

NECESSARY FOUNDATION COLLATERAL FOR MARKETING

FACEBOOK GROUP - Share Market Information

2026 Las Vegas Market Stats January 8, 2026

TODAY'S SHOW #978

1/8/2026

VALLEY ZIP CODES		Available
HiRises	614	
Condos	1313	
Single Family	6302	
Townhomes	1064	

Total Available Homes
9293

Days Of Inventory
121
Based On 82 May Daily Sales

Month To Date Sales Compared To Same Month Last Year.	CLARK COUNTY	All Sales	MEDIAN PRICE	Sales Daily
2026 JAN MTD	232	\$470,000	33	
2025 JAN MTD	278	\$450,000	40	
2024 JAN MTD	307	\$485,000	44	

Year To Date Sales Compared To Last Year	CLARK COUNTY	All Sales	Sales Daily
2025 YTD TOTAL	29,776	82	
2024 YTD TOTAL	32,026	88	

Previous Year Sales Totals	CLARK COUNTY	All Sales	Sales Daily	MEDIAN PRICE
2024 TOTAL	32,026	88	\$475,000	
2023 TOTAL	30,507	84	\$450,000	
2022 TOTAL	36,968	101	\$425,000	

SINGLE FAMILY HOMES (SFR)		\$470,000	
MORTGAGE AMOUNT WITH 10% DOWN	\$423,000	INTEREST RATE	PAYMENT
6.2%	\$2,966.00	5.8%	\$2,857.00
5.5%	\$2,777.00	5.3%	\$2,724.00

Million \$ Home Sales And Available Homes

The National Association of Realtors (NAR):

"Top economists have one word to sum up the housing market for 2026: opportunity. Lower mortgage rates and a rising supply of homes are expected to open up the housing market . . . something the real estate industry and potential home buyers and sellers have been waiting for, following three years of stagnation."

2,624
NUMBER OF DOWN PAYMENT
ASSISTANCE PROGRAMS
\$17,000
AVERAGE BENEFIT FOR
QUALIFIED BUYERS

SOURCE: DOWN PAYMENT ASSISTANCE PROGRAMS

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PRICE RANGE	# AVAILABLE
\$0 - \$199,999	398
\$200,000 - \$399,999	2,475
\$400,000 - \$599,999	2,991
\$600,000 - \$799,999	1,075
\$800,000 - \$999,999	438
\$1,000,000++	1,042
TOTAL ACTIVE HOMES	8,419

LAS VEGAS
NORTH LAS VEGAS
HENDERSON



Understanding the Calculations: How to Achieve Your \$90,000 Goal

1. Overview of the Goal

- **Goal:** Take home \$90,000 in income.
- **Required Income:** \$128,571 (factoring in taxes and deductions).
- **Commission per closing:** \$11,750.

2. Key Ratios and Metrics

- **Contacts to generate one connection:** 20 contacts.
- **Connections needed to achieve one closing:** 3 connections.
- **Total contacts required for one closing:** 60 contacts (20 contacts per connection * 3 connections).

3. Monthly and Daily Targets

- **Connections needed per month:** 3 connections (to achieve 1 closing).
- **Contacts needed per month:** 60 contacts (3 connections * 20 contacts).
- **Contacts needed per day:** 2 contacts (60 contacts / ~30 days).

4. Marketing Costs

- **Annual Marketing Costs:** \$19,000.
- **Adjusted Goal:** Include marketing costs in total income requirement.
 - Required income = \$128,571 + \$19,000 = \$147,571.

5. Step-by-Step Process to Achieve \$90,000 Take-Home

- Calculate the total number of closings required:
 - $\$147,571 \text{ goal} / \$11,750 \text{ per closing} = \sim 12.56 \text{ closings.}$
 - Round up to 13 closings.
- Determine total contacts needed:
 - 60 contacts per closing * 13 closings = 780 contacts.
- Break it down monthly:
 - 13 closings spread over 12 months = ~1.08 closings per month.
 - Adjust monthly targets:
 - 60 contacts for 1 closing * 1.08 = ~65 contacts per month.
 - ~2.2 contacts per day (~3 contacts daily for simplicity).

6. Action Plan

1. **Daily Commitment:** Aim to make voice or face-to-face connections with at least 3 individuals every day.
2. **Monthly Review:** Ensure you reach 65 contacts and generate at least 3-4 connections monthly.
3. **Refinement:** Monitor your closing rate and adjust contact targets if necessary.

By consistently following this plan, you can meet your adjusted goal and ensure you take home \$90,000 after accounting for taxes and marketing costs!

Goals

MY 10-DAY GOALS

TODAY'S DATE: _____ / _____ / _____

By _____, I will...

Spiritual:

Family:

Business:

Financial:

Personal:

Goals

MY 90-DAY GOALS

TODAY'S DATE: _____ / _____ / _____

By _____, I will...

Spiritual:

Family:

Business:

Financial:

Personal:

Goals

MY 1-YEAR GOALS

TODAY'S DATE: _____ / _____ / _____

By _____, I will...

Spiritual:

Family:

Business:

Financial:

Personal:

Goals

MY 5-YEAR GOALS

TODAY'S DATE: _____ / _____ / _____

It's _____ / _____ / _____. Optimally, what do I want my business and life to look like?

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1. Join 24 Referral Sites

Agentmachine.com
Fastexpert.com
Homegain.com
Expertagents.com
Upnest.com
Fizber.com
Estately.com
Movoto.com
Effectiveagents.com

Agentpronto.com
Sold.com
Homelight.com
Hungryagent.com
MLSonline.com
Homes.com
123homekeys.com
Fsbohotsheet.com
Mellohome.com

Realtystore.com
Referralexchange.com
Zillow.com
Realtor.com
Opcity.com
Homefinder.com
Rockethomes.com
Better.com



Core Stack (Tools I Rely On)

1. ChatGPT – Still my default for thinking things through, writing, voice dictation, and everyday problem-solving. Projects and custom GPTs make it far more useful and nuanced than a blank chat window. Plus its built-in App Store to connect tools like Mailchimp and Adobe.
2. Claude – When I'm working with data, creating files like docs or spreadsheets, or writing code (e.g., HTML for email campaigns like this), this is where I go to get it done intelligently.
3. Gemini – Nano Banana Pro for image and graphic design, plus Veo 3.1 for short video generation, are top-tier. It rivals ChatGPT for general use and is built into Google's ecosystem of apps.
4. Perplexity – My go-to for deep research. And its Tasks feature lets you run recurring research automatically—similar to Google Alerts, but smarter.
5. Canva – Still the fastest way to produce real design assets like slides or social graphics. Its AI editing capabilities are super solid.
6. CapCut – The video editor I use most often. It adds (useful) AI assistance without taking control away from you.
7. Captions – Especially strong for subtitles and AI-assisted edits. I use it alongside CapCut, not instead of it.
8. Comet – Perplexity's agentic browser. "Agentic" here means you can give it instructions and it will actually control the browser for you—clicking, navigating, and completing tasks on your behalf.
9. n8n – Not beginner-friendly, but extremely powerful. This is how you build real automation inside your business—connecting systems and bringing your marketing and operations to life without manual work.
10. Zapier Agents – Much easier than n8n. You give an agent clear instructions (a prompt), and it handles the steps across your apps without you building every step manually. Copilot (built in) can configure the agent for you.

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11. NotebookLM – Excellent for learning. You feed it your sources (links or pasted text), and it stays grounded in that material while creating summaries you can chat with, podcast-style audio ~~overviews~~, infographics, or reports.
 12. ElevenLabs – The best voice cloning I've used. The "Pro" clone is worth it if you're podcasting or recording voiceovers for videos.
 13. HeyGen – The closest thing I've seen to a usable video avatar of yourself, especially when paired with audio from ElevenLabs.

Worth Testing (Useful, Not Essential)

14. [Otterlyai](#) – Helps you monitor and improve how you appear inside AI-driven search and answer engines.

15. [ManyChat](#) – Still the best tool for Instagram DMs. The addition of AI lets conversations go deeper and feel more natural, instead of being limited to prewritten scripts.

16. [Descript](#) – A strong video editor with the best transcription-based editing I've seen. You can edit video by editing the text.

17. [Sora](#) – OpenAI's video-focused social platform. Early and imperfect, but interesting for experimenting with short-form video.

18. [Atlas](#) – OpenAI's contender in agentic browsing. Chromium-based, but not as capable as Comet in my experience.

19. [Gamma](#) – A fast way to create slide presentations, though I still default to Canva or Gemini for most production work.

20. [Lovable](#) – Part of the "vibe coding" category. You describe what you want, and it builds websites or simple apps without needing to code.

21. [LumaLabs](#) – Quality video generation, but what really stands out is Interactive Scenes, which let you turn a video you record (like walking around a home) into an explorable 3D model you can embed or export.

22. [Higgsfield](#) – A creator-friendly video platform with guided options and presets for trending social videos, instead of starting from a blank prompt.

23. [RunwayML](#) – Known for realistic video generation and the ability to keep the same character consistent across multiple scenes.

24. [PLAUD](#) – A small physical recorder you bring to meetings. It records conversations and uses AI afterward to summarize, analyze, and help you remember what was said and promised.

25. [Artlist.io](#) – Longtime source for music and b-roll, now also lets you generate video using top AI models like Veo, Sora, and Kling.

26. [Wisprflow](#) – A dictation app that lets you speak out loud and have your words appear directly inside any app on your computer.