

Henry Ocampo

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WORK EXPERIENCE

03/2019—Present

Realtor/Licensed Real Estate Agent

- Perform comparative market analyses (CMAs) to determine accurate pricing strategies.
- Advise clients on market trends, pricing, and property staging to maximize selling potential.
- Create and execute multi-channel marketing plans, including MLS listings, virtual tours, print ads, and social media campaigns.
- Manage all contract documentation and ensure compliance with local and state regulations.
- Coordinate with lenders, inspectors, attorneys, and escrow companies to facilitate smooth transactions.
- Maintain detailed records of all transactions, ensuring transparency and audit-readiness.

01/2024—Present

Short term rental co-host/manager

- Manage day-to-day operations for 2 short-term rental properties, including guest turnover, maintenance, and vendor coordination.
- Achieved over 60% occupancy rate year-round by optimizing listing visibility and dynamic pricing strategies.
- Coordinate cleaning, inspections, and maintenance schedules to ensure properties meet hospitality-grade standards.
- Maintain a 4.9-star average guest rating across platforms like Airbnb, Vrbo, and Booking.com through timely communication and exceptional service.
- Respond to guest inquiries and issues 24/7, resolving of issues within 24 hours, leading to increased positive reviews.
- Prepare monthly financial reports, tracking income, expenses, and profitability for property owners.

01/2018—08/2022

Airbnb Host

- Managed short term rental listing.
- Cleaned and prepared listing for fast and effective turnover.
- Managed guest questions and concerns.

EDUCATION/CERTIFICATIONS

03/2019

01/2020

Florida Real Estate License

Real Estate Negotiation Expert Certification