

A two-story house with light-colored siding and a brown roof. A white 'For Sale' sign is in the foreground. The sky is blue with white clouds. A large number '7' is overlaid on the top part of the image.

7

COSTLY MISTAKES ABSENTEE OWNERS MUST AVOID WHEN SELLING THEIR PROPERTIES

FERNANDO HERBOSO



A Comprehensive Guide to Maximizing Profits

Selling a property as an absentee owner can be a challenging endeavor, filled with potential pitfalls that can cost you time, money, and peace of mind.

Whether you are a distant landlord or an investor looking to divest from rental properties, understanding the common mistakes to avoid is crucial for a successful and profitable sale.

In this comprehensive eBook, we delve into the top seven mistakes absentee owners face when selling their properties and provide valuable insights and strategies to help you navigate the selling process with confidence.

By avoiding these costly missteps, you can maximize your profits and achieve your selling goals.

#1 Neglecting Property Preparation:

Lack of market research can lead to unrealistic pricing expectations or missed opportunities. Absentee owners should thoroughly analyze the local real estate market, including recent sales, comparable properties, and market trends, to determine a competitive and accurate listing price.

#2 Inadequate Market Research:

Poor Marketing Strategies: Ineffective marketing can result in limited exposure and fewer potential buyers. Absentee owners should work with experienced real estate agents who utilize various marketing channels, professional photography, virtual tours, and targeted advertising to maximize the property's visibility and attract qualified buyers.

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#4 Insufficient Communication with Tenants:

Lack of communication with tenants during the selling process can lead to complications and strained relationships. It is essential to inform tenants about the sale, provide clear expectations, and maintain open lines of communication to minimize disruptions and ensure cooperation.



#5 Ignoring Legal and Financial Considerations:


Neglecting legal and financial aspects can result in legal disputes or financial setbacks. Absentee owners should consult with real estate attorneys and tax professionals to address issues such as lease terminations, compliance with local regulations, tax implications, and potential capital gains taxes.

#6 Overlooking Property Management

Responsibilities: Continuing property management duties until the sale is finalized is crucial. Neglecting routine maintenance, tenant relations, or rent collection during the selling process can affect the property's condition and financial performance, ultimately impacting its market value.

#7 Failing to Seek Professional Guidance:

Attempting to sell a property without professional guidance can lead to costly mistakes. Absentee owners should work with experienced real estate agents who specialize in working with absentee owners, as they possess the knowledge, expertise, and resources to navigate the selling process effectively.



Selling your property as an absentee owner can be a lucrative endeavor if approached with care and expertise.

By avoiding the seven costly mistakes outlined in this eBook and leveraging the strategies and insights provided, you can maximize your profits, minimize stress, and achieve a successful sale.

Remember, seeking professional guidance and investing time in thorough preparation will set you on the path to a smooth and rewarding selling experience.

Why Hire an Expert?



My commitment to elevating my negotiation skills sets me apart. Every successful sale has negotiation at its core, and I strive to enhance my skills each day. This benefits not only my clients but also my team of agents and, most importantly, my life as a devoted family man. I believe that continual improvement truly makes a difference.

As a results-driven professional, I understand that achievement is directly linked to the effort invested. Every single day, I apply myself wholeheartedly to deliver exceptional results for my clients. When you choose my services, you are not only hiring me as your real estate agent but also embracing my philosophy in business.

Transparency is a cornerstone of my approach. I believe in open and honest communication to establish trust and build strong relationships. I am committed to providing the highest level of service, professionalism, and integrity throughout the selling process.

If you are ready to sell your home as an absentee owner and want a dedicated and knowledgeable real estate professional by your side, I am here to assist you. Let's collaborate to achieve your goals and ensure a successful sale.

*In the wise words of Albert Einstein, **"Intelligence is the ability to change."** Contrary to the belief that hiring an expert costs more, I challenge that notion. With my expertise, strategic approach, and commitment to results, I optimize the selling process for absentee homeowners, reducing costs and maximizing profits. Together, we navigate complexities efficiently for a successful sale that exceeds expectations. As Fernando Herboso, I am your dedicated partner in achieving real estate goals.*

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