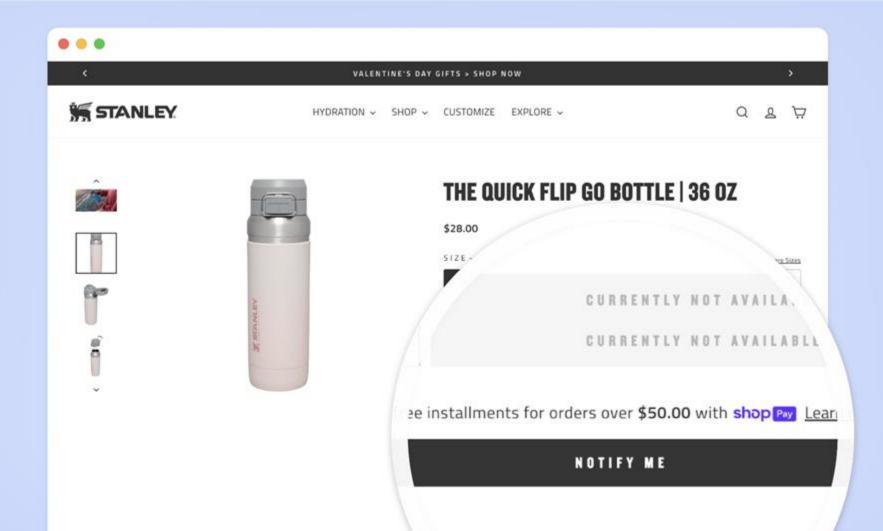
And here's the kicker—most sellers only make about two simple changes before putting their home on the market.

I've put together a list of the highest-ROI updates that get results without breaking the bank.

Would it be helpful for me to send it your way?









They're actually part of my personality. If I don't have [my Stanley], if I don't choose the right color, my day kind of doesn't go how I planned it.

Chelsea Espejo

STANLEY QUENCHER COLLECTOR

Deal of the Week

Email



Subject: (Deal Of The Week) North End Condo Under \$950K

Hi [Name],

I found a stunning North End condo for under \$950K:

- 1,200 sq. ft. with 2 beds, 2 baths
- · Private rooftop deck with city views
- \$150K less than similar units
- Modern finishes, hardwood floors, and rental potential

I've reviewed over 68 homes for sale in our area, this is the best one I've seen in a while.

Best,

Jimmy Mackin

555-555-5555

p.s. Not in the market right now? Forward this to a email to a friend.



Evan Whaley

This email was gold! 10 responses, 9 CMA requests, and one highly interested seller so far.



April Aberle

Got 5 CMA requests in the first hour!



Toni Draxler Laurich

Our team has set 9 appts so far from the email! We sent to engaged leads and past clients, all of our appointments set so far have been from past clients.



Brad Winter

7 responses, 7 CMAs, 2 Scheduled meetings 666

\$100,000,000 Email



Jacobe Kendrick

Jimmy Mackin 3 responses and 3 request so far.



Naomi Selik

Hi Jimmy - I have to admit, I was skeptical that it could be that easy, but i just sent this email and got 2 responses within 5 minutes! That's 2 listing leads over \$2M in a very tight market!



Nick Slocum

5 Responses, 4 CMA requests so far! Great email, @Jimmy Mackin!



Brian Slivka



Let's do it Jimmy Mackin! As a follow up to the "how much equity " email I sent to 527 people yesterday. So far...6 CMA requests with 2 folks thinking about selling and buying...Pure gold 4



\$100,000,000 Email

Subject: How much equity did you gain in 2024?

I'm setting aside some time this week to prepare equity reports for my clients.

My clients love these reports because they are more detailed and accurate than online tools.

Can I create one for your home?

Let me know! Jimmy

P.S. I just completed a report for my client and they were shocked to learn they've gained \$142,000 in the last 3 years.

Listing Centric Calendar



Bonus

Automated & Listing Lifecycle

Zen Learning #2

Send 3 emails per week to your database every week.

Mr. Beast Leaked Memo



HOW TO SUCCEED IN MRBEAST PRODUCTION



2

per get ees about ht it k to d over re u

.

10

"Creativity saves money."



Creativity Saves Money

Leveraging your Listing For Lead Gen





estherk.therealtorand parkgroupreels Nat King Cole • L-O-V-E



estherk.therealtor 4w

TEXT "8DLT" @ 909-235-7097 for more info or to book a private tour!

Marketed by Esther Ko | DRE 02056312 Listing courtesy of Jason Thorman | DRE 01516355

#hometour #homeforsale #claremontca #cityofclaremont #homesinclaremont #renovatedhome #remodeledhome #poolhome #homebuying #homebuyers #dreamhome #homeforsale #realestate #firttimehomebuyers #parkgrouprealestate #homedesign



irishmexgal 2w How many bedrooms? And price please and Thank you!











1,352 likes November 11



Add a comment...



Listings

The Listing Hook





chesleymccarty · Follow

James Quinn • Highland Railway



chesleymccarty 18w

My favorite town on that side of the Potomac V

Founded in 1749, Old Town Alexandria is one of the DMV's oldest neighborhoods and interestingly, the third oldest designated historic district in the country. Old Town has everything I love about Capitol Hill and Georgetown, but is its own little ecosystem with a ~beyond cute~ downtown, charming historic rowhomes, and access to the waterfront. It might seem a bit far from DC, but it's maybe a 20 minute drive on a good day, so perfect for those looking for that urban feeling outside of DC proper :

One of Old Town's strengths has to be









14,689 likes

August 6



Add a comment...



Unleash the power of chat marketing

Drive more sales and conversions on Instagram, WhatsApp, and Messenger using automation.

BET STARTED FOR FREE







Creativity Saves Money

Turn Up The Volume





lisaduboisrealtor · Follow Original audio



lisaduboisrealtor Edited - 1w
Bet you didn't know I was really good at hide and seek ⊌ Ready to discover the best spots? ♠ ↑

#hideandseekrealestate #homesweethome#hiddengems #realtorlife#seekandyoushallfind #realestatereels#virginiarealestate #PruittTitle



savvybooone 2w This is the best marketing strategy I've seen to date lol



102,700 likes Reply





sudziemumsy 2w Mv 4 vear old has watched this on









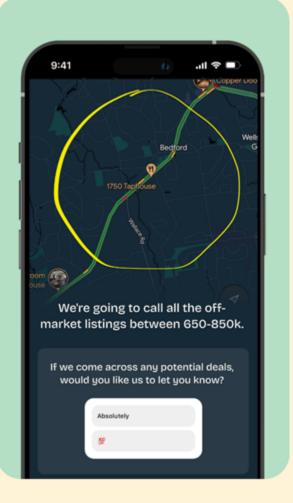


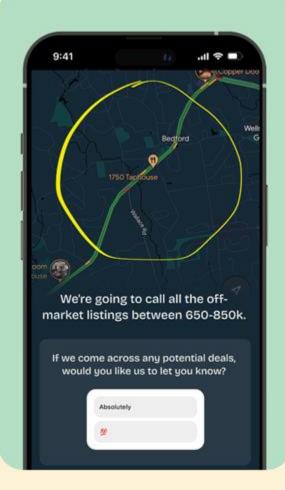
November 23

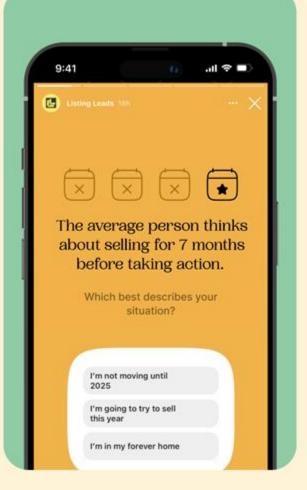


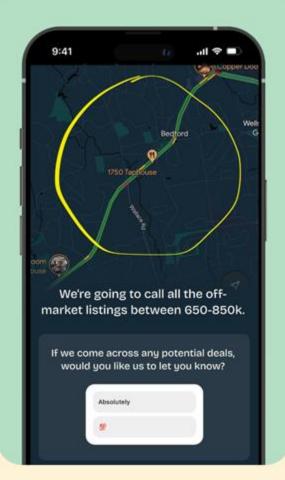
Add a comment...







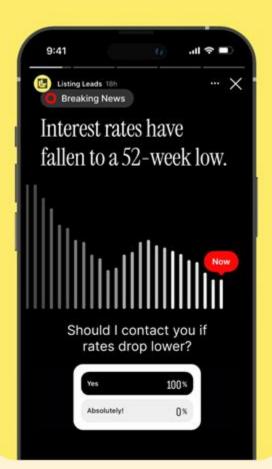


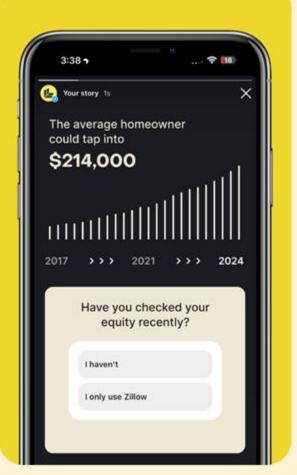


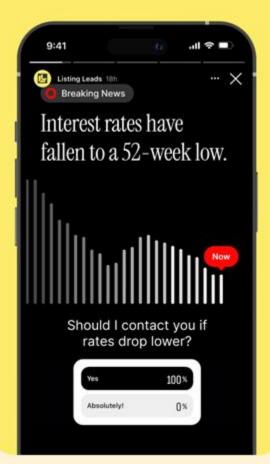


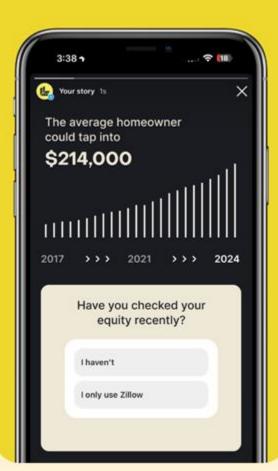


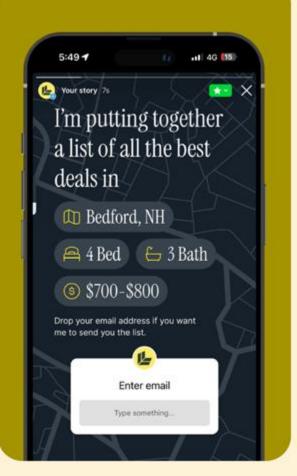






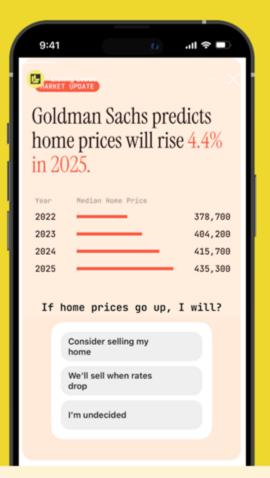




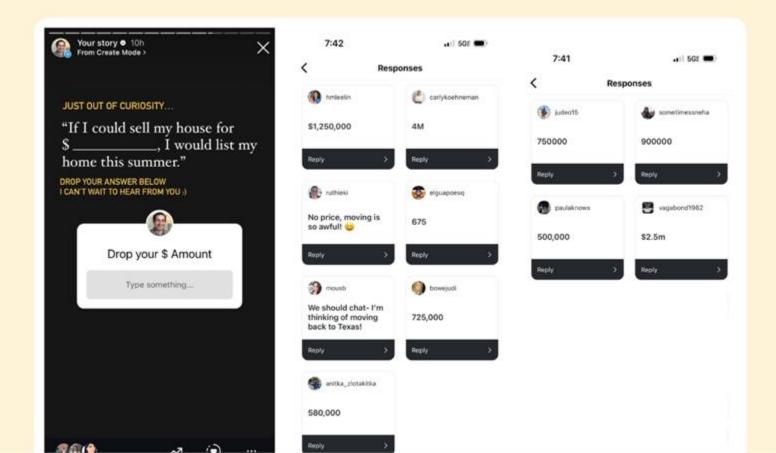








Make Me Move



Zen Learning #3

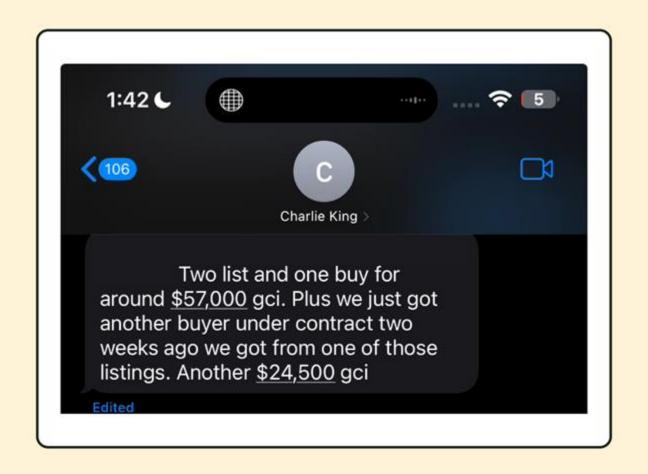
1-2 Reels Per Week: Grow Your Following

1-2 Lead Capture Stories Per Week: Convert Your Following

If we're not in their mailbox in December, our signs won't be in their yards come March.







Donna Merrill www.donnamerrill.com donna.merrill@exprealty.com 603-493-8309 603-310-4619 ext 7238

Dear homcowner.

If you are thinking of taking advantage of this seller's market you should do so before things level off! I have buyers looking in all price ranges just waiting for homes like yours to come on the market.

I would love to falk with you about the possibility of getting these buyers some information on your property. If you want to get the most money from your sale, you should work with an experienced agent. I've been in Real Estate for 22 years and this is the best market I've seen for sellers.

These times are not so easy, you need some creative ways to handle this fast market and make it work for you. If you are thinking of selling at this time or in the near future, please call me.

Sincerely,
Donna Marill

Note: If you are currently under exclusive agency contract with a real estate broker, please disregard this mailing. It is not my intention to solicit clients of other real estate brokers.

Dear homeowner,

If you are thinking of taking advantage of this seller's market you should do so before things level off! I have buyers looking in all price ranges just waiting for homes like yours to come to the market.

I would love to talk with you about the possibility of getting these buyers some information on your property. If you want to get the most money from your sale, and this is the best market I've seen for sellers. you should work with an experienced agent. I've been in Real Estate for 22 years

These times are not so easy, you need some creative ways to handle this fast market and make it work for you. If you are thinking of selling at this time or in the near future, please call me.

Sincerely,

Donna Merrill

Note: If you are currently under exclusive agency contract with a real estate broker, please disregard this mailing. It is not my intention to solicit clients of other real estate brokers.

Dear Marcio and Douglas,

Our client Molly just missed out on a home in Lido Villas. Her grandkids live nearby and she really wants them to be able to walk over to her home. Molly would love a fenced yard for her dog if at all possible. Molly is a well qualified buyer with a great lender and she is super flexible. Her dream closing and possession would be preferred in the next 3 - 6 months. If you have even the earliest thoughts of making a move or you know a neighbor who might be, please send me a text message 913-961-1234.

Jeremy Applebaum

Licensed Associate Broker and Founder Applebaum KC Homes - Real Broker, LLC <u>Jeremy@ApplebaumKC.com</u> <u>www.ApplebaumKC.com</u>

Magic Buyer Letter Success Story



Your Neighbor's Home Just Sold — Here's What It Means for You

Dear [Homeowner's Name], Not every home sells quickly.

Take your neighbor's property at 2653 E Canyon End Drive — it was on the market for 149 days without much interest. My buyer wasn't initially drawn to it, but I saw potential that wasn't obvious online.

After touring the home and working closely with the listing agent, I helped my buyer see the true value of the property.

Together, we crafted an offer that everyone was happy with, and the home closed in just 31 days.

I share this with you because it highlights the difference between agents who wait for buyers to show up and those, like me, who actively market and negotiate to make things happen.

This sale not only demonstrates the importance of strategy but also reflects shifts in your local market.

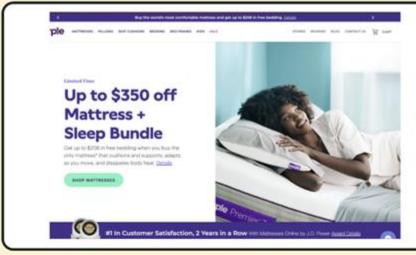
To help everyone in your neighborhood stay informed about their home's value, I'm putting together professional home value reports for several of your neighbors—can I prepare one your home?

If yes, text me at 555-555-5555, and I'll get started. Hook forward to hearing from you,

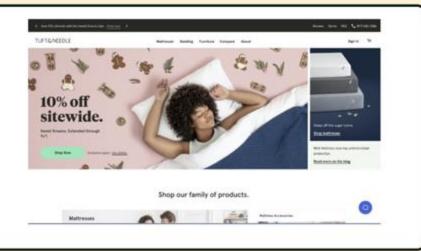
Sincerely, [Your Full Name] [Your Phone Number] [Your Real Estate Brand/Tagline]

P.S. When it's time to sell, you need an agent who doesn't rely on hope or other agents to bring buyers to the table. If you've even considered selling, let's talk. Text or call me at (XXX-XXX-XXXX), and we can explore all your options.











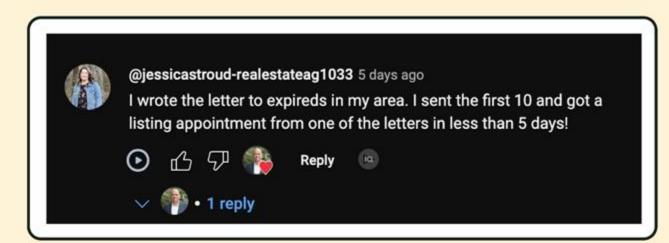
Beds should look like beds.
I ordered this when I was high
because I thought it was a giant ice cream
sandwich. It's not. It's a bed and not the
\$150 ice cream sandwich I wanted.

disappointed!

Dear Matthew,

I noticed that your property listing at 654 Elmwood Street has

- **▶** expired and **▶** I am sorry to hear that it has not yet been sold.
- ► I would like to offer my services in an effort to ease the burden and anxiety of the home selling process.





Now that your home didn't sell, you've had a wave of agents promising you "they can get the deal done."

You've heard this story before.

You're not buying it.

At this point, you're frustrated, disappointed and likely pretty annoyed because your phone hasn't stopped ringing for the last two weeks.

If a home doesn't sell, it's for three reasons:

- 1. It was priced incorrectly
- 2. It didn't get enough exposure
- 3. It wasn't presented properly

Now, if you believe the reason you're home didn't sell is because of #1...

You don't need another agent, you just need a lower price.

But if you believe the reason the home didn't sell is because of #2 and #3, this is where we can help.

To sell for top dollar, there are 10 essential marketing tactics.

I've reviewed your home on the Multiple Listing Service and you're missing 6 of them. I'm confident that if we fix them, you could sell your home for \$865,000.

Even if you're not planning on re-listing your home, i'd love the opportunity to share with you my insight on what to do to ensure that you don't have to experience this again.

My personal cell is 555-555-5555.

I look forward to hearing from you,

[Your Name]

Expired Letter



There are 67 homes listed over \$10,000,000 that sold in the last few months.

And your house wasn't one of them.

Most people in your situation would be feeling defeated.

You contacted an agent.

Prepared the home.

Listed it on the market. Thon...

No offers, No showings, and Endless excuses from your agent.

Most agents will simply list your home and wait.

But a great agent will have a proactive strategy-targeting the right buyers, creating compelling marketing, and adjusting as needed to get results.

If you've read this far, it means you're not giving up.

That's why I've recorded a 3-minute Custom Home Audit specifically for your home, highlighting exactly what needs to be done to turn things around.



110 Via Trieste Home Audit Video



After you watch the video, contact me at 555-555-555 and we can discuss next steps.





Let's be honest: the "list and wait" method isn't working. I know you're tired of hearing the same old promises with no

Here's What No One is Telling You:

Selling a high-end home isn't about just putting it on a website and hoping for the best. It's about strategy. It's about precision. And, most importantly, it's about getting creative.

What if... we approached your home differently?

I've put together a list of seven specific strategies I'd like to discuss with you, which I believe will give your home the exposure it needs to sell for the price you want.

If you're open to a conversation, my direct line is 555-555-5555.

I look forward to hearing from you,



Estate of Grace | Allsters Realty | 555-555-5555



When most agents stop at the first sign of resistance, I push harder, I dig deeper, I find new angles, I make those extra calls, send the follow-up emails, and keep pushing until we find the right buyer.

This Isn't a Guessing Game:

* You'll Hear from Me-A Lot

No more wondering what's happening. No more waiting for updates. I'll be in touch regularly-sharing what's working, what's not, and what's next.

◆ Fil Do What Others Won't

Follow-up isn't just a task: it's an obsession. I'll contact every lead. explore every angle, and engage every potential buyer until we make a match.

Change is My Strategy

Sticking to the same old factics? Not on my watch. I'll pivot, adapt. and repeat until we crack the code.

It just requires a commitment.

My direct line is \$55-555-5555.

I look forward to hearing from you,



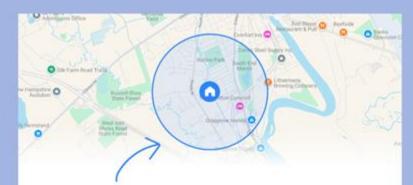
Krys Benyamein

Estate of Grace | Alletters Ready | 555-555-5555



Deal of the Week

Letter



123 Main Street in Bedford Village is getting a lot of attention.

It's featured as my "Deal of the Week" and is seeing:

- · 150% more views on Zillow
- · More showings than usual
- · Multiple offers already on the table

Why does this matter?

When a home in your neighborhood gets this kind of attention, it means you live in a highly desirable area, and buyers are willing to pay a premium.

And it means your home's value is likely about to go up.

Would you like me to send you all the details on how this could impact your home?

If yes, text me at 555-555-5555.

I look forward to hearing from you.



Appointment Sales Letter

Hi,

My name is Steve Robe, I am the Broker/Owner of The Real Estate Elite.

The reason I'm reaching out is because I'm actually meeting with one of your neighbors on Tuesday at 1pm to discuss selling their home.

I'm reaching out to everyone in the neighborhood because I'm offering a FREE Home Equity Update while I'm in the area to folks who are exploring the idea of selling.

I'm not sure if it's for you, but I'm happy to swing by after my appointment and provide you any insight on how much you could get for your home in today's market.

If that's something you'd be interested in, text me at (262)705-8125.

REAL ESTATE REINVENTED...INTEGRITY...SERVICE AND RESULTS









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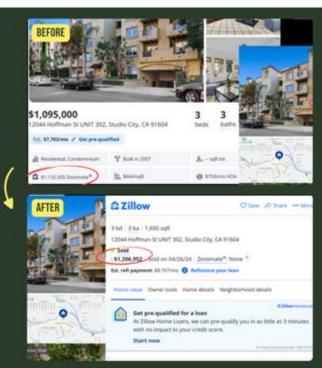
I'm signing a listing from your postcard right now. I'll share when it's done along with the card. You rock!!

ZVA Postcard

The Zestimate estimated my client's home was worth \$1,132,500.

Our Sold Price \$1,206,952.

That's a \$74,452 difference.



Flip over for the details

Zen Learning #4

Send 500-1000 Letters Per Month To Your Farm



ListingLeads.com

7-Day Free Trial \rightarrow



Stay connected with me



@jimmymackin

