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ON PROVIDING A LUXURY EXPERIENCE FOR OUR CLIENTS

WHEN YOU WORK WITH A LUXE OMNI AGENT YOU CAN EXPECT MORE.
TECHNOLOGY, KNOWLEDGE, PROFESSIONALISM, HONESTY, CARE, AND ADVICE YOU CAN TRUST.

Our Agents Care

WE ONLY PARTNER WITH AGENTS WHO HAVE YOUR BEST INTEREST IN MIND.

All Luxe Omni agents must adhere to our "Agent Pledge" which holds them to an amazingly high standard of service and care. They are the top professionals in the real estate field and are dedicated to making their client's experience the very best possible. At the conclusion of each closing or contract that doesn't make it to closing the clients receive a feedback form to fill out. Clients can also request a call about their experience from the owner of Luxe Omni. Feedback is carefully reviewed by staff, and agents who do not keep an excellent rating are subject to mandatory training. If we believe the agent hasn't acted in accordance with our standards and our client's best interest they are subject to release. We are obsessed with the client experience!

THANK YOU FOR EXPLORING HOW LUXE OMNI CAN ASSIST YOU.



TOP TIPS BEFORE

LISTING YOUR HOME FOR SALE

YOUR LUXE OMNI AGENT CAN ASSIST YOU WITH STAGING AND PREP ADVICE BEFORE YOU LIST YOUR HOME FOR SALE.

Clean & Declutter

DOES YOUR HOME NEED UPGRADES? HOLD OFF ON THESE UNTIL YOU TALK TO YOUR AGENT. THEY MAY ADVISE YOU TO SKIP THE REMODEL!

No matter what other changes you discuss with your agent to make before listing, these should be on your to-do list.

1. **Clean everything & make it sparkle.** This is extremely important and we can't stress it enough. Clean literally everything in your home. If you don't have time, your Luxe Omni agent can schedule a deep clean for you with one of our trusted vendors.
2. **Declutter.** Get rid of extra furniture, clothes, knick-knacks, & the like. Organize closets, drawers, & cabinets. You'll be moving soon anyway, just think of this as getting a head start.
3. **Light and bright.** Remove heavy drapes, clean windows (inside and out), use "soft white" bulbs with enough wattage to make every room bright. Cut back any shrubs from windows. Let the sun in!
4. **Fresh paint.** Fresh paint does wonders. It's not too expensive and you'll be thrilled with the return on your investment in the cost of painting. Ask your Luxe Omni agent for their on-trend color recommendations.
5. **Fix broken items.** Fix items that are within your budget. You'll give buyers little to nothing to fuss about and you'll be glad when the offers roll in. If you need a handyman, your Luxe Omni agent can help get this scheduled and also help you decide what's most important if you're on a tight budget.
6. **Landscaping.** Make sure your lawn is nicely manicured and flowerbeds are edged with fresh mulch. Consider sprucing up beds with some flowers or other perennials.

TIPS FOR A SMOOTH

PROCESS WHEN LISTING YOUR HOME

IN ORDER TO MAKE THE PROCESS THE BEST POSSIBLE, YOU'LL WANT TO CONSIDER THESE TIPS.

Communication is Key

YOU SHOULD EXPECT TO BE IN COMMUNICATION WITH YOUR AGENT AT LEAST ONCE PER WEEK WHILE YOUR HOME IS LISTED FOR SALE.

- 1. First impressions.** You may want to get your home on the market right away when you decide to sell which is understandable, but you only get one shot to wow the buyer. Be sure you give your agent time to get professional photos and prepare marketing materials. Once it's listed, be sure when you leave it show-ready with beds made, dishes put away, etc. Showing requests can come in without much notice, so it's best to be ready.
- 2. Pricing.** Your Luxe Omni agent can assist you in selecting the very best price for your home based on the current market conditions, the condition of your home, and your goals. Be sure you are making an educated choice about the price before you list. If you choose a price that isn't reasonable you may end up losing more than if you picked the right price from the beginning. This is a tale as old as time.
- 3. Availability.** Be sure to tell your agent if you will be unavailable during certain hours of the day for showings or communication. Also, if you will be going on vacation you'll want to let your agent know so if an offer comes in they can set the proper expectations with the buyer.
- 4. Keep lines of communication open.** Your agent will share feedback received from showings. Use this information to decide if adjustments should be made. Your agent is in your corner and there to assist you in making the right decision for your individual selling needs and goals.
- 5. Remove furry friends.** You love your pets but potential buyers may not. Insane, I know! Take Fido and Max with you for showings, or opt to keep them at a cozy pet retreat while showings take place. This also keeps them safe from being accidentally let out during showings.



TOP TIPS

WHEN

SELECTING AN OFFER

YOU'LL WANT TO BE SURE YOU PICK THE BEST OFFER FOR YOUR NEEDS AND FULLY UNDERSTAND ALL THE TERMS.

Consider More Than Price

YOUR LUXE OMNI AGENT CAN DISCUSS ALL THE OFFERS AND ASSIST YOU IN PICK THE BEST OFFER FOR YOUR SPECIFIC NEEDS.

1. **Financing.** There are many different loan types and different levels of qualifications for buyers. You may have two similar offers with 5% down vs 20% down. Sometimes having 20% down means you have a more qualified buyer and other times that just isn't the case. In addition, many times the actual loan officer working on the buyer's behalf can actually make a big impact. In many, but not all cases, working with a local trusted lender may be better than an unknown online lender. Your agent can help you with the specifics of each and help you make a good decision.
2. **Occupancy.** Another important consideration is occupancy after closing or the time frame in which the closing will take place. A higher net offer may have terms in it that limit your time in the home, other offers may offer occupancy after closing.
3. **Net Proceeds.** What you will put in your pocket at closing is certainly a huge consideration, but it isn't and shouldn't be the only one. There are many factors that come into play with an offer and some things aren't monetary such as closing date, contingencies (more on that next), items in your home the buyer is asking you to leave, and other possible concessions.
4. **Contingencies.** Many different contingencies will be considered here. Everything from inspections, appraisal, the buyer needing to sell their home before they purchase, financing, and many others. Your agent will assist you in sorting through all the pieces to select or counter the best offer for your home selling goals.

TIPS FOR A SMOOTH CLOSING

INSPECTIONS, APPRAISAL, TITLE WORK, UNDERWRITING ALL LAY
AHEAD AND CAUSE BUMPS IN THE ROAD

We'll Guide You Through

YOUR LUXE OMNI AGENT IS EXPERTLY TRAINED TO NAVIGATE THE OBSTACLES
THAT COULD BE AHEAD.

1. **Inspections.** There are many different ways inspections can be written in by the buyer as far as their timeline, what inspections they will get and what if anything they can ask to be repaired. You'll typically be best served to leave during the inspections so the buyers can have time with the inspector getting comfortable with the findings. They may then ask for repairs, based on your prior agreement at the time of the contract.
2. **Appraisal.** The appraisal is unfortunately another possible roadblock on the path of selling. Typically the appraisal is done within a couple of weeks of entering into a contract and takes anywhere from a couple of days to over a week to be completed after the appraiser comes out. There have been more "desktop" appraisals happening as well where the appraiser doesn't actually visit your home in person.
3. **Underwriting.** The lender took all the initial information from the buyer and the underwriter will be going through that information in detail and asking for any other information needed before they will be fully underwritten and approved for the loan.
4. **Title.** The title company will be verifying your current mortgages and liens on the property and obtaining letters of payoff. They will also be checking the auditor and legal records to ensure there are no issues with the transfer from your ownership to the new buyer.
5. **Closing.** Once everything is complete the closing can be scheduled!

READY TO GET STARTED?
CALL A LUXE OMNI AGENT TODAY!

