

Selling Your Home



**my strategy to getting
your home sold fast**



"Aaron was calm and reassuring throughout the whole process which put us at ease, even when things felt so stressful. He always had a smile, a great attitude and was very understanding of our needs."

- A. CHUNG



welcome

I am excited to guide you through this journey!

Treating customers like family is both a guiding principle and a way of life for this award-winning real estate agent. Born and raised on O`ahu, Hawai`i, he attributes the island's diverse cultural influence to his success. Currently raising three successful teenage daughters has been the greatest accomplishment of his life thus far. His ability to provide his customers with the same care, concern, and focus on success that he provides his family is something Aaron strives for.

Aaron's dedication to becoming a well-rounded member of the real estate community and his love for the real estate industry found him involved with the Honolulu Board of Realtors. He has held various positions since 2007 including Metro Regional Director, Director-At-Large, and is currently the HBR Secretary. His continual commitment to excellence earned him the Certified Residential Specialist (CRS) designation of which only 3% of the Nation's Realtors hold. He is a member of the Residential Real Estate Council's Hawaii Chapter leadership team and is the President-Elect for 2025 and 2026. Aaron has also graduated from the Hawaii Association of Realtors' Leadership Academy in 2022.

Aaron Tangonan

*President, REALTOR-ASSOCIATE®, CRS
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MEET THE TEAM

We are family! We have combined our love of real estate to create a powerful team that allows us to serve our clients better. We have an intimate knowledge of this incredible city and all its unique neighborhoods. Our commitment to each other translates to our commitment to our clients: creating the best possible experience with integrity, putting our clients first and always remaining solution focused. Real estate has changed our family's lives in so many incredible ways and we know it has the power to do the same for you.



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Our *commitment* to you

DEDICATED SERVICE



From the day you place your trust in us as your selected Realtor®, we pledge to you to provide the quality of service that you deserve. You will receive the highest standards of professional and personal service from our team.

HANDLING HARD CONVERSATIONS



When repairs or changes in price need to be made (whether a buyer or a seller), we will be your guide through that process. We handle negotiating repairs, scheduling needed inspections and/or repairs, and any hard conversations so you don't have to.

ON YOUR SIDE



A Realtor® will represent your best interests, you are my #1 priority. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, we will make sure we calculate all benefits, and decide the price accordingly.

SUSTAINED COMMUNICATION



We will discuss with you exactly how our team works and what you can expect. We will communicate regularly and you'll know everything that's going on as soon as we know it.

PROBLEM SOLVER



We will work hard to protect all of your interests and take on any issues that may arise throughout the process. Hopefully making the process as fun and stress-free as possible.

MARKET STATISTICS

2024 YTD HOME SALES

SINGLE-FAMILY: 150

CONDOMINIUM: 95

MEDIAN HOME PRICE

SINGLE-FAMILY: \$450K

CONDOMINIUM: \$235K

MEDIAN DAYS ON MARKET

SINGLE-FAMILY: 6

CONDOMINIUM: 10

AVERAGE # OF OFFERS

SINGLE-FAMILY: 6

CONDOMINIUM: 2

LIST TO SALE PRICE %

SINGLE-FAMILY: 102%

CONDOMINIUM: 99%

four stages of home selling

STAGE 1: PRELISTING

Schedule an appointment

Meet with Staging Consultant

Discuss the best strategy for selling

Property evaluation

Complete market analysis

Establish sales price

Executed listing agreement

STAGE 2: ACTIVE ON MARKET

Showings started

Curb appeal kept up

House is kept ready to show

Showing feedback shared

Open House held

Neighborhood door knocked

STAGE 3: PREP FOR MARKET

Marketing campaign started

Professional photography taken

Signs installed

Submitted to MLS

Showing times selected

Property brochure delivered

Direct mail campaign launched

E-mail campaigns started

Open house scheduled

STAGE 4: OFFER & CLOSING

Offer(s) received

Offer(s) negotiated

Offer accepted

Back-up offer(s) accepted

Inspections & disclosures completed

Appraisal completed

Contingencies removed

Property closes

Refer friends to us!

STAGE ONE

prelisting





\$235,000

ESTIMATED VALUE

\$123

PER SQUARE FOOT

2,542

SQ FT LIVING AREA

.31

ACRES/LOT SIZE

1972

YEAR BUILT

YOUR CURRENT HOME

2698 KESSLER DR CITY, ST 55555

PROPERTY TYPE

SINGLE FAMILY

BEDROOMS

4

BATHROOMS

2.5

BASEMENT

985 SQ FT

GARAGE

3 SPACES

OF STORIES

1

pricing to sell fast & for more money

You may have heard that there is very little housing inventory right now. This means that prices for homes have gone up. As a seller, this is excellent news! The timing is perfect for you to get the most return on your investment in your home.

Even in today's hot market, there are still homes that sit, waiting for an offer for months and months. This time spent on MLS means that you're still making your mortgage payments, and you're still not getting equity out of your home.

Even worse is what buyers and buyer agents think about homes stale homes that have been on the market for too long. Remember how important first impressions are? The first impression a buyer gets about a home that has been on the market longer than average is this:

**"SOMETHING MUST
BE WRONG WITH
THAT HOME."**

That thought will scare away many buyers, and it will prompt the ones who remain interested to attempt to lowball you.

But why are those homes still on the market in the first place? It's because they are often priced "out of the market."



STAGE TWO

preparation



OUR EIGHT STEPS

MARKET PREPARATION

STAGING

PHOTOGRAPHY

ONLINE MARKETING BLAST

SOCIAL MEDIA

OPEN HOUSES

PRINT MARKETING

ACTIVE PHONE WORK

preparing your home

FIRST IMPRESSIONS

Just as first impressions are important when meeting people, they can also make or break a home sale. When potential buyers walk into your house, they will start to evaluate everything they see. Their impression will ultimately determine how much they're willing to offer on the property...or even if they'll be interested in buying it at all.

CLEANLINESS

You wouldn't want your mother to come over when your house was dirty, would you? And you're not even trying to get her to shell out thousands of dollars for the place!

Buyers are easily distracted, and they will tend to focus on the negatives instead of the positives of each home they tour. Each dish left in the sink or dust bunny in the corner is going to detract from the perceived value of your home, which means a lower offer amount and more time on the market for you.

REPAIRS

There are several reasons to complete repairs on your home before you put it on the market. Ultimately, buyers will pay more for a home to avoid the work of fixing it, and they will pay faster.

Moreover, any money you invest into repairs before you list — when you have time to price-shop and to use a little bit of elbow grease — will be far less than the quote from the home inspector or the concessions the buyers will want.

The good news is that most repairs are merely cosmetic and relatively inexpensive. Think of the things on your to-do list: that leaky faucet and the cracked bathroom tile were bothering you when you lived in the house, and they're going to bother the new owners too.

preparing your home

We advise on decluttering, making repairs/alterations that will help you gain financially. As well as show the home in its best possible form. Remember... First Impressions Last a Lifetime Spacious: Rooms should appear spacious. Store any unnecessary pieces of furniture to allow for easy movement around the room and throughout the house.

INTERIOR

Wash all windows and
mirrors

remove all pet-related
items and food

Take personal items off
the walls

All laundry is either put
away or hidden

Take all trash out

Move all sensitive
paperwork and
medication to a secure
area

EXTERIOR

Wash all windows and
clean screens

Touch up paint

Move any extra
vehicles from the
driveway

display seasonal
flowers and
landscaping

weed any flower beds

Clean front porch and
secure any loose
handrails



staging your home

Staging makes your house look and feel like a model home. It's the process of simplifying, rearranging furniture, adding decorative elements, and depersonalizing a home to maximize its appeal to buyers. The whole point of staging your house is to make it easy for prospective home buyers to envision themselves living in your home. To be successful, there are a few things you need to understand about what characteristics of a house are universally appealing to homebuyers.

81%

of buyers' agents said staging a home made it easier for a buyer to visualize the property as a future home.

20%

of sellers' agents reported an increase of one percent to five percent of the dollar value offered by buyers.

58%

of buyers' agents cited that home staging had an effect on most buyers' view of the home most of the time

PROS OF STAGING

- + Staging makes the listing photos look phenomenal, attracting more buyers into the home
- + Staging allows buyers to envision themselves living in your home
- + Staging has been proven to get a higher price in a shorter time

CONS OF STAGING

- Staging can take time to set up and take down after selling
- Staging can be costly when hiring a professional stager company
- If done poorly, staging may not be in the buyers' taste

professional photography

Over 95% of home buyers start their search online, so professional photography is imperative to selling a home! We hire a professional to come to take the best pictures and they are all completely edited to make sure your home is shown perfectly!



HOMES WITH PROFESSIONAL PHOTOGRAPHY...

Get 61% more views than those without them.

Close between \$934 and \$116,076 higher than comparable listings with low-quality photography.

Sold 32% faster, spending 89 days on market compared to 123 days for other homes.

OUR ONLINE

marketing blitz

HiCentral.com

Realtor.com

Trulia.com

Zillow.com

Targeted Online Campaign

Targeted Email Campaign

Google

Social Media Post

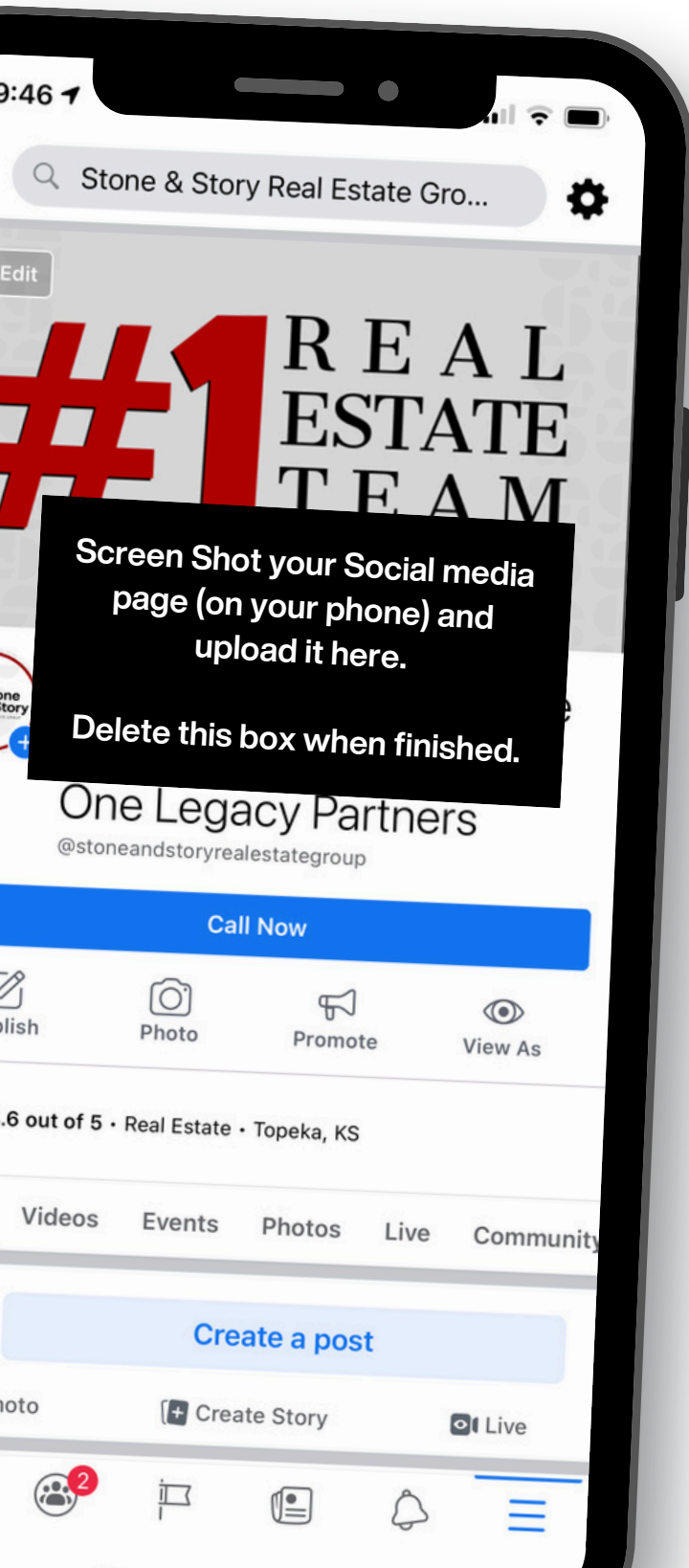
Homefinder

Homes.com

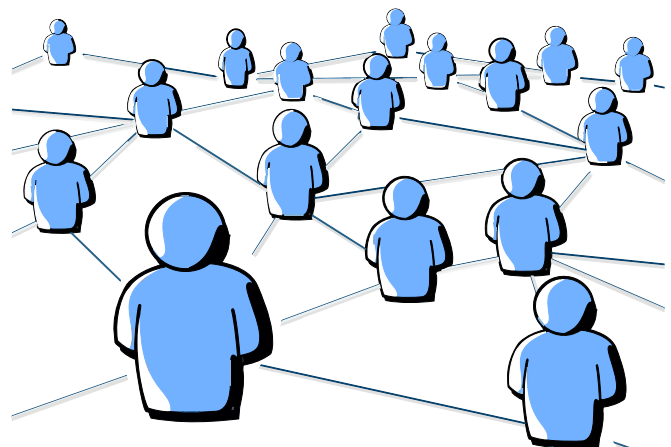
+Many More!

our social media strategy

We train constantly on the ever changing algorithms of the different social media platforms. We pride ourselves in being the #1 real estate page in our area based on followers and interaction.



- An average user spends 2 hours and 24 minutes per day on **social media** in 2022.
- 50.1% of the time spent on mobile is done using **social media** apps in 2022.
- **Facebook** is the most popular, costing people an average of 2 hours and 24 minutes each day.
- **Youtube** takes an average of 40 minutes per day.
- Users spend an average of 50 minutes per day on **TikTok** in 2022.
- **Instagram** users are spending an average of 28 minutes on the platform daily in 2022.
- **Pinterest** users take it slow and scroll through ideas for only 14.2 minutes every day.



Beachside Realty, LLC



open houses

A lot of buyers like to look at a home without any pressure. This is what we call the "two step" buyer. Most the time they start the process by going to the open house first then follow up with a tour by their real estate agent.

how I prepare

- Posted on all major websites including Zillow, Trulia, and the local MLS
- Several signs strategically placed around your neighborhood
- Neighborhood invitations mailed to the area
- Posted on our social media accounts
- Social Media Ads
- Email Newsletter Blast

print marketing

It is no longer acceptable for your real estate agent to just print and hand out the MLS stat sheet. Here are our top 3 marketing pieces we have printed with each listing.

01

**Custom
Property
Flyer**



02

**3-Part
Custom
Postcard
Campaign**



03

**Custom Email
campaign to top
Realtors and
client list**



follow-up marketing

According to a study done by MIT, the odds of contacting a lead more than 5 minutes versus 30 minutes drops 100 times. From 5 to 10 minutes the odds decrease by 5 times. Is there any wonder why the average single agent misses so many opportunities to convert buyer leads for their seller?

Our team is trained and prepared to follow up immediately.

STAGE THREE

market activity



last-minute showing checklist

Secure valuables (tech devices such as laptops, tablets, phones), bills, spare keys to the house and prescription drugs

Have all counter tops cleaned off. Remove countertop appliances such as toasters or coffee makers.

Keys and personal items should be stored away.

Declutter / put away everyday items: dishes, mail, shoes, coats, kids' toys, sporting equipment, etc.

Take 15 minutes and organize / purge your fridge - because a buyer WILL look!

Make sure the thermostat is set appropriately for the weather and make the home comfortable for showings.

Play soft music

Turn on all of the lights

Organize toys or store them while your home is on the Market

Less is more. Remove excess furniture if possible.

Walkways to and from the home should be clean and clear.

Make all of the beds.

Take the trash out and consider hiding garbage cans.

Minimize family photos

Do a thorough cleaning - even if you have to hire a cleaning service

Improve curb appeal: Mow the lawn and trim back overgrown shrubbery

Make the bathrooms shine: Toilet seats down, clean mirrors and other glass surfaces.

Put fresh flowers or flowering plants on the dining room table

Offer snacks and water

Take all the magnets and pictures off the refrigerator.

Open the windows - buyers love lots of natural light.

Replace light bulbs that are burnt out. The better the lighting, the better the results.

Hide feeding bowls, litter boxes, dog beds, etc.

Do a final dusting, sweeping and vacuuming just before the open house or showing.



SHOWING YOUR HOME

STEP ONE

A SHOWING HAS
BEEN REQUESTED

STEP TWO

YOU APPROVE OR
DISAPPROVE

STEP THREE

HOME IS PREPARED
FOR THE SHOWING

STEP FOUR

YOU LEAVE AND THE
SHOWING IS COMPLETED

STEP FIVE

FEEDBACK IS
RECEIVED

STEP SIX

REVIEW FEEDBACK
OR OFFER

common showing mistakes

Not accommodating showings: Sure, showings can be a pain to prepare for, and they can be scheduled last minute, but it's in your best interest to be flexible with your potential buyer's schedule whenever possible. They're usually looking at multiple homes in a day, and they may not circle back to see your home again if it's not available when they ask to see it.

Attending your own showing: It's considered a faux pas for sellers to be present during showings at their homes, as it can make buyers feel uncomfortable.

If you're selling your home on your own, without the help of an agent, consider using a lockbox for showings.

If you're a for-sale-by-owner (FSBO) seller and you have to host the showing yourself, don't hover. Let visitors explore your house on their own, and just be available to answer questions.

Taking feedback personally: It can be hard to hear criticism about your home, but it can be helpful. For example, if you find out a buyer said the carpets looked dirty, you can clean them before the next showing.



showing feedback

When you're selling your house and have taken time to clean, pick up, and clear all your counters so a buyer can tour your home – you probably want to know what they thought about your house, right? Actually, you probably want them to make an offer! But, if they don't make an offer, it's common for sellers to want to know WHY.

The “why” is called buyer feedback. And, sometimes it can be confusing. Interpreting buyer feedback can be a difficult task. It's common practice on my team to ask the agent that showed the property what the buyer thought. We pass that information on to you to satisfy your curiosity. And here's a list of some helpful ways to interpret that feedback:

WHAT THEY SAY	WHAT THEY MEAN
“The appliances are old and they're just not sure.”	The buyer is afraid of major expenses down the road. So, for the price your house is listed at - they fear it's going to cost too much money later and not be worth it.
“They were hoping for an open floor plan.” “The floor plan wasn't right for them.” “They thought the rooms would be bigger.” “The rooms are smaller than they thought.” “They were surprised at the (insert name of something not shown in photos).” “It was our first time out and they're just getting started.”	Is it possible your photos are hiding something obvious that people won't like? Re-shoot the pics. Sometimes pictures are deceiving in that rooms look bigger than they are. And, sometimes photos don't show how awesome a house truly is. Or, maybe they didn't look at the photos very closely at all and it's not your pics at all. Either way, they're probably disappointed with the reality for whatever reason and not going to make an offer because it's just not what they want.
“It smelled funny.” “The pet odor was strong.”	You need to clean, throw away air fresheners, and/or remove odor. It's amazing how much more a clean/fresh-smelling home will sell for vs. one that hasn't been prepared as well.
“More work than they expected.” “Too much wallpaper.”	They might need to see more homes to understand the value but at the moment they're not excited enough about your house to make an offer.

WHAT THEY SAY	WHAT THEY MEAN
<p>"The showing went well."</p> <p>"It's a lovely home, thank the sellers for us."</p>	<p>Who knows what that means but more than likely if it's not followed with an offer it means they're not interested.</p>
<p>"The street was really busy."</p> <p>"Didn't like the apartments behind the house."</p> <p>"It's too close to the freeway"</p>	<p>Sometimes the location of a house can really surprise a buyer (and sometimes the agent!) when they pull up to the house. For example, if your address is on a side street but the interstate is in your backyard. It's better to confront those issues in the listing than surprise people at the showing.</p>

These are just a few examples of feedback we see – and give.

Ultimately, when someone gives you feedback, good or bad, but it's not followed with an offer – the feedback means the buyer didn't see the value in your house for the listing price.

But, that doesn't necessarily mean that you're priced too high. (Although, it might mean that.)

Really, it's all about VALUE.

As your listing agent, I use buyer feedback to understand where buyers are at value-wise. Feedback always tells a story. There are 3 reasons your house won't sell:

LOCATION CONDITION PRICE

You can't change the location. So, if you live on a busy street or have apartments right next to your house, you can expect people to not love that.

You can change the condition. But, maybe you don't want to. Because if buyers are commenting that they think the house is too much work – you have a value problem. You can remedy the issues that are causing the issue (remove wallpaper, paint, update, etc) or you can adjust the price.

And, if your location is great and the condition is great but people still aren't buying your house? Well, that could be a number of things. But, the odds are good that it's a value problem and the market is rejecting your listing price. That's easy enough to fix – adjust the price.



WHAT TO DO WITH pets during a showing

Most people love dogs, cats, and other household animals – but like most things, there is a time and place for everything. Unfortunately, having pets when selling a home can cause major issues and affect your bottom line. If you are an animal lover, we know this can be a bitter pill to swallow, but read on.... Here is what to do with pets when selling a home.

WHY DO PETS NEED TO GO...

Whether your home is being held open or having a showing, below are just some reasons why pets need to be removed from your home during these times.

FEAR & NERVES

It may seem hard to believe, but the fear of cats and dogs is the most common animal fear. While many people may not outright fear pets, they are not comfortable around them. We have seen clients refuse to go into homes that have pets. Of course, when selling, the goal is to get as many people through your door as possible to expand the field of interest.

UNPREDICTABILITY

Very often, we hear, “my cat is so nice” and “my dog doesn’t bark.” Well, we have had that “nice” cat attack potential buyers and draw blood, and that “non-barking” dog get so territorial it barks, growls, and scares buyers and agents — so much they have to leave. You very well might have the most well-mannered pet(s), but you never know how they will react to strangers coming into your home (nor do you know how a stranger will treat your pet).

WHAT TO DO WITH PETS WHEN SELLING A HOME

Here are some ways our clients have resolved the issue of pets:

1. Leave them with family or friends while your home is on the market
2. Board them for a specific amount of time
3. Take them to work with you for the day (if this is an option).
4. Hire a dog walker to remove them for showings
5. Ask a close neighbor to take your pet during showings
6. Completely move out of your home and take them with you

STAGE FOUR

under contract & closing



A hand holding a white pen is positioned over a laptop keyboard. The laptop is silver and the keyboard is black with white lettering. The hand is wearing a brown sleeve. The background is a light-colored surface.

NEGOTIATING

THE OFFER

Did you know there are three separate times to negotiate in the purchase contract? The first is when we negotiate price and terms when the offer is first submitted. Second, there is an opportunity to negotiate during the buyer's inspection contingency. Last, during the buyers' appraisal contingency. It is essential that you have an experienced, knowledgeable professional working on your behalf during this process. Members of our team are negotiation experts, and we will use our expertise to work for you. Whom you choose to represent you matters.

THE OFFER

Once you receive an offer there are still several items that have to be handled properly. Making sure you properly disclose and obey all the terms of the contract are just a few of the important items. When we have an accepted contract, the escrow process begins. We help you every step of the way.

THE OFFER

PROCESS

BUYER'S AGENT

SELLER'S AGENT

Write Initial Offer and
submit to Seller's Agent



Initial Offer is reviewed,
seller can either:

Congrats you're under
contract



ACCEPT THE OFFER
or

Counter Offer is reviewed,
buyer can either:



DECLINE THE OFFER &
Counter with new terms

R E P E A T

You can negotiate back and forth as many times
as needed until you reach an agreement or
someone chooses to walk away.

ACCEPT THE OFFER

ACCEPT THE OFFER



**CONGRATS YOU'RE
UNDER CONTRACT**

final steps

ORDER THE INSPECTIONS

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide the buyer with a list of findings.

ORDER THE APPRAISAL

The buyer's lender will arrange for a third-party appraiser to provide an independent estimate of the value of the house. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

NEGOTIATE FINAL OFFER

Issues could arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. The buyer could ask for credit for the work that needs to be done.
2. Think “big picture” and don’t sweat the small stuff. A tile that needs some caulking or a leaky faucet can easily be fixed. We have a list of licensed professionals that can help with any repairs.
3. Keep your poker face. The buyer's agent will be present during inspections and revealing your emotions or getting defensive could result in more difficult negotiations.





DISCLOSURES

In our state, the law requires the seller to disclose certain information to prospective buyers. The disclosures are designed to let buyers make informed decisions about purchasing a property. If a seller fails to disclose the appropriate information, the penalties can be severe.



INSPECTIONS

It is important to understand the contingencies in the offers that are received. In our state, there is no default inspection period so this time frame to complete all inspections is negotiated between the buyer and seller. It is important that you understand what your obligations and options are during this period and that your agent stays on top of the deadlines in the contract.



FINANCING/ APPRAISALS

It is important that your agent is skilled in helping you review offers and to make sure the buyers that have offered have been fully underwritten and are fully approved to avoid potential issues during this process.



CLOSING

Our goal is to help and coach you through the entire transaction, and beyond. We understand that this is a process you only do a few times in your life, so we are here to guide you through every step of the way. We want to earn the role as your Real Estate Professional for LIFE...not just the single transaction.

SCHEDULING YOUR MOVE

BEFORE CLOSING

- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like.
- Donate or sell items that are in good condition.
- Get copies of medical records and store them with your other important documents
- Create an inventory of anything valuable that you plan to move
 - Get estimates from moving companies

4 WEEKS TO MOVE

- Give 30 days' notice if you are currently renting
- Schedule movers/moving truck
 - Buy/find packing materials
 - Start packing

2 WEEKS TO MOVE

- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
 - Keep on packing

1 WEEK TO MOVE

- Obtain a certified check for closing
- Complete final walkthrough
 - Finish packing
 - Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number

DAY OF CLOSING

CLOSING DAY

Closing is when ownership transfers to the buyer and you hand over the keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete. In Hawaii, we have a 4 day process starting from the day you sign your closing documents to the actual day you hand over your keys.

FINAL WALK - THROUGH

We will do a final walk of the home a week before closing to check the property's condition. This final inspection takes about an hour. We will make sure that the home is in the same condition as it was when the buyer inspected it and that any negotiated repairs are completed. We also make sure there are no surprises before the closing date.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
 - Open and close garage doors with opener
 - Flush toilets
- Run the garbage disposal and exhaust fans

CLOSING TABLE

Who will be there:

- Your agent
- The escrow officer or Notary

BRING TO CLOSING

- Government-issued photo ID

HAND OVER YOUR KEYS

Congratulations! It was a lot of hard work but you have now officially sold your home!

checklist & reminder





change of address checklist

We are getting close to your closing date. It is time to start updating your information.

UTILITY COMPANIES

- ☐ Gas
- ☐ Electricity
- ☐ Water
- ☐ Garbage
- ☐ Sewage
- ☐ Internet and Cable
- ☐ Phone
- ☐ Home Security Service

GOVERNMENT ORGANIZATIONS

- ☐ DMV
- ☐ IRS
- ☐ Social Security
- ☐ Voter Registration
- ☐ Veteran Affairs (If Applicable)
- ☐ Other Government Benefits (I.E. Retirement, Disability, Medicare)

FINANCIAL INSTITUTIONS

- ☐ Bank and Credit Union
- ☐ Loan Company
- ☐ Credit Card Company
- ☐ Retail Credit Accounts
- ☐ Financial Advisors
- ☐ Accountants

INSURANCE COMPANIES

- ☐ Health Insurance
- ☐ Dental Insurance
- ☐ Car Insurance
- ☐ Life Insurance
- ☐ Homeowner's Insurance (Or
- ☐ Renter's Insurance)

SUBSCRIPTION SERVICES

- ☐ Amazon Prime
- ☐ Streaming Services
- ☐ Subscription Boxes
- ☐ Other Local Memberships
- ☐ Retail Websites
- ☐ Magazines and Catalogs

HEALTH SERVICES

- ☐ Doctor
- ☐ Dentist
- ☐ Veterinarian
- ☐ Pediatrician

OTHER

- ☐ Your Current Employer
- ☐ Close Friends and Family
- ☐ Smart Home Apps

utilities reminder

Please remember to call your utility companies to connect your service.

Please refer to the following reference list:

Electric (Service On/Off) Hawaiian Electric Co. (Mon. - Fri., 7:30 am - 6:00 pm) https://www.hawaiianelectric.com/	(808) 548-7311
Gas (Service On/Off) Hawaii Gas (formerly The Gas Company) (Mon. - Fri., 7:30 am - 4 pm) http://hawaiiigas.com/	(808) 535-5933
Water (Service On/Off) incl Sewer for most areas of Oahu Board of Water Supply (Customer service - start/stop/transfer svc) (Mon. - Fri., 7:45 am - 4:30 pm) Water Emergency (report broken water main, fire hydrant) http://www.boardofwatersupply.com/	(808) 535-5933 (808) 748-5000 ext 1
Sewer (For Questions re: Billing)	(808) 768-3330
Hawaii American-Water Company *Hawaii Kai Residents https://amwater.com/hiaw/	(808) 394-1280
Cable TV / Internet / Digital Phone (Service On/Off) Spectrum (formerly Oceanic Time Warner Cable) (Hours vary by location, check website for specific location hours) https://www.spectrum.com/	(808) 643-2337
Telephone / Internet / Digital TV (Service On/Off) Hawaiian Telcom (Mon. - Fri., 8:00 am - 5:00 pm) http://www.hawaiiantel.com/	(808) 643-3456
Long Distance Phone Service (Service On/Off) <u>AT&T</u> (Mon. - Fri., 7 am - 9pm & Sat. 7 am till 7 pm) http://www.att.com/	1 (800) 222-0300

**Newspaper**

The Honolulu Star Advertiser

<https://gateway.staradvertiser.com/customer-service/>

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Change of Address form at the U.S. Post Office

<http://usps.com/>

1(800) 275-8777

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Bank

Notify of Change of Address

Collection Services - Refuse, Bulky Item & Green Waste

(Monday – Saturday, 6am – 2pm)

http://www.opala.org/solid_waste/collection_schedule_search.html

(808) 768-3200

Refuse & Recycling Drop-Off Convenience Centers

(Open daily 7am – 6pm)

Ewa

(808) 226-2996

Laie

(808) 293-8714

Wahiawa

(808) 621-3648

Waianae

(808) 696-4203

Waimanalo

(808) 259-7182

Waipahu

(808) 676-8878

WHY YOU SHOULD HIRE US





COMMUNICATION



Communication is the key to positive relationships. To that end, we have a multi-faceted communication program with our Seller which **HOLDS US ACCOUNTABLE** to what we tell you we are going to do. All of our sellers receive weekly updates on marketing, showing activity and feedback on their property.

MARKET PREPARATION



Feedback buyers often give of homes that don't sell is that they couldn't envision themselves living in it given the current owner's choice of furnishings and any clutter or imperfections. We help to make sure this doesn't happen to you by utilizing our resources and trusted partners to complete any task deemed necessary.

INNOVATIVE AND CREATIVE MARKETING



We are consistently sharpening our marketing sword by taking the latest and greatest marketing courses and attending seminars that show you soon-to-be-released software/ products.

TARGET MARKETING



We have been utilizing target marketing on the internet for over the past 5 years. (Youtube, Facebook, Instagram, Google) by doing so your home is seen and shown more.



THANK YOU

As a dedicated real estate professional, I fully understand the significance of this decision and the trust you have placed in me. I am committed to providing you with exceptional service, market expertise, and unwavering support as we navigate the intricacies of the real estate process together. Your confidence in my abilities is truly appreciated, and I am excited to embark on this partnership with you. I assure you that I will go above and beyond to exceed your expectations and ensure a smooth and successful experience. Thank you once again for considering my services, and I look forward to the opportunity of working with you.

AARON TANGONAN



600 Queen St. C-1 | Honolulu, HI 96813

An Equal Opportunity Company. Equal Housing Opportunity. Each Office Is Independently Owned And Operated.