



# SELLERS GUIDE

Taking You from Listed to Sold!

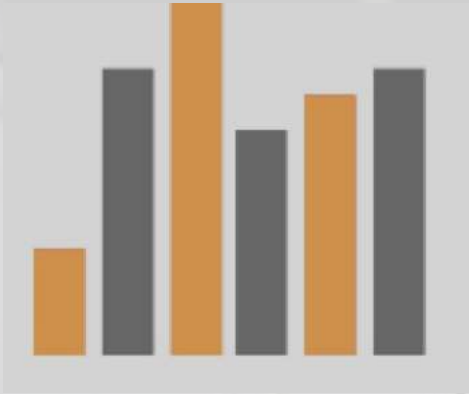
*Braylon Robinson*

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**SIMPLY VEGAS**  
REAL ESTATE MADE SIMPLE™

# BEST OF THE BEST



Simply is #3 on total volume with only 600 agents.

The top two companies have over 3000 agents combined and the 4th place company has over 800.

As you can see our brokerage attracts quality agents.

5000 transactions-2 billion on annual sales

CLIENT FOCUSED & RESULT DRIVEN

## OUR HISTORY

### THE STORY BEHIND THE BRAND

In the spring of 2010, a bombshell was dropped on Gavin Ernstone. The RE/MAX brokerage where he had worked for years had decided to change to another national brand with a 6% franchise fee. Gavin's first call was to John Gafford, who had recently left the same brokerage to buy a Keller Williams franchise, to see if he wanted to partner on a new RE/MAX. As he was already invested in Keller Williams, John declined. Gavin instead set out to open a new RE/MAX.

Just days before flying to Denver to finalize the deal, Gavin had a thought. He sent an email to his client base (the "Who's Who" of Las Vegas luxury home clients) asking one question, "How important is the brokerage brand name to our relationship?" The response changed everything. The majority of his clients didn't even know he worked with RE/MAX! He cancelled his flight with one thought in mind. "We are going to build a luxury full service firm with a 100% commission plan."

In April 2010, the first Simply Vegas opened in Summerlin. Meanwhile, John was busy at work at Keller Williams growing the company by leaps and bounds. By the end of 2011, the company had grown to two offices with nearly 200 agents. However, despite having all those agents, the profitability wasn't growing, and regardless of how hard John worked, the payoff just wasn't there.

Simply Vegas, on the other hand, seemed to be pulling in one top producer after another. John, after observing this with disbelief, asked Gavin out to lunch. Gavin said something that would change John's course. Gavin said "We run our business like a private club. We only accept the most productive agents we want to work with."

John immediately saw his mistake. By focusing on the quality of the agents, instead of the quantity of them, productivity could be much higher with much less effort. John immediately decided to sell his stake in his offices and buy into Simply Vegas.

In January 2012, all parties amicably agreed. Then, in February 2012, Simply Vegas Green Valley opened its doors. Since that time, Simply Vegas has slowly grown to almost 600 agents but, more importantly, ranks number three in total volume. Only Berkshire Hathaway, with 1300 agents, and Realty One, with over 1600 agents, have higher total listing volume. We are proud to say that we are the highest grossing boutique luxury firm in the state of Nevada.

# MEET YOUR AGENT

## BRAYLON ROBINSON



I'm a very dedicated real estate agent with a passion for helping clients find their dream homes and making meaningful investments in real estate. I bring years of experience as a seasoned realtor in the industry. With humility I focus on providing exceptional customer service and tailored solutions that fit each client's unique needs. Whether you're a first-time buyer, looking to downsize, or interested in investment opportunities, I'm here to assist you every step of the way. With a bachelor's degree in film post production and background in film project development. Your property description and criteria depiction. Theme is clearly scene and everything you envisioned. I believe that honest communication and trust are fundamental to a successful partnership. My goal is to ensure that your real estate experience is as smooth and enjoyable as possible. I take the time to understand your goals and will work diligently to achieve them. Let me leverage my extensive knowledge and commitment in making your real estate process seamless and successful

*Let's Connect*



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# FROM LISTED TO SOLD



# PRE-LISTING PREPARATION

- 1 Schedule a tour of your home with your agent.
- 2 Discuss any potential repairs, upgrades or staging to be completed before listing your home.
- 3 Establish an asking price based on the current market and comparable property listings.
- 4 Prepare your home to be photographed and put on the market.

# PRICING YOUR HOME TO SELL

The market value of your home is based on a combination of factors including:

- ✓ The Current Market
- ✓ Comparable Listings
- ✓ Location
- ✓ Neighborhood
- ✓ Age of the Home
- ✓ Condition of the Home
- ✓ Improvements



Pricing strategy plays a key role in the home selling process, and can mean the difference between selling right away or sitting on the market for months.



It's important to understand that the amount you want for your home may not be a realistic price for the market, and the amount of money you have spent on it does not determine the market value.

# FAIR MARKET VALUE

*A home that is priced at a fair market value will attract more buyers, and is more likely to get multiple offers and sell faster.*





# 7 EASY CURB APPEAL TIPS THAT WILL MAKE BUYERS FALL IN LOVE

## 1 FRESH COAT OF PAINT ON THE FRONT DOOR

Make a great first impression of your home with a freshly painted front door. Evaluate the condition of your home's exterior paint as well as the front steps, patio and railings. A fresh coat of paint can make all the difference!

## 2 ADD FLOWERS TO THE FRONT PORCH

Sometimes the simplest things can make the biggest difference. New planters on the front porch filled with beautiful, vibrant flowers will make your home appear more inviting, warm and welcoming.

## 3 PRESSURE WASH THE DRIVEWAY

While a dirty, oil stained driveway gives the impression of a home that may need some work, a pressure washed driveway and walkway presents a clean, well maintained home.

## 4 UPDATE EXTERIOR LIGHT FIXTURES

Replace faded, builder grade exterior lighting with new, up to date fixtures. Shiny new fixtures will brighten up your home at night, and look clean and polished during the day. Evaluate the front door handle and lockset as well.

## 5 KEEP THE LAWN & GARDEN TIDY

An abandoned looking yard makes buyers think the home might be neglected, but a freshly cut lawn and well manicured gardens shows a well cared for home. Be ready for showings by staying on top of lawn mowing.

## 6 ADD OR REPLACE HOUSE NUMBERS

Clear, crisp numbers that can be seen from the street make your home easier to find as well as giving the overall appearance a little boost. You may also want to evaluate the condition of your mailbox.

## 7 ADD A WELCOME MAT

Add a brand new welcome mat to greet buyers as they walk through the front door. Even the smallest details like these can make a home feel more inviting.

# PHOTOS & SHOWINGS CHECKLIST

## THINGS YOU CAN DO AHEAD OF TIME

### INSIDE

- Clear off all flat surfaces - less is more. Put away papers and misc. items.
- Depersonalize: take down family photos and put away personal items.
- Clear off the refrigerator: remove all magnets, photos and papers.
- Replace burnt out light bulbs and dust all light fixtures.
- Deep clean the entire house.
- Touch up paint on walls, trim and doors.

### OUTSIDE

- Increase curb appeal: remove all yard clutter and plant colorful flowers.
- Trim bushes and clean up flower beds.
- Pressure wash walkways and driveway.
- Add a welcome mat to the front door.

### PRO TIP

Don't be tempted to shove things inside closets! Curious buyers look in there too.

## ON THE DAY OF PHOTOGRAPHY OR SHOWINGS

### KITCHEN

- Clear off countertops, removing as many items as possible.
- Put away dishes, place sponges and cleaning items underneath the sink.
- Hang dish towels neatly and remove rugs, potholders, trivets, etc.

### BATHROOMS

- Remove personal items from counters, showers and tub areas.
- Move cleaning items, plungers and trash cans out of sight.
- Close toilet lids, remove rugs and hang towels neatly.

### IN GENERAL

- House should be very clean and looking it's best.
- Lawn should be freshly mowed and edged.
- Move pet dishes, toys and kennels out of sight.
- Make beds, put away clothing, toys and valuables.
- Turn on all lights and turn off ceiling fans.

### PRO TIP

Before a showing, make sure there are not any lingering cooking aromas, pet odors, or other strong smells. This can be a deal breaker to some buyers.

# TOP 5 WAYS TO PREP YOUR HOME TO SELL FAST

## 1 START WITH THE RIGHT PRICE

Homes that are priced strategically from the beginning are much more likely to sell faster than those that are priced too high for the market. Comparing similar homes in your area that have sold and that are currently for sale will help determine a fair market price to list your home.

## 2 DEPERSONALIZE & MINIMALIZE

To make your home feel more spacious, try to minimize as much of your belongings as possible. No clutter around the house lets buyers see your house and not your things. They need to be able to picture your home as their own, so put away the family photographs. Evaluate what you can potentially live without for the next several months and start packing. It all needs to be packed anyway, so you might as well get a head start!

## 3 CLEAN, CLEAN & THEN CLEAN SOME MORE

Everyone loves a clean home, so clean yours like you've never cleaned before! Show your home at its best with a spotless kitchen, super clean bathrooms, and shiny floors. You don't have to live like a clean freak forever, but buyers are sure to appreciate your efforts!

## 4 MAKE HOME MAINTENANCE A PRIORITY

Preparing to sell often requires putting some money and work into your home. When buyers see repairs that need to be done, they start looking for what else could be wrong with the house. This could cost you thousands off your asking price or even risk losing the sale. Being proactive and completing home repairs before listing will help selling go smoother and quicker. You can even have a pre-listing inspection done if you want to avoid the possibility of surprises later on.

## 5 BE READY & WILLING TO SHOW

Showing your home is an important part of the selling process, and being accommodating to showing requests will increase the likelihood of finding a buyer. Keep your home as "show ready" as possible at all times so that you can quickly tidy up on short notice and leave your home (taking your pets with you) before the potential buyers arrive.

# LISTING & MARKETING

*When we list your home, your listing will receive maximum exposure using our extensive marketing techniques.*



# LISTING YOUR HOME



## MLS LISTING

Your home will be put on the MLS where it can be seen by other real estate agents who are searching for homes for their buyers. Your listing will also be posted on websites like Zillow and Realtor.com where potential buyers will be able to find your home.



## SIGNAGE

A For Sale sign will be placed out in front of your home, as well as Open House signs before an open house takes place.



## LOCK BOX & SHOWINGS

A lock box will be put on your door once your home is on the market. It's best for sellers not to be present at the time of showings, and a lock box allows agents who schedule showings to access your home with interested buyers.



## OPEN HOUSE

An open house will be strategically scheduled to attract attention to your home. Open houses are a great way to generate interest and get more potential buyers to see your home.



## VIRTUAL TOUR

We will create a virtual walkthrough to give your listing an advantage over other listings by allowing buyers to see your home in more detail online.

# FACTORS TO CONSIDER

Accepting the highest price offer may seem like the logical choice, but there are many factors to consider when reviewing an offer and knowing your options lets you come up with a plan that works best for you.

## CASH OFFER

Some sellers accept a lower priced cash offer over a higher priced loan offer because there are typically less issues that come up, like for example a loan falling through. Consider your timeline and finances to evaluate if it is worth accepting a lower offer for a faster closing and often a much simpler process.

## CLOSING DATE

Some buyers may be looking to move in as soon as possible, while others may need more time in order to sell their own house. You may be able to select an offer based on a timeframe that works best for you, or you might have to be more flexible in order to close the deal.

## CLOSING COSTS

Closing costs fall under the buyer's list of expenses, but buyers may ask the seller to pay for a portion, or all of this expense, as part of the sale negotiation.

## CONTINGENCY CLAUSES

A contingency clause is a qualifying factor that has to be met in order for the buyer to move forward with the sale. Contingency clauses often include details of financing, inspections and home sales, and the terms can be negotiated between the parties. The contingency allows the buyer to back out of the contract without penalty if the terms are not met.

# UNDER CONTRACT

*Once you and the buyer have agreed on terms, a sales agreement is signed and your home is officially under contract.*



# STEPS BEFORE CLOSING

## INSPECTION

Property inspections are done to make sure that the home is in the condition for which it appears. If the property inspector finds any issues, the buyer can decide if they want to back out of the contract or renegotiate the terms of the sale.

## POSSIBLE REPAIR REQUESTS

After an inspection, buyers may have repairs they would like completed before purchasing your home. Typically there is room for negotiation, but some of these items can be deal breakers. It is necessary for both parties to come to an agreement on what will be repaired and what will not, and if there will be a price deduction in order to accommodate for the repairs.

## APPRAISAL

If the buyer is applying for a loan, the bank will request an appraisal to confirm that the home is worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property.

## FINAL WALK THROUGH

Before a buyer signs the closing paperwork, they will come to the home to do a final walk through. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.

# CLOSING DAY



## CLOSING EXPENSES FOR SELLERS CAN INCLUDE:

- › Title insurance policy
- › Home warranty
- › Real estate agent commissions
- › Recording fees
- › Property taxes (split with buyer)
- › Remaining balance on mortgage
- › Any unpaid assessments, penalties or claims against your property

## ITEMS TO BRING TO CLOSING:

- ✓ Government Issued Photo ID
- ✓ House Keys
- ✓ Garage Openers
- ✓ Mailbox Keys



# SUCCESS STORIES

“

Braylon did a great job finding property for me. I was very pleased with the entire process. He was able to find the exact property i was looking for in the area i requested. He was also able to negotiate a favorable price on the property i purchased. There was some issues with the property that Braylon was able to work out with the selling agent , which dealing with a third party can be difficult. The whole buying process took less than 30 days due to the fact it was a cash purchase. Title and Escrow went smooth except for me not being able to wire money on time. Bralon was able to change the paper work the next day so I could fund the property. Braylon is very accessible, knowledgeable, and always have a positive attitude. This was one of the easiest purchases I've ever made . Thanks again Braylon

- *Starwilli112*



”



“

Braylon was terrific. He understood exactly what I was looking for and I bought the second home he showed me. He was very helpful through the closing and was available even after I moved into my new home.

- *Arlene Lampert*



”

“

Braylon did an awesome job assisting us finding house. He has a lot of patience. He catered us to what exactly what we are looking for. Everyday, he will get in touch to schedule a house viewing.

- *Vilmaafante*



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# A LUXURY ESCROW EXPERIENCE

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As the sister company to Simply Vegas, Clear Title has been delivering exceptional luxury service since 2015, meeting the high expectations of our elite clientele. When closing a transaction through Clear Title, you can expect a true white-glove experience.





## Why Title Insurance?

### Title Insurance Covers Things Like...

A defect in title caused by forgery, fraud, undue influence, duress or incompetency

A defect in title caused by undisclosed error mortgage or other liens

No right of access to and from the land

A defect in title caused by improper execution of documents

A defect in title caused by documents not being properly filed, recorded or indexed in the Public Records

### Homeowners Insurance Covers Things Like...

Damage to the contents of your home

Theft of personal property in your home

Living expenses if your home is uninhabitable

Damage to your home caused by fire, hail, windstorm and vandalism

Personal liability for bodily injury or accidents to guests in your home

Structural damage to your home or detached structures

## The Choice Is Clear

### Green Valley

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Henderson, NV 89012  
(702) 844-4177

### Summerlin

3030 S. Durango  
Las Vegas, NV 89117  
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List with confidence

