

LUXURY RESIDENTIAL SALES | ADVANCED MARKETING SYSTEMS

DON LESKE

REAL ESTATE PROFESSIONAL


CORE COMPETENCIES

- Careful listening
- Client needs assessment
- Buyer profile identification
- Market trends survey
- Competitive market analysis (CMA)
- Pre-listing recommendations
- Effective Sales Strategies
- Photo/video creation
- Digital listing presentation
- Global marketing strategies
- Contingent sales
- Strong contract negotiation
- Escrow coordination
- Relocation Services
- 1031 tax deferred exchanges

CONTACT

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Award-winning dynamic real estate professional with over 30+ years of professional sales experience with a proven track record of listing/selling/managing/closing nearly 1800 home sales and \$1,000,000,000.00 (One Billion dollars) worth of real estate. Nationwide record-breaking top sales performance in the highly competitive real estate sales industry. Ranked in the top 1/10th of 1% in the United States for several years in a row.

Utilizes advanced A.I. (Artificial Intelligence advanced algorithms) and other unparalleled technologies and lead generation techniques to find buyers to sell listed homes including online listing optimization, syndication, competitive position placement and expansive listing deployment, Virtual Reality state-of-the-art visualization technology, Brilliant 4K Aerial photo/video imagery, HD/3D/360° digital architectural home layouts and Stunning Advanced HDR and Twilight immersive photography.

Extensive nationwide listing syndication, top broker networking plus enhanced MLS listing with the NWMLS (largest MLS firm in the Pacific Northwest) plus an international and global listing syndication outreach. Utilizes exclusive industry intelligence to analyze the market competition, identify advantages and prescribe effective powerful solutions.

Exceptional listing and marketing skills with neighborhood community homes, rural, urban, waterfront and other ultra high-end luxury homes to create exciting, eye-catching results, with technological advantages that boost listing exposure, promote showings and leads to competitive offers.

Professionally trained with high-level negotiating skills and over 30 years of contract negotiating experience to get premium pricing and terms for home sellers.

CAREER HIGHLIGHTS

- Ranked in the Top 1% of all Agents in the Nation: 2003-2007
- Ranked #26, out of over 2M Realtors Nationwide by The Wall Street Journal: 2007
- Ranked #44 out of over 2M Realtors Nationwide by The Wall Street Journal: 2008
- Ranked Annual Production Volume Over 60M+ volume TPCAR Realtors Association 2005-2008
- Ranked in the Top 1% (#1 in John L. Scott 2007): 2003-2008
- Ranked (#2) in John L. Scott: 2006, (#7): 2005, (#11): 2004, (#15): 2003
- John L. Scott Presidents "Elite" Award: 2002

30+ YEARS OF SALES EXPERIENCE

Realty10x Professionals (currently under development)

Leske Realty LLC, Bonney Lake WA	2010 – PRESENT
John L. Scott Real Estate, Puyallup, WA	2002 – 2010
Windermere Real Estate, Puyallup, WA	2001 – 2002
Evergreen State Homes/BNK, Puyallup, WA	1997 – 2001
Automotive Sales, Tacoma, WA	1987 – 1997

TECHNICAL SKILLS

- Google PPC/SEO/SMO
- Website creation
- Intelligence Analytics
- Social Media Marketing
- International Marketing
- Photographic shot framing
- Post-Production Editing
- Storyboard/Scripting
- Creative ad writing
- Sales prospecting
- Reverse prospecting
- Creative marketing

HUMANITARIAN

As someone that grew-up underprivileged, I enjoy giving financial support to local charities specifically for disadvantaged youths.

PERSONAL ACTIVITIES

I love hanging out with my family. With my wife of 20+ years and 2 growing boys and 2 dogs. The outdoors is especially enjoyable, and I enjoy hiking, golfing, snowmobiling, boating, dirt biking, riding in the dunes, reading and playing guitar.

REFERENCES

Available Upon Request

INDUSTRY EXPERIENCE

- Appraising properties in excess of \$10M
- Contesting and reevaluating low appraisals
- Selling multi-million dollar properties
- Selling saltwater, lake and river waterfront estates
- Selling equestrian and large rural property
- Selling luxury condominiums
- 1031 Tax Deferred Exchanges (TDE)
- Complex contingency sales
- Court ordered sales and probate
- Divorce sales
- IRS tax lien negotiation and lien removal
- Selling for and to out of Country foreigners
- Negotiated owner contracts, Leases and Joint Venture agreements
- Negotiated short sales with banks and lenders
- Bank and Governmental property sales
- Loan originated over 225 SFR mortgage bank loans
- Washington State Court Appointed Expert Special Witness
- Listing broker for the Federal FDIC branch of real estate sales
- Listing broker for several FDIC insured banks and Trustees

CONSULTING EXPERIENCE

- Various new home and land development projects
- 100's of SFR residential plat acquisitions and lot sales
- Complete home rehabilitations with architects and engineers
- Boundary line adjustments and adverse possession
- Landscaping design and road development
- Both custom home and production floorplan architecture
- Land-use, variances, set-back permit applications
- Pre-application meetings with County planners
- Land Owners/developers and wetland biologists for optimum land use
- Civil engineers to optimize maximum density
- Utility feasibility and installation
- Clearing permit red tags and reverse engineering
- House detachment and moving/relocation
- As a leading development contributor to 3 real estate technologies

CERTIFICATIONS/ TRAINING/ASSOCIATIONS

WA/DOL Licensed Real Estate Sales Agent
WA/DOL Licensed Real Estate Firm/Owner
WA/DOL Licensed Real Estate Designated/Managing Broker

Graduate of the Institute for Luxury Home Marketing and Sales
Professional Certified Luxury Home Marketing Specialist
CCIM Real Estate Economics and Investment Analysis
Professionally Coached by: (Mike Ferry, Anthony Robins, Brian Buffini, Tom Hopkins, Meyers Barnes, Chris Soung)

Northwest Multiple Listing Service (NWMLS)
Asian Real Estate Association of America (AREAA)
Various Brokers Referral Networks and other trade affiliations