SELECTING THE RIGHT REAL ESTATE PROFESSIONAL TO BUY OR SELL YOUR INVESTMENT PROPERTY

AN EDUCATIONAL RESOURCE

"Just A Quick Letter To Introduce Myself, And Explain Why I've Put Together This FREE Report To Help Families Just Like Yours Get All The Information You Need For Your Real Estate Investment... *For FREE.*"

Dear Move Up Buyer,

Selling or buying investment property can be really confusing. Why? Because you're bombarded with misleading information, confusing claims, and bad advice from family and friends that aren't accountable or responsible to you for the advice they give.

How do you ever find solid, practical information that will help you decide what steps to take when selling or buying investment property? **You start by reading this free report.**

I'm providing this report to help you avoid some of the biggest pitfalls I see investors make every day. In this fact filled report, you'll discover the amazing secrets that I've used to help my clients make the right choices when it comes to their real estate portfolio.

What I'm going to share isn't theory. My clients and I have tested it. In this simple, yet profoundly powerful report, is a compilation of ideas I've discovered over the years.

Now, with this information, you can discover how to find the right real estate professional to help you with your real estate portfolio.

And if you have any questions about the information in this report, send me an email at degroterealestate@gmail.com or give me a call at (714) 840-8752. I've dedicated my business to helping people just like you.

I'm happy to help in every way.

Warmly,

De Grote Group
Realty ONE Group
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The Secret to Financial Security Through Real Estate

We all have either heard, or if we are fortunate enough experienced, how owning investment real estate is one of the most proven paths to wealth and financial security.

The biggest reason for this being one word: Leverage.

That's right, if you own a million dollar property, and your mortgage is either covered, almost paid for, or exceeded by your rents, and the property appreciates just 5% a year, the return on investment can be amazing.

5% appreciation means more than a 50% return on your money each year.

Considering the anemic return on money in the banks and treasuries, this makes real estate a truly transformational financial decision.

That being said, there is a major difference between buying and selling investment properties the right way and the wrong way.

This information is intended to provide you with an overview of how to select the right real estate agent, as part of your investment team.

It is important to realize that the words real estate encompass everything from igloos at the North Pole to skyscrapers in Manhattan and everything in between.

Thus it is not realistic, and potentially damaging, to just assume that all real estate professionals are equally qualified in representing the interests of those who invest in real estate, over and above their personal residence.

Here are some of the questions and qualities that you should look for when selecting investment real estate accomplished agents:

1. What is their specific background in helping investors buy and sell investment properties?
2. Do they have a database of prospective sellers, types of properties, and recommended locations?
3. Do they prospect for investment properties for their clients?
4. Do they specialize only in single and two family investment properties, or multi unit buildings?
5. Do they possess a "concierge team" of relevant vendors, legal, financial, and maintenance related professionals?
6. Do they offer (at a reasonable rate) property management services or work in conjunction with property management companies?

7. Do they possess deep analytic market place data and trending and trajectory information?
8. Have they developed networking relationships with other investment active real estate agents?
9. Do they provide staging services for free or at a nominal fee?
10. Have they developed relationships with REO departments (Bank owned properties after foreclosure) and/or short sales managers?

A major reason why many potential investors are discouraged from seizing upon the immense financial potential rewards of investing in real estate is the concern over property management, even at the single family and two family home level.

Here is what you might look for when selecting the right real estate agent to work with as you look to either buy or sell an investment property:

1. Will they provide you with quarterly reviews covering:
   A. change in quarterly pricing of local property values
   B. the demand for rentals in the last quarter
   C. the demand for investment properties in the last quarter
   D. days on the market (DOM) for both single family homes and investment properties by quarter
   E. absorption rate changes that quarter
   F. any change in interest rates that quarter
2. Does the realtor have as part of their team or company or themselves staging professionals?
3. Do they possess a concierge service of local vendors and trades people?
4. Will they commit to periodic drive-bys and how often?
5. Will they commit to sending photos of your property (if you are out of area)?
6. Do they have a specific marketing plan for marketing investment properties?
7. Do they have experience in marketing multi-unit buildings?
8. Do they have experience in marketing seasons and even one night rentals in resort areas?
9. Will they arrange for winterizing (where applicable) or spring cleaning?
10. Are they familiar with 1031 exchanges?

Indeed, investing in properties can favorably change one's financial fortunes, and it does not mean buying skyscrapers.

Where to begin?

Take your pick.

Here's How A Real Estate Professional Can Help In This Process...

1. **Invest while you're downsizing:** Just because your present home may be more than enough for you, doesn't change the fact that many in your market are looking to move up. Therefore, if you do not need your equity for your next home, it might make great sense to rent your current home, while you downsize locally. In some cases you will never make another payment on your current home and watch as the new tenants do so for years to come...at which time "potentially" your current renter home might become the greatest pension plan imagined.

   You first need to ask your Real Estate Agent for an in-depth analysis for how home values are pricing and trending among your price range and category of home.

2. **Flipping**: We have probably all seen TV shows or read about the numerous self made multi-millionaires due to the practicing of being a contract owner of a property, renovating, and then selling, often times for a most significant profit.

   Well certain (but not all) Real Estate Agents, not only frequently know which properties are the best deals, they know what current buyers value the most, which will shape how you renovate, and they also know the most talented and trusted tradespeople.

   The deals are awaiting you... just ask your Real Estate Agent to develop a plan for and with you.

3. **Season rentals** (although for tax reasons there are requirements for how long you reside in the property) many properties pay the entire years mortgage just because of the seasonal rents, and all the appreciation is frosting on the cake.

4. **Single family home:** This all comes down to the tenant and your Real Estate Agent. If they work with investment properties, they can walk you through all aspects of tenant selection, rent collection, and the modest amount of property management involved.

5. **1031 Exchanges:** The IRS allows you to exchange "like " properties and defer capital gains. This also applies to second homes with certain restrictions. Ask your Agent for in depth info regarding this.

6. **Two family homes:** The key here is the quality of the property against what you pay for it. You can live in one part of the property and rent the other or rent both. Ask your Agent

to create a financial plan on the benefits and tax implications of either choice.

7. **Single and Two family home versus multiple unit buildings:** Some investors, who are very serious about making major returns on their investment and who think bigger, gravitate to multi-family buildings for the following reasons.

   All maintenance issues and needs are consolidated to one property; one roof versus six, eight or fifty single family roofs, lawns, etc. (although you should have your single family tenant responsible for lawns, utilities etc.).

   If you have one tenant in arrears, it might be 10% of your cash flow versus one single family home tenant.

   Also, if you buy a large enough building and the numbers work right, you can simply transfer all property management and headaches over to a property management company.

As you know, there are hundreds of voluminous books and courses offering real estate investment strategies; this of course is not the purpose of this brief and introductory information.

Rather, it is to motivate you to consider investing or investing more in real estate, and to introduce you to a real estate professional who would consider it a privilege to skillfully represent your interests.

Why Homes Sell:

The only satisfactory and professional explanation for why homes either sell (or don't) can be traced back to the iconic Four P's of Marketing – a universally accepted principle in the greater world of selling and marketing.

The Four P's of Marketing dictate that, "The interrelationship of Price, Product, Placement, and Promotion together determines the outcome of anything being sold."

When a real estate professional is focused on selling "more homes" versus selling "homes for more," then Price will always be their major reason.

When a Real Estate professional is dedicated to "maximizing homeowner value," then not only do these Four classic P's all play a role... but also the new Four P's of:

- Portability (mobile marketing)
- Personnel (matching the right buyers for the property)
- Proximity (conveying the contextual & localized lifestyle value and targeting both buyers from throughout the world... as well as "hyper-local" buyers already "sold" on the community) and
- Presence (ensuring that the marketed lifestyle resonates on both the web and through local promotion).

While it is far easier to conclude that "the reason a property does not sell is because of price," this attitude dismisses the profound significance of developing a customized and overall marketing strategy.

NOTE:
The statistics above are from the National Association of Realtors and reflect the national picture.

Upgrades That Boost Your Property Value:

1) Curb appeal is critical. You don't have to spend a fortune to give your home a facelift!

2) Kitchens and bathrooms can be a turn on or turn off. A complete remodel usually is not necessary and may not be a wise use of funds. Anything you can do to update on a budget in these rooms can make a significant difference. Replacing an old appliance, changing an old toilet or upgrading the counter tops can be affordable and do make a big difference.

3) De-clutter and then de-clutter some more. Make your home decor as lean and clean as a model home. In fact, taking a walk through a few model homes could give you some simple staging ideas that you can implement easily in your own home.

4) Remove wallpaper and brighten up especially dark rooms with lighter colored paint. A neutral palette is best to allow the buyers' imaginations to run free.

5) Fix obvious defects: broken tile, torn screen, cracked driveway, etc. Buyers may feel these minor flaws are hiding bigger issues, or they may ask for significant discounts for repairs that won't actually cost you much to do.

6) Clean or replace carpet and remember to keep the color neutral. If your carpet is bad and there are hardwood floors underneath, you may be able to get away with stripping the carpet and cleaning up the floors. Even if they aren't perfect the buyer may prefer it to dirty carpet.

7) Ask your realtor to begin at the front curb and complete a curb to curb check up with you. They will be able to best advise you for your market conditions and price point what improvements are a must do and what improvements would be an over do.

Outdoors

- Keep lawn mowed, trim hedges
- Store hoses neatly; be sure sprinklers don't water walkways
- Repair gates, fences and sidewalks
- Remove or replace dead/dying plants
- Add color with blooming flowers
- Clear yard of all debris
- Sweep front walkway
- Paint, fix, or wash railings, storm drains, screens and doors

Garage

- Keep the floors clean and swept
- Store or neatly arrange all items
- Show maximum storage space

Bathrooms

- Polish the floor, mirror and fixtures
- Repair grout and caulking
- Repair running toilet or faulty plumping

Closets

- Replace burned out light bulbs
- Hang clothes neatly; store shoes in boxes
- Not too overcrowded, this suggest inadequate storage space

Kitchen

- Clean appliances, cabinets and floors
- Organize cabinets
- Sink should be spotless
- Clear and clean countertops
- Repair faucets and appliances

Overall

- Wash windows
- Quick once-over with vacuum
- Flowers in main rooms
- Play soft music and add air fresheners
- Keep pets out of the way
- Oil hinges, tighten knobs and faucets

Vendor Assistance Request Form

Please refer me to a vendor who can help me with….

- ☐ Plumbing issues
- ☐ Painting (interior)
- ☐ Painting (exterior)
- ☐ Carpeting or flooring
- ☐ Electrical issues
- ☐ Yard work/landscaping
- ☐ Hauling away of trash or other used items that are no longer wanted
- ☐ Termite work
- ☐ General repairs
- ☐ Installing smoke detectors/carbon monoxide detectors
- ☐ Staging
- ☐ Moving

Section 1031 Tax-Deferred Exchanges

Whenever you sell business or investment property and you have a gain, you generally have to pay tax on the gain at the time of sale. IRC Section 1031 provides an exception and allows you to postpone paying tax on the gain if you reinvest the proceeds in similar property as part of a qualifying like-kind exchange. Gain deferred in a like-kind exchange under IRC Section 1031 is tax-deferred, but it is not tax-free.

The exchange can include like-kind property exclusively or it can include like-kind property along with cash, liabilities and property that are not like-kind. If you receive cash, relief from debt, or property that is not like-kind, however, you may trigger some taxable gain in the year of the exchange. There can be both deferred and recognized gain in the same transaction when a taxpayer exchanges for like-kind property of lesser value.

This fact sheet, the 21st in the Tax Gap series, provides additional guidance to taxpayers regarding the rules and regulations governing deferred like-kind exchanges.

Who qualifies for the Section 1031 exchange?

Owners of investment and business property may qualify for a Section 1031 deferral. Individuals, C corporations, S corporations, partnerships (general or limited), limited liability companies, trusts and any other taxpaying entity may set up an exchange of business or investment properties for business or investment properties under Section 1031.

What are the different structures of a Section 1031 Exchange?

To accomplish a Section 1031 exchange, there must be an exchange of properties. The simplest type of Section 1031 exchange is a simultaneous swap of one property for another.

Deferred exchanges are more complex but allow flexibility. They allow you to dispose of property and subsequently acquire one or more other like-kind replacement properties.

To qualify as a Section 1031 exchange, a deferred exchange must be distinguished from the case of a taxpayer simply selling one property and using the proceeds to purchase another property (which is a taxable transaction). Rather, in a deferred exchange, the disposition of the relinquished property and acquisition of the replacement property must be mutually dependent parts of an integrated transaction constituting an exchange of property. Taxpayers engaging in deferred exchanges generally use exchange facilitators under exchange agreements pursuant to rules provided in the Income Tax Regulations.

A reverse exchange is somewhat more complex than a deferred exchange. It involves the acquisition of replacement property through an exchange accommodation titleholder, with whom it is parked for no more than 180 days. During this parking period the taxpayer disposes of its relinquished property to close the exchange.

What property qualifies for a Like-Kind Exchange?

Both the relinquished property you sell and the replacement property you buy must meet certain requirements.

Both properties must be held for use in a trade or business or for investment. Property used primarily for personal use, like a primary residence or a second home or vacation home, does not qualify for like-kind exchange treatment.

Both properties must be similar enough to qualify as "like-kind." Like-kind property is property of the same nature, character or class. Quality or grade does not matter. Most real estate will be like-kind to other real estate. For example, real property that is improved with a residential rental house is like-kind to vacant land. One exception for real estate is that property within the United States is not like-kind to property outside of the United States. Also, improvements that are conveyed without land are not of like kind to land.

Real property and personal property can both qualify as exchange properties under Section 1031; but real property can never be like-kind to personal property. In personal property exchanges, the rules pertaining to what qualifies as like-kind are more restrictive than the rules pertaining to real property. As an example, cars are not like-kind to trucks.

Finally, certain types of property are specifically excluded from Section 1031 treatment. Section 1031 does not apply to exchanges of:

- Inventory or stock in trade
- Stocks, bonds, or notes
- Other securities or debt
- Partnership interests
- Certificates of trust

What are the time limits to complete a Section 1031 Deferred Like-Kind Exchange?

While a like-kind exchange does not have to be a simultaneous swap of properties, you must meet two time limits or the entire gain will be taxable. These limits cannot be extended for any circumstance or hardship except in the case of presidentially declared disasters.

The first limit is that you have 45 days from the date you sell the relinquished property to identify potential replacement properties. The identification must be in writing, signed by you and delivered to a person involved in the exchange like the seller of the replacement property or the qualified intermediary. However, notice to your attorney, real estate agent, accountant or similar persons acting as your agent is not sufficient.

Replacement properties must be clearly described in the written identification. In the case of real estate, this means a legal description, street address or distinguishable name. Follow the IRS guidelines for the maximum number and value of properties that can be identified.

The second limit is that the replacement property must be received and the exchange completed no later than 180 days after the sale of the exchanged property or the due date (with extensions) of the income tax return for the tax year in which the relinquished property was sold, whichever is earlier. The replacement property received must be substantially the same as property identified within the 45-day limit described above.

Are there restrictions for deferred and reverse exchanges?

It is important to know that taking control of cash or other proceeds before the exchange is complete may disqualify the entire transaction from like-kind exchange treatment and make ALL gain immediately taxable.

If cash or other proceeds that are not like-kind property are received at the conclusion of the exchange, the transaction will still qualify as a like-kind exchange. Gain may be taxable, but only to the extent of the proceeds that are not like-kind property.

One way to avoid premature receipt of cash or other proceeds is to use a qualified intermediary or other exchange facilitator to hold those proceeds until the exchange is complete.

You can not act as your own facilitator. In addition, your agent (including your real estate agent or broker, investment banker or broker, accountant, attorney, employee or anyone who has worked for you in those capacities within the previous two years) can not act as your facilitator.

Be careful in your selection of a qualified intermediary as there have been recent incidents of intermediaries declaring bankruptcy or otherwise being unable to meet their contractual obligations to the taxpayer. These situations have resulted in taxpayers not meeting the strict timelines set for a deferred or reverse exchange, thereby disqualifying the transaction from Section 1031 deferral of gain. The gain may be taxable in the current year while any losses the taxpayer suffered would be considered under separate code sections.

How do you compute the basis in the new property?

It is critical that you and your tax representative adjust and track basis correctly to comply with Section 1031 regulations.

Gain is deferred, but not forgiven, in a like-kind exchange. You must calculate and keep track of your basis in the new property you acquired in the exchange.

The basis of property acquired in a Section 1031 exchange is the basis of the property given up with some adjustments. This transfer of basis from the relinquished to the replacement property preserves the deferred gain for later recognition. A collateral affect is that the resulting depreciable basis is generally lower than what would otherwise be available if the replacement property were acquired in a taxable transaction.

When the replacement property is ultimately sold (not as part of another exchange), the original deferred gain, plus any additional gain realized since the purchase of the replacement property, is subject to tax.

How do you report Section 1031 Like-Kind Exchanges to the IRS?

You must report an exchange to the IRS on Form 8824, Like-Kind Exchanges and file it with your tax return for the year in which the exchange occurred.

Form 8824 asks for:

- Descriptions of the properties exchanged
- Dates that properties were identified and transferred
- Any relationship between the parties to the exchange
- Value of the like-kind and other property received
- Gain or loss on sale of other (non-like-kind) property given up
- Cash received or paid; liabilities relieved or assumed
- Adjusted basis of like-kind property given up; realized gain

If you do not specifically follow the rules for like-kind exchanges, you may be held liable for taxes, penalties, and interest on your transactions.

Beware of Schemes

Taxpayers should be wary of individuals promoting improper use of like-kind exchanges. Typically they are not tax professionals. Sales pitches may encourage taxpayers to exchange non-qualifying vacation or second homes. Many promoters of like-kind exchanges refer to them as “tax-free” exchanges not “tax-deferred” exchanges. Taxpayers may also be advised to claim an exchange despite the fact that they have taken possession of cash proceeds from the sale.

Consult a tax professional or refer to IRS publications listed below for additional assistance with IRC Section 1031 Like-Kind Exchanges.

IRS

https://www.irs.gov/uac/like-kind-exchanges-under-irc-code-section-1031

Glossary of Terms

A

Acceptance – The time at which an offer to purchase is accepted. The fact that it was accepted must be relayed to the person that made an offer in order for all parties to be bound to the contract.

Amortization – The repayment of a loan over time. With each payment, there is a reduction of both principal (the original amount borrowed), plus the interest.

Appraisal – A professional determination of value. Mortgage companies usually require an appraisal of the property by a licensed, disinterested party before agreeing to loan money on the property. Methods of determining value may be based on many things, such as comparable sales in the area, the cost approach, the income approach, or the highest and best use of the property.

As Is Condition – Disclaiming any warranties or representations regarding the condition of the property.

B

Back-Up Contract – A contract or offer that is in a secondary position to an already existing contract. This contract shall be elevated to the first position if some condition in the first contract is not met. If the first position contract is consummated, then the second contract is no longer in effect.

Bridge Loan, also called a **swing loan -** A short term loan used to transition in between the paying off of an old loan, and the inception of permanent financing. This is often used to build or purchase a new home, when the previous home is still owned, but is up for sale. Once the previous home is sold, and the owner receives the proceeds from that sale, permanent financing is usually obtained.

C

Certificate of Title - A statement verifying who has the rights and responsibilities of ownership in a property. This may be ascertained by a public record search but does not guarantee that any other parties may not stake a claim to the property. Title insurance protects against claims that may arise against the title.

Clear Title - Ownership that is free of liens, defects and encumbrances, beyond those which the the owner agrees to accept.

Closing - The transaction where title passes from seller to buyer and the seller is paid. A settlement statement shows all costs incurred and gained by both parties.

Closing Costs – The expenses incurred in obtaining the property and transferring title to the new owner. This may include, but is not limited to attorney's fees, points, title charges, credit report fee, document preparation fee, mortgage insurance premium, inspections, survey, appraisals, prepayments for property taxes, deed recording fee, and homeowners insurance.

Commitment Letter, also known as a **loan commitment** - A written offer by a lender to make a loan by a particular date under certain conditions. A buyer has more clout with a seller if he submits a letter of loan commitment from his lender to the seller at the same time that he submits his offer to purchase to the seller than a buyer who has not even applied for the loan yet.

Contingency - A condition that must be met before a contract is legally binding, or before a sale is to be completed. The contingency provides an out or an escape from performing if the condition is not met.
Conventional loan or **conventional mortgage** - A real estate loan, which is not insured by the government agency FHA nor guaranteed by the Veterans Administration. Typically subject to the terms of their particular institution, the conditions may be more flexible, as the lender is not required to follow federal guidelines. The lender looks to the credit of the borrower and the security of the property to insure payment of the debt.
Counteroffer - If the receiver of an offer makes any changes to the original offer, it is considered a rejection of the initial offer and becomes a counteroffer.

D
Deed of Trust - Some states use a deed of trust to convey property being held as security for a loan. This document is then conveyed to a trustee and can be used to sell, mortgage or subdivide the property.
Deposit – (also called Earnest Money) - A good faith deposit of a sum of money offered by the prospective purchaser at the time of the offer to purchase. These funds are typically deposited into an escrow account and held until the real estate closing takes place. At the closing, the buyer is most often given credit for the earnest money that has already been paid, but in some cases it may be returned to the buyer at closing. These funds may also be returned to the buyer in some cases if the contract on real property doesn't go through to a final sale.

E
Earnest Money (also called Deposit) – Funds given by the buyer and held in an escrow account until the real estate closing. In some cases, these funds are refundable if the loan fails to close, but if the loan does close, the purchaser is given credit at closing for the earnest money.
Exclusive Agency Listing – A written agreement between a property owner and a real estate broker giving the broker the exclusive right to sell the property for a specified period and at a specified fee. Agents whose licenses are held by a broker may sign on their broker's behalf.

F
First Right Of Refusal - A legal right by an individual giving that person the first opportunity to purchase or lease real property.

H
HUD -The U.S. Department of Housing and Urban Development. This is the agency responsible for enforcing the federal Fair Housing Act. Among HUD's many programs are urban renewal, public housing, rehabilitation loans, FHA subsidy programs, and water and sewer grants. The Office of Interstate Land Sales Registration, the Federal Housing Administration (FHA) and the National Mortgage Association (GMNA) are all under HUD.

L
Loan Commitment - A lender's written approval granting a specific loan amount, conditions, and a set time limit for closing the loan.
Loan Origination - The process of applying for a mortgage loan.

Loan Originator - The person who assists borrowers in obtaining their new loan.
Loan to Value - The ratio of the amount of the loan divided by the value or sales price of the home.
Lock In - An agreement in which the lender guarantees a specified interest rate for a certain amount of time at a particular cost.

N
Non Conforming Loans - Loan amounts that exceeds FNMA's maximum lending**.**

P
Possession - The buyer occupying the property that is purchased or a tenant occupying the property that is leased. In a real estate sale, possession is rarely granted prior to closing when the seller receives their funds.
Prequalification - Having a mortgage lender advise that debt ratios and credit report plus other factors show a borrower qualifies for a particular loan amount before signing a contract.
Purchase and Sale Agreement - The contract between the buyer and seller stating terms, conditions, sales price and other pertinent information about the property being purchased.

Q
Qualify - To meet the guidelines based on debt, income, and credit worthiness.
Qualifying Ratios - Comparing a borrower's income to their proposed monthly housing expense. Also comparing their income to monthly housing expense added to all of the borrower's other debt obligations.
Quit Claim Deed - A document by which one property owner releases his or her claims, rights and interest in a particular property.

R
Rate Lock -When the lender issues a written commitment to a borrower as to a specific interest rate for a specific period of time.
Real Estate Owned – (REO) - Real estate that is owned by a bank or financial group. Usually a result of their borrowers defaulting on the loan and the subsequent foreclosure of the property from that buyer.
Right of first refusal - The right to the first opportunity to lease or purchase real property. For example, apartment tenants might retain the right of first refusal when their units are being converted to condominiums.

S
Sweat Equity - The equity earned as a result of the owners' labor in upgrading and improving the property.

T
Tax Lien - A lien against a property for unpaid taxes.
Ten Thirty One Exchange – (1031 Exchange) – A means of deferring capital gains taxes on real estate exchanges for like kind properties. This is allowed under the U.S. Internal Revenue Code, Section 1031.
Term - The length of time it will take to pay the mortgage in full.

Time Limit of an Offer - An offer should include a specified time period during which the other party must decide to accept, reject, or counter the offer.
Title Company -The company that, for a fee, checks and insures the title against liens, ownership claims, and title problems.
Title Insurance - An insurance policy that may be purchased to protect the new owner from any liens or clouds against the title. In order to issue title insurance, the issuer will perform a title search in the county records. Since title is searched at the time of closing, title insurance is usually less expensive at the time of closing, rather than if a buyer called the title company at a later time, as an additional title search would have to be performed prior to issuing the insurance.
Title Search - A review done by the title company's representative of all records available to determine if the title is indeed clear of all liens and claims.

Your Next 4 Steps:

Step 1: Make a Commitment to Act.

Funny as this may sound, I can't tell you how many times people have requested this report and then said to me, "If I would have known what you just showed me, I would have avoided so many problems!"

I've shared just a few simple ideas in this report. Ideas that if acted upon could prove to be worth thousands of dollars when selling your home. But these ideas are only as good as the action put into them. Decide to act right now.

Step 2: List Your Objectives.

Jot down what your goals are in selling your home. What is your ultimate goal? Flipping real estate? Renting real estate? Selling quickly? Getting top dollar? Not selling before you have an accepted home offer on your next home?

What do you expect from the agent you hire? How and how often do you want them to communicate with you? Do you want an open house done? If so, how often do you expect it?

Step 3: Contact an agent that knows how to help you invest in real estate.

Of course, I'd love to be the agent you choose to work with, but let's face it, I'm not right for everyone. That's why I've given you the questions to ask your potential agent – or as I like to call them – your marketing partner.

If you would like additional information, please reach out to me at (714) 840-8752. or via email at degroterealestate@gmail.com.

Step 4: Act.

Do I need to say anything more? Reach out to me and let's talk about how to help you make the right financial choices when it comes to your real estate Portfolio. Let's work together!