

The rules of the game are changing. The explosion of listings available on the Internet, the widespread consolidation of brokerages, and the encroachment of lenders and insurance companies into the front end of the real estate transaction are only a few of the manifestations of a new era in real estate. To stay ahead of your many competitors, you need a new strategy. You must know how to think content, mine your bits, sell the experience instead of the product, feed the OODA loop, and much more. The Eight New Rules of Real Estate can bring you to the forefront of your profession and keep you there well into the 21st century!

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