

A man with short brown hair and a light beard, wearing a dark navy blue suit, a white dress shirt, and a bright red tie, stands with his hands in his pockets. He is positioned in front of a modern building with large glass windows. The text 'The 7 biggest mistakes' is overlaid on the left side of the image in a large, white, sans-serif font.

The 7 biggest mistakes

Cyrille Piteau

The 7 biggest mistakes you make when buying or selling

Cyrille Piteau

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French nationality, fluent in English, Czech and French, Cyrille deals with international buyers and sellers around the world.

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Prolog

You want to know the secrets?

The 7 biggest mistakes you make when buying or selling.

Have you ever wondered what separates successful sellers/buyers from the rest? Properties sitting on the market for months or even years? You must tell yourself what some rookie mistakes can be...

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Selling: the 3 biggest mistakes

I got you covered. Here are the 3 biggest mistakes a seller can make to NOT sell their property!

Mistake #1

1. Ask for Too much!!!

We understand, every client love his property and it has indeed a very great value in their eyes.

Listing a property far too high compare to the actual value will impact potentially on the time to sell your property. Overestimating the selling price too high compared to the market price will also put at risk the number of potential buyers. They will move towards other similar goods whose price is adapted to the market.

An apartment whose selling price corresponds to a market reality sells quickly. To avoid making a mistake in the estimate, we recommend that you:

make a first estimate by consulting the advertisements of other apartments for sale similar to yours and located in your neighborhood

collect relevant information about similar properties that have sold recently in your neighborhood

request an estimate from a real estate specialist who will consider all the characteristics of your property and precisely refine its real estate value.

Mistake #2

2. Showing your property as is...

Not having the information in hand when the buyer asks for it.

Have you ever visited a house and asked the broker or seller for information and they told you that they did not have the information in hand? A least of preparation can make the sell by having all the relevant information on hand to answer all potential questions.

Also, buyers hate to hear renovations will take place in near future.

They just can't see the results.

So do some research and have all the information about your property ready. Of course, if you are dealing with a broker, they will take care of it for you.

Also, it is best to have your property ready with upfront renovations and pre-arranging your property by interior design experts (Home Staging – Professional Interior Photographers)

Selling something of value needs a story and a perfect show off. People buy mainly with their eyes, so it is in your interest to present your property the best way possible.

Mistake #3

3. Think You Can Do It All on Your Own

There are many steps to a successful sell of your property. Property information, Price estimation, Marketing, advertising, Home Staging, selling and all paperwork around safe transaction.

Technically there are a lot of things implicated around that requires special attention. Basic information, market value assessment, comparative analysis, marketing/ advertising, professional pictures, property tours, professional presentation, calls, negotiation, offers process, legal documents, and more... It is the most common mistake to underestimate value that a broker can brings in the overall process.

Let the professional taking it over to help and ease the process. Contact a broker, he will know what to do! Only true real estate specialists will sell your property quickly and at the price you are looking for. Do you know current real estate market situation? Not sure. Are you a marketer or advertising specialist? Maybe not. Are you an expert in legal processes for real estate sales? Probably neither. So

don't make the big mistake to think you can do it all on your own. We are here for you.

Buying: the 4 biggest mistakes

I got you covered. Here are the 4 biggest mistakes a buyer can make to NOT buy their DREAM property!

Mistake #4

4. Lack of research!!!

As a buyer you must look for what you want but also what you would not want. Take your time and especially do not rush into your decision. Pay attention to location, any schools in surroundings, other facilities and of course always think on a future valuable center of interests around as a bonus.

Any buyer or successful investor should analyze the market before buying/investing anything, anywhere, and at any price. It is important to research on several sources and visit several properties to get a great understanding of market. But it can also help to narrow down expectations and final goals.

- How are the location surroundings? Which location would be suitable or matching your profile?
- Where can you find all important center of interest main roads, schools, shops, etc...?
- How is this property matching my current and potential future requirements?
- What is the average price per m2? What is currently available on market?

- Why would this property match my real estate DREAMS?
- Am I buying at the right price?

Mistake #5

5. Wrong Financial planning...

You must know the property purchase price and any associated costs, the various expenses around and potentially the amount of any work to be done...

How will you finance this transaction? What would be an appropriate budget for your future Home?

All these types of questions can be reviewed, discussed or analyze deeply with help of financial adviser.

How will be the cost after sales? Heating and electricity expenses, extra fees, exterior maintenance, property tax ... all costs that will come at an expense in your budget.

Also, If you have enough money to buy your property, do you go for it and pay it cash? The answer is no.

Keep in mind: leverage effect of real estate

Bank lending money is an extremely important point. Discussion and negotiation with banks are rather an intimidating process. Therefore, use the help of professional to benefit from it in long run.

Mistake #6

6. Last but not least - Not doing anything

One of the biggest problem sometimes come from not doing anything. Standing still and wait for right time. Take action. Do it now!

Get started, and don't wait furthermore to buy your first or next property.

Buying property requires sometimes a large amount of money representing lifetime savings. You should take your time to make the right decision of course. But if you are ready, do not hesitate and go one step further with all precautions that you know by now.

Mistake #7

7. (not) Have FUN

If you are like me investing or buying in your dream property it will be an important decision. Lifetime investment that requires time and skills to make the right decisions. But the whole process can also be FUN and enjoyable. Make it count and memorable. Finally DREAM big.

Best time to act now... or now!

Together. Let's connect! I want to create a dynamic relationship, inspire you and guide you towards this treasure hunting quest to get your Real Estate DREAMS.



About Cyrille Piteau

French nationality, fluent in English, Czech and French, Cyrille deals with international buyers and sellers around the world.

Cyrille's desire is to offer them unique service, personalized to meet their very high expectations and build jointly a Real Estate network based on Trust.

I3 is his motto, which means:

[Innovate] – [Inspire] – [Imagine]

His Energy to iNNOVATE in his service and relationship with his clients.

His Enthusiasm to iNSPIRE you.

His Endurance to iMAGINE success together.

Cyrille works in the field of real estate in partnership with Broker Consulting, a. s..

As an Internations Prague community leader (one of his passion) Cyrille's transfer positive energy to change people lives. His dedication and integrity make it a sure thing for safe process in respect of customers. He strives to understand their needs, make "us" a priority and a synergy to drive to success.

PEOPLE PERSON, CREATIVE and FUN are keywords to describe what to expect from Cyrille and his aim to establish long-lasting relationships.

Would you like to know a secret?

If you look for best product in Czech Republic ask for "PIVO"...

If you look for the best Real Estate in Czech Republic ask for "PITEAU".

Are you ready?

If you are looking for the real estate professional, do not look further. Contact me right now!

Thank you - Děkuji – Merci

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