



HAWAI'I DEVELOPMENT GROUP

Seller's Guide



MEET *The Team*



Hawai'i Development Group was founded on the principles of integrity, honesty and commitment to excellence. Every transaction, no matter how big or small, is treated with the utmost care and attention to detail. Every member of the HDG team was born in Hawai'i and has extensive local knowledge that allows us to find the perfect location for your dream home. Our ties to the local community and government provides us with unique insights into the planning and future development of the island. We have a deep love and reverence for our communities and culture and believe in bringing the spirit of Aloha to everything we do. If you're searching for a company that will take care of you like family, you've found it. E komo mai, welcome home.

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Lailan Bento began her career within the governor's office, gaining unparalleled experience in understanding Hawai'i laws and regulations, while also establishing herself as a respected businesswoman. Currently working as a Real Estate Broker with EXP Realty, Lailan is widely known for her relentless drive, integrity, and expertise.

Her client's happiness and satisfaction is the foundation of her success, which shows in her exceptional record of going above and beyond for others. Lailan is incredibly proud of her Hawaiian home and heritage; her love of the island and its people shines through in her character, making her an exemplary model of the true spirit of Aloha.



Kelly Valenzuela is a local girl born and raised in Hawai'i and has extensive knowledge about the islands and all they have to offer. If you're looking for a Realtor that truly knows Hawai'i, from the culture to local district insights, look no further. Kelly takes pride in the quality of her relationships and work ethic, and ensures that all of her clients feel at home working with her.



Pukanala Llanes is a Hawai'i native with extensive knowledge of the local area. With over 17 years of Hawaiian hospitality experience she now applies those skills to assist her local community to achieve the ultimate goal of home ownership.

With a passion for helping others, her goal is to assist you in all your real estate needs and to ensure you're receiving the best possible service. She will walk you through the process ensuring that you feel comfortable every step of the way.

LISTING *Package*

- Order preliminary title from title company
- Prepare all the listing forms required by Hawaii MLS
- Hire and schedule professional photography
- Install sign and key box
- Create color filters to stock flier box
- Hold Open Houses at appropriate times
- Advertise the Open House of Facebook and Instagram
- Provide a "please remove shoes" sign and booties basket at the front.



- Get agent feedback on showings and report them to the seller
- Call seller with any updates weekly
- Present seller with all offers
- Advise seller on best option
- Negotiate with buyers on your behalf
- manage transaction to closing



KEY TERMS

Pre-Approval

Potential buyers provide a complete financial picture to mortgage brokers, who provide preliminary approval of the buyer's loan.

Appraiser

The lender will hire an appraiser to place a value on the property before approving your loan.

HOA Rules

A monthly maintenance fee paid by condo owners. Property taxes are not included in monthly condominium fees.

Earnest Money Deposit (EMD)

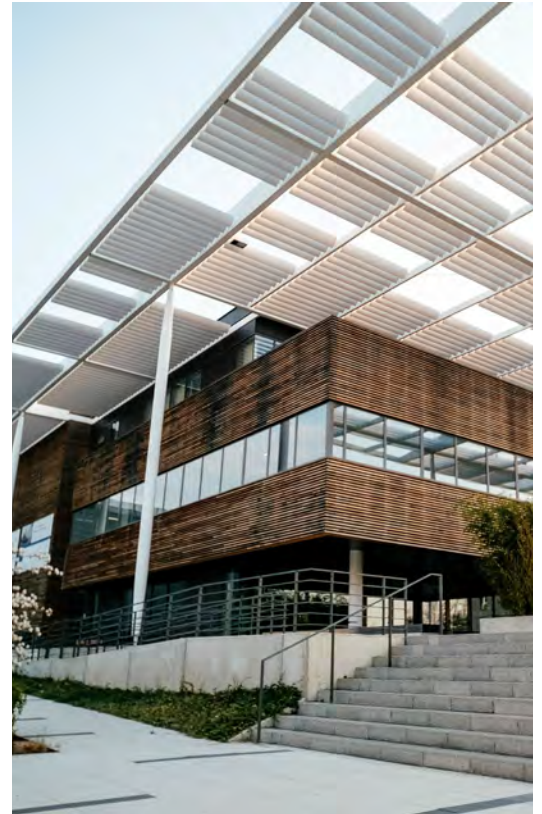
A deposit the buyer makes after their offer is accepted to show that they are serious about buying the property. Earnest money is put towards the purchase price upon completion of the deal.

Inspection

An expert conducts a formal interview of the property to find visible issues that need to be repaired. You can make your offer contingent on an inspection or conduct a pre-offer inspection to make your offer stronger.

Debt-to-Income Ratio

The percentage of an individual's monthly gross relative to the amount of debt owed.



YOUR TRANSACTION TIMELINE

Backed by a proven process, listings fewer days on market than the industry average. A swifter sale means a more seamless seller experience and greater value for you.

01

Pre-Market

Evaluate comparable homes
Analyze market trends
Competitively price
Discuss net proceeds

02

Prepare

Cleaning
De-cluttering
Staging
Photography

03

List

MLS and syndication
Signage and keybox

04

Market

Flier
Social Media posts

05

Show

Broker events
Open houses
Lead follow-up

06

Update

Client progress reports
Listings statistics
Price assessment

07

Negotiate

Review offers
Counteroffer
Acceptance

08

Escrow

Inspections
Repairs
Title
Appraisal

09

Close

Final walk through
Sign all Documents









WE'RE ON SOCIAL MEDIA

@hidevgroup

- Reach the influential
- Find hidden buyers
- Create Excitement



We can't wait to work with you!



HAWAI'I DEVELOPMENT GROUP

