

MILLION DOLLAR AGENT: BROKERING THE DREAM BY JOSH FLAGG



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About the Author

Josh Flagg began working in high-end residential real estate immediately after graduating from Beverly Hills High in 2004. Within the first four years of his career, Flagg participated in several record sales, including the highest sale in the history of Brentwood Park and the highest sales on the exclusive Roxbury, Foothill and Monovale Drives, making him one of Los Angeles' hottest agents. Flagg has participated in sales up to \$25,000,000. He currently works for Keller Williams Westside. After finishing his first book about his famous grandmother, Edith Flagg (the woman who brought polyester to the United States), Flagg decided to pen his own memoirs and write an inspirational how-to book for making it in the dog-eat-dog world of real estate.

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"The best thing I have seen Josh do, was wrap an entire house in a big red bow before delivering the keys to the new owners. He is very creative, and that is why he is so successful."

In Josh's mind, there are no limitations. Josh is also one of the stars of BRAVO TV's, Million Dollar Listing, returning for its fourth season February 2011. In his new book, Million Dollar Agent: Brokering the Dream, Josh writes about having travelled to more than fifty countries, his years growing up in one of the most famous cities in the world (Beverly Hills) and how to develop a successful career in high-end real estate.

"My funniest experience so far was when I fell into the pool of a client's house in the middle of a showing, clothes, jewelry and all! Well I couldn't let that slow me down, so I put on the owner's robe, threw on some slippers and continued the showing. The buyers sent me a pair of swim-trunks when we closed escrow." --
Josh Flagg

- Sales Rank: #295172 in eBooks
- Published on: 2011-02-23
- Released on: 2011-02-23
- Format: Kindle eBook

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Most helpful customer reviews

24 of 26 people found the following review helpful.

Interesting, quirky read, good advice, needs a tad more editing!!

By ReviewsonAmazon

I enjoy the show Million Dollar Listing, both for a peek into some homes I can only dream of owning, and the story behind the three Realtors! So decided to buy this (I admit it was the show that convinced me to

purchase the book as it left you wondering who the character Colton was, and in my Type-A cannot wait mode, I could not wait a week and bought the book instead!)

Josh Flagg the author, is exactly the same as Josh Flagg the celebrity Realtor - and by this I mean his character is a little quirky, a little absent minded and rather creative, especially when it comes to selling homes; this book is also quirky and sometimes lacks a little direction, but can be creative and is a fun easy read!

Now the minus here was the lack of complete editing. Several times I found the sentences would repeat themselves - we learn his Grandmother hated paying for valet parking, then we learn this again just two sentences later. There is also a chapter about his drinking whilst at high school, and two pages later I find myself reading the same chapter! At first I thought I had pressed a button on my Kindle by mistake, but nope, there it was, a whole paragraph repeated! But to be fair, I am pretty sure he did not self publish so this was an error on the publishing house! The book is also a little jumpy: one minute he is 4 then a teen, then it jumps back again, but that again is very true to the character that Josh is!!

If you are looking for a complete guide to real estate, then this might not be for you - its a rich kid recap of his life, in a funny and entertaining way; and then proceeds to cover Real Estate! As a fan of the show and knowing what to expect when I purchased it, I enjoyed this read - its a quick, easy and entertaining recap of the life of Josh Flagg as well as his entry into the world of selling million plus dollar homes. It also paints a picture of someone who knows his properties, the history behind them, and has a real passion for his profession!! It shows a much more realistic version of his career than the TV series would suggest - it would assume that these men are selling multiple properties on a monthly or even weekly basis, when in fact, we learn Josh sells around 10 a year!

There are some great pointers about real estate, interesting stories about the properties and the creative ways in which some of them were sold. It is honest about the market slump and the battle between homeowner and realtor when it comes to setting a price; all engaging and I found it a fun read!

I would have given another star if it were better edited / written, but in general any fan of the series, will enjoy this read!

29 of 33 people found the following review helpful.

Excellent and Right On the Money

By shy di

I am an attorney not related to real estate, but I have bought and sold a couple of my personal homes in the past couple years and I can tell you Josh's advice is right on the money. The part about pricing a home realistically or even a tiny bit low is golden advice. People thought I was crazy to price my home below market, but within 7 days I had 2 people fighting over it and I ended up receiving a higher price than if I had listed it at an inflated price right off the bat (even in this lousy market). The idea of listing low was actually scoffed at by my Realtor. She said "everybody will low-ball you no matter the price so why not jack it up". Proof was in the result. She was happy to pick up her large commission check within 40 days! I think this book is very well written, honest and a real breath of fresh air. Josh tells it like it is, and unlike most people, I think Josh is someone who learns from every mistake. Don't worry about having never gone to college Josh...you are perfect the way you are!

27 of 31 people found the following review helpful.

Depends on why you are buying this book

By Sparkle girl

I give this book a 3.5 I wish amazon would issue half stars.

As a biography, its 3 stars. As a real estate informational how to, I give it 4 stars.

I watch Million Dollar Listing and love it. I have taken several real estate courses and loved to keep up with what things are selling for in my area. When I moved to my new city, the realtor was surprised I knew as much about what I was looking for as she did. It's easy now to get information.

While watching the show and those beautiful homes, I got interested in Josh as well as Chad, and purchased the book Josh wrote about his grandmother. I recommend it, he gets a great deal of his smarts and savvy from her.

Most of the people who will buy this book do so because of that show. On it, Josh promotes his faith and does so heavily in the book. That part is interesting to me.

I bought this book primarily to see how he started in real estate, how he made his deals. That's the best part of the book. Unfortunatley, that part doesn't start until page 200 or so. I suppose when you are only in your mid 20s you have to stretch your book out but there was a LOT of info on his early childhood, kindergarden, high school. Some of it was interesting, a view on a world of an affluent family in California. Josh says several times he is spoiled. It depends on your point of view. Like in Clueless, it's his normal world. The other reviews haven't mentioned the personal part, but it's a good deal of the book.

As I have said to my husband while watching the show, Josh must have something going on despite his family connections, otherwise he wouldn't continue to be successful.

Part of it I think he is very comfortable in that top echelon world. While some things were made easily by family connections, as he reveals there have been some disappointments too. He keeps up with what's going on, and he got what I call "the extractor factor" in that he learned from top mentors and integrated into his own mode of operation.

It was an easy read, I zipped through it and you will too. The mark of a book is "would I buy it again?" Yes, I would.

See all 78 customer reviews...

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