

HOW I SELL HOMES

PROVEN RESULTS
THROUGH A NUMBERS GAME APPROACH



ANTONIO SGAMBATI

SgambatiRealtor@gmail.com // SgambatiRealEstate.com

ABOUT ME



ANTONIO SGAMBATI

REALTOR®

Raised on Long Island, my passion for sales began early, from selling gum and candy in elementary school to dealing in electronics and collectible sneakers like Jordans during my teenage years. Inspired by my father's work fixing and flipping houses, I discovered my true calling in real estate.

With extensive experience and a commitment to smooth, profitable transactions, I built my career in New York before bringing my expertise to South Florida with RE/MAX First. My mission is to transform your real estate dreams into reality, whether you're buying or selling.

I pride myself on honesty and transparency, always telling clients the truth they need to hear rather than what they might want to hear. This approach ensures you have the accurate information necessary to make the best decisions, unlike many in the business who sugarcoat facts or deceive to gain clients.

As a seller's agent, I excel in creating unique marketing strategies to maximize exposure and attract numerous potential buyers. My Numbers Game approach has proven to work, creating success stories for many clients and ensuring you secure the best price and terms for your home.

With strong negotiation skills and clear communication, I guide you through every step of the real estate process, ensuring a successful and stress-free experience. Trust me to help you achieve your real estate goals with confidence and integrity.



I might not have your business yet, but I'm working hard to earn it!

Direct: 954-299-9994
SgambatiRealtor@gmail.com
SgambatiRealEstate.com

BEST WAY TO SELL A HOME TO MAXIMIZE YOUR SUCCESS

The Numbers Game

Numbers Game Breakdown:

- Expose your home to the highest number of potential buyers.
- Keep your listing front and center in the market.
- This strategy funnels the most qualified buyers through the door.
- Maximizing buyer interest increases the probability of receiving multiple offers.
- This ensures you get the best price and terms for your listing.

Goal: Smooth and profitable transaction.



STEPS TO SELLING YOUR HOME

When it comes to selling your home, trust our expertise and dedication to guide you through every stage of the process. We offer a detailed, step-by-step approach, ensuring you understand and feel confident at every turn. With our expert knowledge and resources, you'll be fully prepared to navigate the home-selling journey, knowing you're in capable hands.



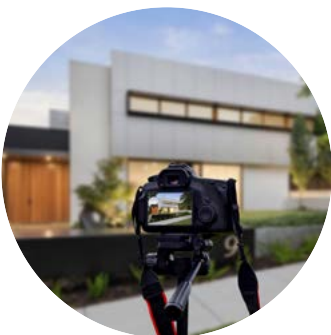
01 PREPARE YOUR HOME

Take care of essential repairs, declutter your living spaces, and perform a deep clean to ensure your home makes a lasting impression on potential buyers.



02 SET THE PRICE

We'll position your home at a very precise price point designed to spark a multiple offer scenario. This strategic pricing approach is key to making our unique marketing efforts as effective as possible, attracting the most buyers and driving up demand.



03 CAPTURE STUNNING PHOTOS

We collaborate with the #1 photographer in the area to ensure your home is showcased at its finest, captivating potential buyers with professional, high-quality images.

STEPS TO SELLING YOUR HOME



04 MARKETING YOUR HOME: The Numbers Game

To attract the highest number of potential buyers, keep your listing highly visible and engaging. This strategy brings the most qualified buyers to your door, maximizing interest and increasing the chances of receiving multiple offers. By doing so, you ensure you get the best price and terms for your home.



05 SHOW IT

Maintaining your home's pristine condition can be challenging, but it's crucial to keep it presentable and in top shape to impress potential buyers during showings.



06 REVIEW OFFERS

We'll carefully evaluate all offers together, focusing on selecting the one that ensures the smoothest transaction while maximizing your profit.

STEPS TO SELLING YOUR HOME



07 HOME INSPECTION

My strategy typically sells homes as-is, avoiding repairs or concessions unless there's a major concern. I'll guide you through the process to keep things smooth.



08 APPRAISAL

Once an offer is accepted, the buyer's lender will arrange for a home appraisal to verify that your property's value aligns with the agreed-upon price. The lender will only issue a loan for the appraised value, ensuring a fair and accurate assessment of your home's worth.



09 CLOSING DAY

This is where you get paid! You'll finalize the transaction, hand over the keys, and reap the benefits of a smooth and profitable sale.



PREPARING YOUR HOME FOR SALE



YOUR HOME INTERIOR CHECKLIST

- Clear all unnecessary objects from the home.
- Take down any photos or personal items.
- Remove any excess clutter from rooms.
- Replace burned out light bulbs.
- Make sure rooms are odor free and add air fresheners.
- Empty and take out all garbage.
- Make the beds in each bedroom.
- Clean rugs and drapes/blinds.
- Get rid of any cobwebs and dust from windows and ceiling fans.
- Review the entire house room by room to make sure it is ready for showings.

(Not mandatory—just a guide).

YOUR HOME EXTERIOR CHECKLIST

- Remove garbage cans, yard tools and any extra building materials.
- Keep lawn, shrubs and hedges well maintained.
- Check gutters & roof for leaks and dry rot.
- Weed & mulch all planting areas.
- Clear patios & decks of unnecessary items.
- Check fences, screens, handrails, doors and walkways if they need replacements.
- Check shutters, shingles, stones, or bricks if they need replacing.
- Check if front door or any trim needs repainting or touch ups.

(Not mandatory—just a guide).



THE NUMBERS GAME: YOUR HOME'S COMPETITIVE EDGE

My Numbers Game strategy ensures your home stands out by maximizing exposure and creating buyer competition for top-dollar offers. Here's what it includes:

MARKETING & EXPOSURE

- **Professional Photo Session:** High-resolution images to showcase your home's best features.
- **Aerial Drone Photography:** Capturing stunning aerial views to attract buyer interest.
- **Floor Plans & Virtual Staging:** Helping buyers visualize your home.
- **Syndication via LISTHUB:** Listing uploaded to over 100+ websites for national and international exposure.
- **Promote Property Company-Wide:** Quality exposure to agents with high transaction ratios.
- **Social Media Marketing:** Featuring your home on all social media platforms, including private real estate groups.
- **Paid Strategic Marketing Campaign:** Running targeted ads to active home buyers.
- **Mass Broker Blasts:** Expose your listing to 3,000+ top-producing local agents through curated email campaigns designed to drive showings and serious offers.
- **Re/Max Website & Personal Website:** Promoting your listing on the highest buyer-traffic websites.
- **Lawn Sign:** Drive-by exposure for local buyers.

BUYER ENGAGEMENT

- **Buyer-Matching Program:** I match prospective buyers in my database whose criteria perfectly align with your home.
- **Reverse Prospecting:** Matching your home to agents with active buyers searching in the MLS.
- **Just Listed Postcard Campaign:** Targeting your neighborhood, building, or development.
- **Leverage Buyer Traffic:** Contacting buyer and seller agents of recently sold or pending comparable properties to drive interest.

CLIENT SERVICES & TRACKING

- **Interior and Exterior Checklists:** Ensuring your home is show-ready, from decluttering to exterior maintenance.
- **Track Showings & Feedback:** Using the ShowingTime automated program for real-time tracking.
- **Track Web Traffic:** Reporting online activity to monitor buyer interest.
- **Financial Screening:** Outsourcing buyer evaluations to ensure offers come from qualified prospects.
- **Clear Communication:** Keeping you updated throughout the entire sales process.
- **Pro-Active Approach:** Demonstrating how an aggressive strategy leads to a higher sales price.

With my Numbers Game strategy, your home won't just be another listing—it'll attract the best buyers and ensure a top-dollar sale.

SHOW IT



Know your schedule and be prepared for showings.

Quick Showing Checklist:

- ✓ Remove all clutter and put away personal items.
- ✓ Remove dishes from the sink and wipe it down.
- ✓ Stow away valuable items or take them with you.
- ✓ Empty trash.
- ✓ Clean bathrooms.
- ✓ Spray air freshener or light a candle.

SELL IT



Review, negotiate, and compare offers.

Key considerations beyond the highest bid:

- ✓ **Verify buyer's financials:** cash offer, mortgage application, pre-approval, or pre-qualification.
- ✓ **Contingencies:** home sale contingency, inspection contingency and duration, willingness to waive some contingencies (e.g., home appraisal), negotiation on closing costs.

HOW TO PRICE FOR A TOP DOLLAR OUTCOME

PRECISION PRICING FOR MAXIMUM BUYER APPEAL

Our goal is to get buyers excited and willing to pay top dollar for your home. Here's how we achieve that:

01

Strategic Price Range:

Set a price that targets the largest pool of potential buyers, creating competition and driving strong offers.

02

Market-Driven Insights:

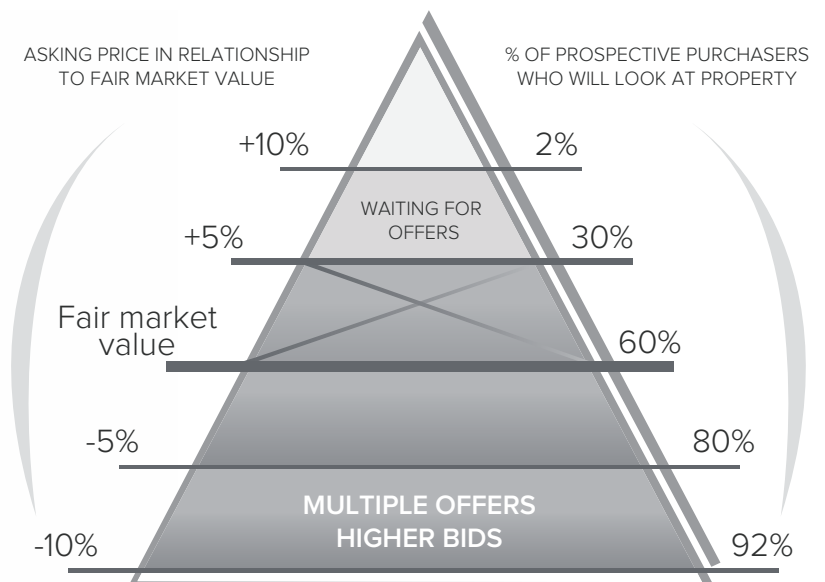
Analyze recent sales and current demand to find the optimal price point that maximizes buyer interest.

03

Optimal Market Position:

Use our Numbers Game approach to position your home where it attracts the most qualified buyers and achieves top dollar.

By pricing strategically within the right range, we ensure your home garners maximum interest and attracts the best buyers.



CLIENT SUCCESS STORIES

Antonio had us **under contract just three days after listing** and closed in 30. He was amazing at getting things done—he answered the phone every time we called, listened to all our concerns, and handled them accordingly. There was never an issue he couldn't manage, including dealing with me being a nervous wreck. He went **above and beyond, professional, genuine, caring**, and always puts his clients' needs first. We couldn't have asked for more.



- Kelly M.

I interviewed several agents before Antonio, and I immediately knew he was the one who was going to sell my home fast and for the most money. He's confident and matter-of-fact in his approach. Antonio **did everything he promised**, including **selling my house quickly at an excellent price**. Hire Antonio—you won't be disappointed.



- Eugene S.

When I hired Antonio to sell my home, I lived 150 miles away and hadn't even met him in person yet—but I could tell he had what mattered most: **honesty, knowledge, and experience**. As an absentee landlord of 13 years, the house needed repairs. Antonio **strategized what to fix and what to skip so I wouldn't waste money**. He even found me an affordable AC repairman and managed vendors on site. He didn't just wait for a buyer; he worked hard and found one. If you want someone truly working for you, Antonio is your guy.



- Richard G.

Antonio **got me top dollar despite the market** and truly went above and beyond—he even took care of much of the buyer's broker's responsibilities. He responded when others didn't and even **reached out to brokers internationally** to market my home. Professional, sharp, and focused. Highly recommend.



- Rick B.

I had been trying to sell my condo for over two years—**Antonio got it sold in just 60 days**. He's **professional, very responsive**, and an absolute pleasure to work with. I couldn't be happier. Thank you so much, Antonio!



- Elizabeth M.

Antonio Sgambati was very professional and informative. Antonio walked us through the process of finding the true value of our home, showing us similar homes in our area for sale and homes sold. **Because of Antonio's expertise and guidance, we sold in one day**. Antonio kept in close contact with our buyer's agent as well as our lawyer, so everything went smoothly. **We would recommend him to family and friends**.



- Michael & Shirley R.

Our Clients Say It Best!

Check out our google and zillow reviews





IF YOU'RE READY TO SELL YOUR HOME,
YOU'VE COME TO THE RIGHT PLACE.



ANTONIO SGAMBATI
Realtor®

Call or Text
954-299-9994

SgambatiRealtor@gmail.com // SgambatiRealEstate.com

Let's get started!