

ADD ON *Services*

PROFESSIONAL STAGING

*Included free for homes valued at \$375k or higher. After your free staging consultation (included in the full service package), should you decide to have your home staged, you can choose one of the following packages from Spotlight Staging Design:

Mini Staging Day starting at \$799

This is the most popular occupied staging service. A staging specialist will curate an accessory bundle (valued \$500+) to complement the homeowners current home furniture and decor. By focusing on the key areas of the home we will create a universally appealing home experience for buyers.

Full Staging Day starting at \$1499

This is for clients who desire the full service experience. You will receive up to 5 hours on-site with a staging specialist as well as 2 hours of professional moving help. \$1000+ in rental accessories, decor and minor furniture pieces will be brought in based on initial consultation recommendations.

Vacant Home Staging starting at \$1399

Includes all necessary furniture, artwork, accessories & rugs. Staging of the primary rooms: Living Room, Dining Room, Kitchen, Master Bedroom and Bath. 45-Day Initial Rental Period

HOME WARRANTY

Provide your buyers with peace of mind by purchasing one of the packages from Home Warranty of America. Packages range from \$400-\$700.

CLEANING SERVICES

Too stressed to get your home market ready, or too tired to clean up after you move out? Consider hiring our professional cleaner for \$250-\$300 a session.



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SPOTLIGHT STAGING AND DESIGN

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SELLER'S *Resource Guide*



Oak and Stone Real Estate

MENU

Of Listing Services

BROWSE THROUGH OUR FLEXIBLE COMMISSION SCHEDULE TO FIND THE RIGHT FIT FOR YOU!

FULL SERVICE LISTING: 6%

This six percent package is the "traditional" commission structure that most brokerages offer, with 3% going to the listing brokerage and 3% to the buyer's brokerage. However, please notice how much more is included in our six percent package vs other brokerages.

1 MARKETING PACKAGE

Our marketing package includes the following:

- Professional Photography and Videography
- Drone Photos and Floor Plans
- Paid advertising across all social media platforms
- A robust Counter Display
- Two rounds of direct mail advertising to the neighborhood.
- Open House
- Open House Invitations to all neighbors
- Access to the multiple listing service as well as all third party listing sites.
- Buyer's agent campaign to those with clients who favorite your home.

2 INSPECTION PACKAGE

A pre-listing inspection (to avoid surprises and cut down on potential costs) and city inspection (if necessary) included at no extra cost to you.

3 NEXT LEVEL PACKAGE *

Because we pride ourselves in giving you more than the traditional listing agent, we've included a few surprise bonuses:

- Three-night stay at a hotel or Airbnb of your choice during the opening weekend of your listing. **
- Professional staging consultation ***
- Brokerage transaction fee (\$395) waived



BASIC LISTING SERVICE: 5%

This five percent package is our discounted commission structure. Please notice, though, that our discounted structure is typically considered a full service package anywhere else. A full 3% commission is offered to the buyer's agent (with the listing agent earning 2%) in order to place your listing in front of as many eyes as possible.

1 MARKETING PACKAGE

Our marketing package is the same as the full service option:

- Professional Photography and Videography
- Drone Photos and Floor Plans
- Paid advertising across all social media platforms
- A robust Counter Display
- Two rounds of direct mail advertising to the neighborhood.
- Open House
- Open House Invitations to all neighbors
- Access to the multiple listing service as well as all third party listing sites.
- Buyer's agent campaign to those with clients who favorite your home.

2 INSPECTION PACKAGE

A pre-listing inspection (to avoid surprises and cut down on potential costs) **OR** a city inspection (if necessary) included at no extra cost to you, but not both.

LUCKY SELLER LISTING SERVICE: 3%

This commission structure will be activated should we find an agent-less buyer who wishes to remain unrepresented. Your listing services will include either the full service or basic service items, depending on which structure you choose at the time of signing. The commission will then be reduced to 3% should we find an unrepresented buyer.

SAVVY SELLER LISTING SERVICE: 1%

This commission structure is offered to sellers who have a friend or family member in mind who would like to purchase the home, and for those who would prefer to do a "for sale by owner" transaction but would still like the benefit of outsourcing all the paperwork and legalities to an agent. This option is a transaction coordinator option which includes paperwork only. Please note that if you are choosing to list as a FSBO and your potential buyer comes packaged with their own real estate agent, that agent will expect a 2-3% compensation, resulting in this service increasing to 3 or 4%.

Qualifiers

*Bullets 1 and 2 of the Next Level Package are only available for homes valued at \$140k or higher.

** \$600 value. If the home is vacant, a \$600 credit will be added at closing.

***Homes valued at \$375k or higher also receive a full staging package at no cost to you.

****Homes valued at less than \$60k will be charged a flat fee commission. TBD.

*****All packages include document preparation, offer review, negotiation, and third party communication.