



# NAV

REAL ESTATE





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## REAL ESTATE

**Who is NAV,  
and why are we the brokerage  
that is disrupting the real  
estate industry?**

A modern living room with a grey sofa, a coffee table, and a rug. The room is dimly lit, with a large window in the background. The text is overlaid on a dark grey background on the right side of the image.

# AN AGENT FOCUSED APPROACH TO REAL ESTATE

**We are turning the traditional Brokerage model on its head.**

How are we different?

- CULTURE! At NAV Real Estate you are more than just a number. We are a family and we care about every one who works with us - both professionally and personally.
- We believe in giving every agent the same amount of opportunity as every other agent on the team. Regardless of tenure and style of business.
- We profit share! 100% of our profits get paid out at the end of every quarter and at the end of the year. We do not profit off our agents!
- We provide the highest quality leads out there. We are the number 1 team partnered with Zillow in Colorado. Zillow leads are hot leads ready to purchase a new home!
- We provide 1 on 1 mentorship and coaching. No matter where you are in your career we have a structured program to help you hit your goals and set new ones! We will help you evolve in an every changing industry.
- We have a outstanding Marketing department. We focus on marketing our team and brokerage to the world to drive brand awareness and agent awareness. We also provide some of the best marketing materials for our listings in the industry!
- NAV Lending! We have an in house mortgage company that partners with our agents and shares profits with our profit share.

# WHAT WE PROVIDE:

## No extra fees and everything you need!

- Boomtown CRM - arguably the best back end management system in Real Estate. This software is how you manage your business, clients, and follow up.
- Office Space - we have one of the coolest offices in Denver, overlooking Downtown and the front range.
- Access to our Zillow ecosystem. We partner with Zillow to get leads every month.
- An in house ISA. This service handles lead follow up for you, saving you time to do the things in real estate that get you to closing!
- Monthly team events and happy hours.
- Coaching and mentorship!
- NAV Lending Services - our in house mortgage company.
- Top Producer Trip
- Long Term Profit Share Benefits





# PROFIT SHARE

**“The best place to work if you want to be a top producing agent”**

- How does profit share work?
  - We operate with an 80/20 split on our agents deals. The 20% goes towards paying our bills each month - CRM, office space, etc. The rest is profits that goes towards our profit share.
  - 80% of our profits get paid out at the end of every quarter and 100% by the end of the year for a 5th quarter bonus. NAV Real Estate does not profit off its agents!
  - At the end of the year, NAV Real Estate profits \$0.
  - NAV Real Estate is a co-owner of NAV Lending. Through our profit share model, agents receive NAV Lending profits based on our point system.
    - Last year we paid out over 1 million dollars to our agents in quarterly bonuses!

# ZILLOW LEADS

**We have partnered with Zillow to provide the best leads in the industry.**

- We get around 250+ buyer leads a month from Zillow.
- When getting connected to a Zillow lead the person on the other line is directly inquiring about seeing a home in person. Roughly 85% of these calls end with an in person appointment set.
- We are in the top 3 of only 20 Zillow Partners in Denver. And our springs team is the #1 partner in Colorado Springs.
- We have partnered with Zillow for 7 years. Which has enabled us to master the art of converting Zillow leads.
- Roughly 15-20% of our Zillow leads convert to closings.
- Plugging into our Zillow EcoSystem is way to immediately grow your network to farm for future referrals.





# COACHING AND MENTORSHIP

**1 on 1 Coaching to help you achieve your Real Estate goals.**

- At our real estate brokerage, we are committed to supporting our agents' professional growth and success. Our training program includes in-house coaching for agents at all levels, whether you're just starting out or looking to take your business to the next level.
- We take a goal-focused approach to your business, recognizing that your own drive and determination ultimately determine your success. Our coaching and support are designed to help you identify and achieve your goals, whatever they may be.
- Our brokerage offers a structured training program that helps agents identify their strengths and weaknesses, collaborate, and improve their real estate practice. We believe every agent can succeed with proper coaching, work ethic, and resources. Through our training program, agents can maximize their potential and achieve their goals while providing top-notch service to clients. Whether starting out or advancing in the field, our program offers support at every step.

# MARKETING

## **We have an in house marketing department.**

- We offer Digital and Physical marketing for every aspect of Real Estate.
- Video content marketing our agents, listings, and Denver neighborhoods.
- Social Ad campaigns to help market your listings.
- Graphic design, custom business cards, listing flyers, and much more are all a click away with our in-house marketing department.
- If you have a marketing need we have it.



# NAV Lending

**We have an in house mortgage company.**

- We have an in house mortgage company! NAV Lending Services.
- We prioritize our clients' needs and work to provide a streamlined, high-speed, client-first mortgage experience. We understand that building lasting relationships is crucial, so we focus on maintaining open communication between our agents and loan officers every step of the way. (or just across the office!)
- Our brokerage, NAV Real Estate is 50% owner in NAV Lending. That means that 50% of the profits from each loan closed goes in to our profit share.
- With NAV Lending, you'll not only get top-notch mortgage services but also enjoy the added benefit of contributing to your own success.





# Reach out to us!

We would love to sit down and see if we  
are good fit!

