

## LOURDES MAESTRES Fort Lauderdale

- 16 Years in the business
- Banking background
- Born in Venezuela
- Raised in Manchester England

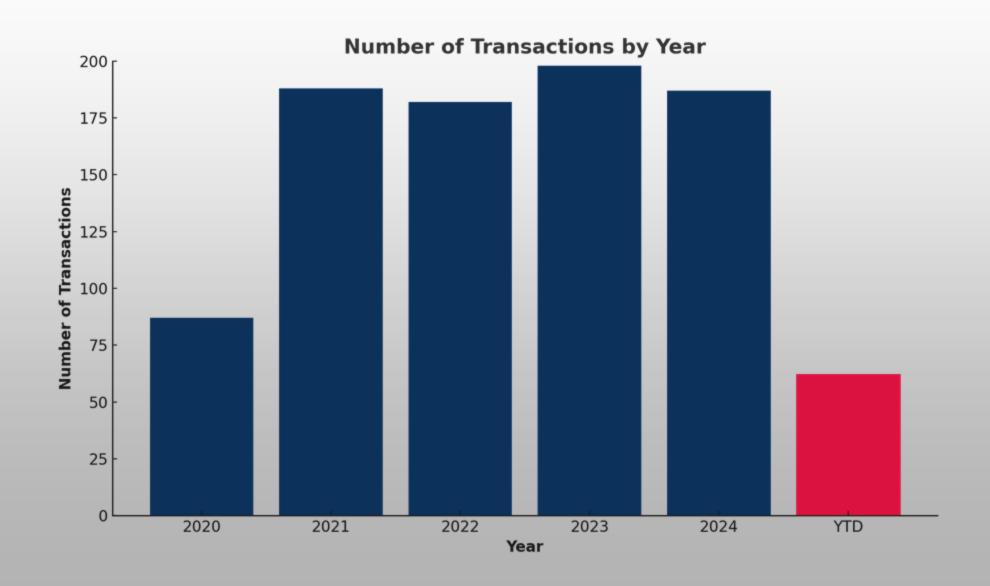


### **CLOSED YEAR TO DATE**

- Sales Volume: \$62,729,950.00 (Goal \$100M)
- GCI: \$1,489,865.30
- Transactions: 43 (Goal 120)
- Rental division volume \$922,450.00
- Rental division transactions 19



### THANKS TO MY COACHES AND THE ECO SYSTEM



### **Team Structure**



**Team Leader** 



Operation Manager



**Executive** assistant



Recruiting Coordinator



Inside Sales Associate



**Virtual Assistant** 



Marketing Department



Marketing Department



Transaction Department



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 



**Team Member** 

# LISTING PRESENTATION

BY LOURDES MAESTRES

FORT LAUDERDALE

01. PRE-LISTING

02. LISTING PRESENTATION

03. MARKETING THE LISTINGS

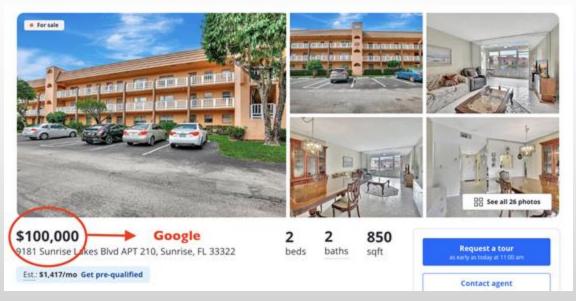
04. DON'T GET FIRED

### TOP SOURCES THAT WORK

**Open Houses Online Leads Agent Referral Social Media Nurture past clients Door knocking Expired & Circle** Mailers - Listingleads.com prospecting

### Some of My Listings









### STANDARD OPERATING PROCEDURES

### **PRE-LISTING**

**MARKETING** 

**QUALIFY** 

**STATISTICS** 

**PRESENTATION** 

PHASE 1

**MONTHS SUPPLY** 

**PRINTED CMA** 

PHASE 2

**CMA** 

**LISTING BOOK** 

PHASE 3

**EMAIL SELLER** 

**VIDEO BROCHURE** 

**ON GOING** 

### #1 PRE-LISTING

| Fort Lauderdale (City)<br>Single-Family Homes |                             | March 2025                        |
|---|-----------------------------|-----------------------------------|
| CLOSED SALES                                  | CASH SALES                  | ACTIVE INVENTORY                  |
| → -130/o 137                                  | → -330/o from a year age 43 | <b>♠</b> 210/0 10m a year ago 957 |
| MONTHS SUPPLY OF INVENTORY                    | NEW LISTINGS                | NEW PENDING SALES                 |
| ♣ 6.3 MOS. 7.7 Months                         | ♣ 3.3% 221                  | → -7.40/o from a year ago     150 |

| Fort Lauderdale (City) Townhouses and Condos              |   |  |  |  |
|---|---|--|--|--|
| CLOSED SALES  \$\frac{9.10\to}{\text{from a}}  \text{179} | CASH SALES  \$\frac{22\%}{\tau_{\text{plants}}}  \text{120} | ACTIVE INVENTORY  \$\frac{29\lambda}{\text{trum a}} \text{1,870} |  |  |
| MONTHS SUPPLY OF INVENTORY  9.8 MOS. 13.9 Months          | NEW LISTINGS  8.0% TOTAL 1  9227 agai                       | NEW PENDING SALES  ♣ 6.8% from a year age  173                   |  |  |



#### NW 53 COURT

Hi Brandon, in preparation for our tentative meeting, I have prepared some information for your review

- Click here to see a complete comparative market analysis <u>www.compass.com/listing-presentation/view/cma/cma-611c380f-d99c-4370-b2a9-dda879708947/v/version-1745267057</u>
   Important statistics
- Broward County currently has 1,012 single-family homes on the market priced between \$500K-\$600K.
- In the last 30 days, 140 homes in that price range have sold.
- This translates to a 7-month supply, indicating a buyer's market, but with steady demand still
  present.
- Lauderhill has 117 single-family homes currently listed, ranging from \$149K to \$899K.
- Of those, 31 homes are listed between \$500K-\$600K.
- Over the last 30 days, 12 single-family homes have sold in Lauderhill, ranging from \$335K to \$655K.
- 6 of those sales were in the \$500K-\$600K range, meaning half of the recent activity is right
  in your target range, which is a very positive sign for your price point.
- of the 6 that closed 1 was veteran loan, 2 FHA loans and 3 conventional but one received a \$34,000 credit at closing

I look forward to meeting you and Danielle this weekend

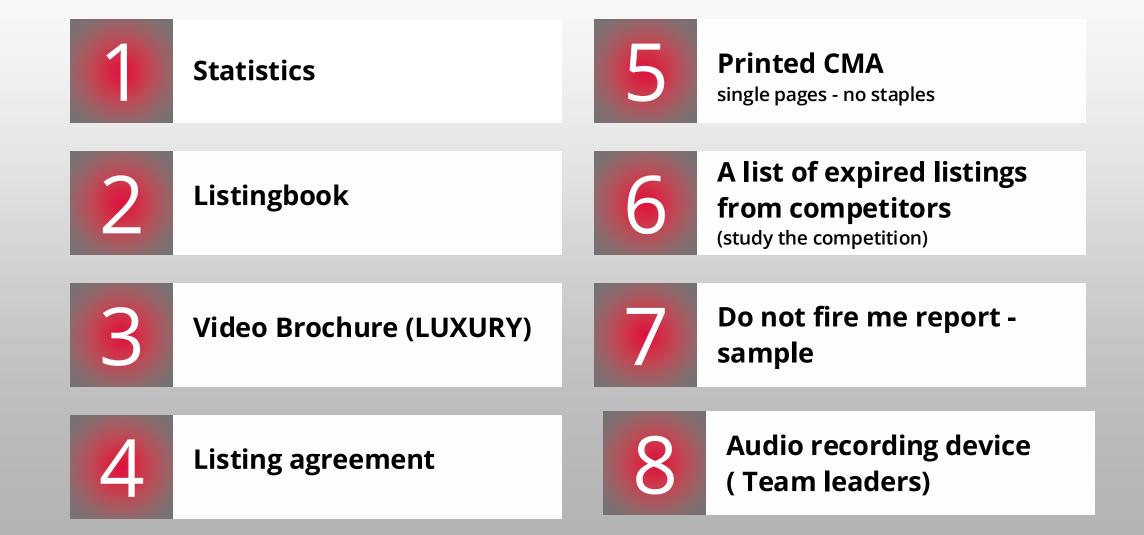
#### Thanks

#### Lourdes Maestres

Real Estate Advisor Team Leader - The MPH Team Business Coach with Tom Ferry Principal at Compass

### **#2 Must-Haves**

for Every Real Estate Listing Presentation



### PHONE AND EMAIL PRESENTATION





#### Market Analysis & Professional Recommendation

Hi Jose.

Please find below a comprehensive analysis of current market conditions along with my professional recommendation after evaluating your property.

#### **Broward County Market Overview**

- There are currently 1,471 single-family homes listed between \$400K-\$600K.
- In the last 30 days, 231 homes have sold, reflecting a buyer's market with 6.3 months of inventory.
- Compared to last year, when inventory stood at 3.4 months, supply has nearly doubled and continues to
  increase gradually. Buyers now have more options than before.
- 85% of sales in this price range are financed, meaning higher interest rates impact affordability.

#### Palm-Aire Village Market Insights

- · Currently, 5 single-family homes are on the market, with 3 of them lacking a pool.
- Listed prices range from \$559K to \$698K, making yours the lowest-priced listing.
- In the past 12 months, 8 homes have sold:
  - 1 cash sale
  - 2 FHA loans
  - 5 conventional loans (many with seller contributions of \$13K-\$14K)
- The market in Palm-Aire Village has a healthy absorption rate, though prices have slightly adjusted downward.
- The highest sales include:
  - 3335 NW 68th Ct Sold for \$585,000 in October 2024
  - 3343 NW 69th Ct (which I sold) Closed for \$600,000 in April 2024
- Please click here for a report: <a href="https://www.compass.com/listing-presentation/view/cma/cma-8935f2b3-6e8c-40b0-a1e7-5ae27900ed3e/v/version-1739376665">www.compass.com/listing-presentation/view/cma/cma-8935f2b3-6e8c-40b0-a1e7-5ae27900ed3e/v/version-1739376665</a>

#### **Pricing Strategy & Recommendations**

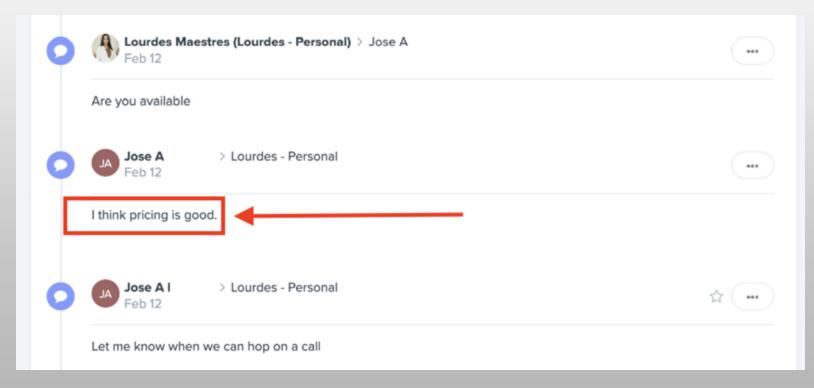
Based on current market conditions, I anticipate your home will likely sell between \$495,000-\$500,000. We have two strategic pricing options:

- List at \$524,900 This allows room for negotiation, as most buyers are negotiating in the current market.
- List at \$499,900 This aligns closely with market value and could attract multiple offers, potentially driving
  up the final sale price.





### PRESENTATION RESULTS





### Source: Instagram



### WHAT'S IN MY LISTINGBOOK

- The Market The Seller Me
- Last year or YTD production
- Intro to the team and roles
- Areas of expertise
- Notable sales
- Company Online exposure
- My network

- 3 Phase marketing
- Staging
- International exposure
- Example Do not fire me report
- Open houses
- Step by Step process
- Portability
- Vendors list

#### LUXURY LISTING PRESENTATION

### CONSIDER IT SOLD!!







#### LISTING PRESENTATION

### CONSIDER IT SOLD!!





#### Lourdes Maestres

R.E. Advisor M: (954) 738-5322 lourdes.maestres@compass.com



### **VIDEO BROCHURE**





### **#3 MARKETING THE LISTINGS**

### Phase #1

A targeted **reverse prospecting** database with 25,000 buyers and sellers, with our inside sales associate team actively making calls

A targeted **text** campaign

A targeted **email** campaign

Automatically visible to all **35,000** Compass agents nationwide

Consultation with Oscar, a professional interior designer - included

Schedule a **media** package

Property **brochure** to showcase its key features and appeal

Brokers Open by invite only

### Phase #2

Coming soon on Compass.com

Reverse prospecting using RealScout

Promote **video** commercial 15 to 30 secs

Paid advertising Facebook and Instagram

A targeted *text* campaign to potential buyers in our database

A targeted **email** campaign to potential buyers in our database

### Phase #3

Professional Youtube video home tour 3-6 minutes

Zillow Showcase premium package and interactive floor plan

Paid advertising (Youtube, Instagram & Facebook)

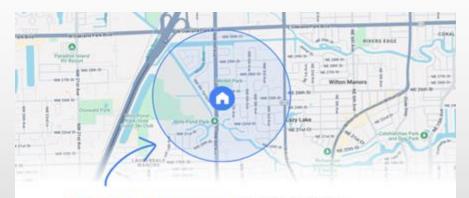
Ongoing reverse prospecting

Google my business ad

Feature your property in our newsletters 4000 subscribers

Deal of the week campaign - Direct mail

### **DEAL OF THE WEEK - LETTERS**



#### THIS DEAL IS BANANAS! AIRBNB DREAM

#### BUNGALOW.

The Banana Bungalow Airbnb at 801 NW 24th St, Fort Lauderdale is the talk of the town:

- 150% more views on Zillow Showcase expertly marketed for maximum exposure.
- . High demand more showings than usual.
- Multiple offers already on the table.

#### Why does this matter?

This bananas-level attention shows the power of hiring the right agent to make your property stand out in a competitive market. Whether it's a one-of-a-kind theme or luxury features, buyers are ready to pay a premium when your home gets the spotlight it deserves.

Want to know how much your home could be worth with expert marketing?

If yes, text me at (954) 833-0933.

I look forward to hearing from you.

Warm regards,

Lourdes Maestres

Real Estate Advisor

The MPH Team

Principal / Compass Florida







### FOLLOW ME ON INSTAGRAM:

@lourdesmaestres

### **VIDEOS**











### #4 DO NOT GET FIRED

Showing activity & Feedback

4

**Any Highlights:** seller's credit, cash,furniture included, investor or end user

Open house activity

5

**Marketing efforts** 

**Statistics** 

6

**Recommendations** 

### WEEKLY DO NOT FIRE ME REPORT

Weekly Recap Activity 450 & 350 N Federal Hwy #104N, #104S External D Inbox x











Angelica Reales <angelica.reales@compass.com>

to Carlos, Michelle, me -

Dear Carlos and Michelle,

Below is the updated weekly status report for your properties at 450 N Federal Hwy #104N and #104S:

#### **Showing Activity**

- Days on Market: 88 days
- . We had 1 showing request scheduled last week for both units. It was scheduled for Saturday, however the buyer's agent cancelled the showing due to a buyer schedule change. We are waiting for him to reach out to reschedule.

#### New Market Activity for Townhomes and Condos in Boynton Beach

- . There are 114 Active Townhomes available in the City of Boynton Beach
- . In Palm Beach County, there are currently 1,214 available townhomes for sale
- . There is 1 other Townhouse unit available in Casa Costa in addition to yours: Active Listing
- . Recent Sales between \$500k-\$600k: In the last 30 days, 2 townhomes in Boynton Beach have closed: View Recent Sales

#### Online Activity

#### 450 N Federal Hwy #104N:

- . Total Views: 883 across Compass, Zillow, Realtor.com, and others.
- . Buyer Demographics: 78% of views are from South Florida.

#### 350 N Federal Hwy #104S:

- Total Views: 379 across Compass, Zillow, Realtor.com, and others.
- Buyer Demographics: 100% of views are from South Florida.

Please find the detailed reports attached for your review.

#### COMPASS



#### 515 Lido Drive

23 January 2025 - 23 March 2025



Lourdes Moestres Real Estate Advisor 7853858422 lourdes.moestres@composs.co

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#### 515 Lido Drive

Key Metrics - 23 January 2025 to 23 March 2025

1,860 100% Over 60 days

Total views for your listing

59 100% Over 60 days

70%

of Compass views came from Compass agents Compass was your top traffic

source with 63% visitors.

73%

of views came from Desktop visitors 11s 100% Over 60 days

Avg time spent

C@MPASS

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515 Lido Drive Views By City - 23 January 2025 to 23 March 2025



| CITY            | VIEWS | CITY            | VIEWS |
|-----------------|-------|-----------------|-------|
| Fort Lauderdale | 34.5% | Jersey City     | 3.6%  |
| Miami           | 23.6% | Deerfield Beach | 3.6%  |
| Plantation      | 3.6%  | Weston          | 1.8%  |
| Pembroke Pines  | 3.6%  | Waldorf         | 1.8%  |
| Miramar         | 3.6%  | Spencer         | 1.8%  |
| Lauderhill      | 3.6%  | San Antonio     | 1.8%  |

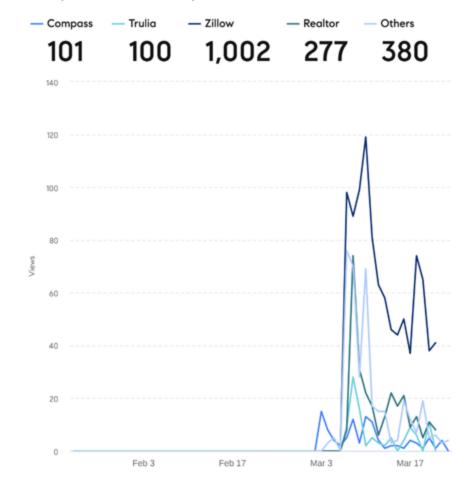
Based on Compass data

C@MPASS

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#### 515 Lido Drive

Views By Publisher - 23 January 2025 to 23 March 2025



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### PRICE REDUCTION- DO NOT FIRE ME REPORT

#### Discussing Next Steps for 1328 Seminole Dr (External) > Inbox x









Lourdes Maestres <lourdes.maestres@compass.com> (sent by angelica.reales@compass.com)





Dear Mike and Joan.

I hope this message finds you both well. As discussed yesterday, we are approaching the expiration of our listing agreement, I wanted to discuss potential next steps.

When we began, I recommended listing your home at \$7.2 million. However, we agreed to test the market at a higher price. Since then, we've observed that only 3 comparable waterfront single-family homes have sold in East Fort Lauderdale, contributing to a 15-month supply.

The current market conditions and our pricing strategy have limited buyer interest.

Given these factors, I recommend adjusting our listing price to align more closely with current market comparables and extending our agreement to March 31st 2025

Below, you'll find a summary of all the marketing efforts, showing activity, and market statistics related to your property.

- Zillow listing showcase, premium package: YOUR HOME ON ZILLOW SHOWCASE
- · Broker's Open June 15:
  - Successfully hosted with over 20 attendees
  - Invitations distributed via 100 text messages, 100 emails, and 100 outbound calls

#### Broker's Open During Boat Show:

Low activity noted due to competition with larger events hosted by other properties

#### Networking and Exposure:

- Promoted at the Sports and Entertainment Division events in NYC (September 2024), providing exposure to 90 top brokers nationwide.
- Included in a company-wide Compass email distributed to 35,000 brokers nationwide.

#### Digital Marketing Performance:

- Featured in our newsletter reaching 7,000 buyers/sellers with a 35% click rate.
- Multiple Social media post paid ads
- YouTube Advertising:
  - 1.633 total views.

© Dec 19, 2024, 3:49 PM ☆ ← : • Price comments

Brokers opinion

Boat show activity

Networking efforts

**Digital marketing** performance

### PRICE REDUCTION- DO NOT FIRE ME REPORT

#### Print and Direct Mail Campaigns:

- Featured in 2 editions of Land and Homes magazine.
- 501 postcards mailed three times, featuring a QR code linking to the property's landing page and YouTube video.
- "Deal of the Week" letters sent to 1,453 homes in Coral Ridge and Las Olas Isles on November 25th 2024.
- . Brokers preview: 4 relevant opinions of value were shared with you, ranging from \$7.2M to \$8M. Interestingly, the broker who valued the property at \$8M submitted an offer for \$6M
- Showings and Other Engagements:
  - 1st Showing: Allesandro (potential buyer) was not interested. Source: Lourdes' business relationship.
  - Phone Call: Louis Petrosino, owner of 1288 Seminole not interested. Source: cold call.
  - 2nd Showing: Boca Raton buyer purchased a house in another area.
  - Phone Call: Steven Patch, owner of 1280 Seminole (source: cold call). He purchased the home from the Ralph Halloran estate for \$2,462,600 in January 2024. The lot size is 11,998 sq. ft. (a bargain). Steven is the CEO of Gryphon and is building the home for himself and his family. He was not interested.
  - 3rd Showing: Glenn Wright, a local developer, walked by (source: Lourdes' relationship). Not interested. He built 2010 Intracoastal Dr., which has been listed since September 7, 2022. The
    property started at \$8M, then increased in price to \$9.96M (new construction). Despite weekly parties, open houses, and broker's opens, there have been zero offers.
  - 4th Showing: Miami buyer made an offer that was not ideal and was rejected. Represented by Che Nelson, broker.
  - 5th Showing: California buyers decided to rent for a year since their home in California did not sell.
  - 6th Showing: Local buyers, represented by the realtors who had 1335 listed. The wife, a doctor, felt the house needed too much work.
  - 7th Showing: A young man, accompanied by his mother and her friend, viewed the home. He was considering renovating. They liked the home's location, size, views, and the direction it
    faces. Suggestions included larger windows to offer more natural light and views of the water, along with other personal preferences. Overall, they liked the home but felt it required changes.
  - . 8th Showing: Lena Halikias, a local buyer represented by Che Nelson. She walked in and out quickly, stating it was a teardown. Lena is a local resident who owns multiple homes.

#### Additional Activity:

3 sign calls - no serious buyers

#### Market statistics:

- Broward County currently has 142 waterfront single-family homes priced between \$5 million and \$10 million on the market.
- In the past 30 days, 6 waterfront single-family homes have sold, indicating a 24-month inventory supply if no additional homes are listed. This suggests a buyer's market, as a balanced market typically has about 5 to 6 months of inventory
- · Fort Lauderdale currently has 75 waterfront single-family homes priced between \$5 million and \$10 million on the market.
- . In the past 30 days, 5 waterfront single-family homes have sold in Fort Lauderdale, indicating a 15-month inventory supply
- Buyers looking to move to east Fort Lauderdale with a budget between \$5M-10M have 28 options. Click here to see the 28 homes
- . Since we listed to the public on October 29 only 3 homes in east Fort Lauderdale have sold Click here to review closed sales since Oct 29

- Print
- Direct mail
- Showings
- Additional activity
- Statistics

### **CASE STUDY**

#### **Property History**

Previous sold date Previous sold price List date List price Sold date Sold price Current price DOM / CDOM \$5,750,000 03/19/2025 05/02/2025 \$6,700,000 \$6,700,000 21/-Transaction Mortgage Tax Deed Price Date Event Source 05/02/2025 Sold MiamiRE #A11764965 \$6,700,000 Pending 04/09/2025 MiamiRE #A11764965 04/09/2025 Backup Contract MiamiRE #A11764965 Listed (Active) 03/19/2025 MiamiRE #A11764965 \$5,750,000 Cancelled 03/18/2025 MiamiRE #A11610075 Temp Off Market 03/13/2025 MiamiRE #A11610075 02/05/2025 Price Change MiamiRE #A11610075 \$7,795,000 12/21/2024 Price Change MiamiRE #A11610075 \$7,995,000 Price Change 10/29/2024 MiamiRE #A11610075 \$8,250,000 Price Change 09/04/2024 MiamiRE #A11610075 \$8,800,000 06/20/2024 Listed (Active) MiamiRE #A11610075 \$9,300,000

#### 1328 Seminole Dr,

Fort Lauderdale, FL 33304

\$6,700,000

Sold 16.5% above asking

4 A Beds Baths

**6,788 SF** \$987/SF

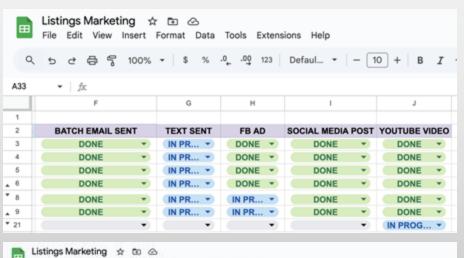
12,651 SF \$-/mo 2

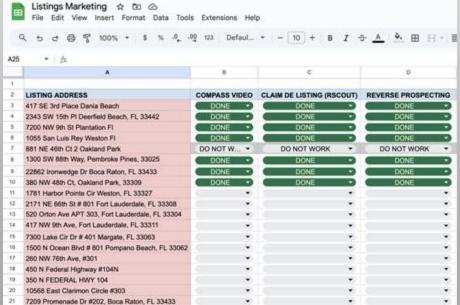
EES PRKG DOM



Closed

21





### TRACK AND MEASURE

