



Flexible Commission Menu

We only want to be paid in alignment to the value we provide....

0% - We put a sign in the yard, list the home on the MLS and start marketing your property. Then you the seller, find the buyer through a personal source (friend, Co-worker etc.) Notify us when you have a qualified buyer, that is not working with an Agent etc. and we will change the status of the MLS to Withdrawn, then you and the Buyer write the contract and close the sale, you owe us nothing.

2.0% - You the Seller, find the buyer through a personal source (friend, co-worker etc.) and Buyer is not working with an Agent, Broker, Realtor or other Firm and you want us to prepare the contract and take care of the details to closing. The Buyer would be treated as a customer, and Listing Broker would still represent the Seller exclusively. Sale commission is only 2% of gross purchase price.

4.5% - We find the buyer for your home and no other Realtor, Agent or Broker is involved. Our commission is just 4.5%.

6.0% - We market your home and through our efforts another real estate Agent, Broker or Realtor from another Brokerage firm brings a buyer. We would represent you exclusively, negotiate on your behalf, handle all of the transactional details of the sale and we pay the co-operating buyers agent out of our 6% fee at time of successful sale and closing.

*Buyer Agent/Transaction Broker fee (co-operating agents, brokers, realtors) typically range from 2.5-3% with 2.8% being a consistent and competitive fee.

****Want to save even more off the fee? Refer a qualified buyer or seller to us during your transaction and we will discount our fee by 0.5%.**

Our Fees consist of a Commission and a Marketing Fee. All our fees are negotiable. The Seller has the option to choose which marketing package they would like. The Marketing Fee far outweighs the difference in the final sale price.



Minute by Minute Easy Exit Guarantee

Whether you're in the market to buy or sell real estate, getting stuck in a long-term contract with a Real Estate Agent who doesn't aggressively work for you, at marketing your home or finding you a new home, can become your worst nightmare!

What most buyers and sellers don't realize is that the listing contract or buyer agency contract that you sign when deciding to work with a real estate agent does not have a release clause in it. Unless the broker takes pity on you (which doesn't happen often, believe me!) you are tied to that Real Estate Agent until that contract expires. This situation can cost you not only valuable time, but MONEY as well! And isn't your bottom line what it's all about?

I have strong opinions about real estate service. I believe that if you are unhappy with the help you receive, you should have the power to FIRE your agent. It takes a strong belief in the quality of one's service to make this kind of stand, but I never settle for less than the highest professional standards from myself. I am confident you will be happy with my service, help and results. That's the simple truth! I always stand by my service.



The Guarantee: If you're unhappy with the service I am providing you and you don't wish to discuss with me ways I can improve my service...then simply ask me for an unconditional release in writing, **faxed** to 303-997-1899 or emailed to Jason@JLunaRealEstate.com. You'll have your release in writing, and if your property is listed for sale on the MLS, you'll also receive a copy of the MLS data sheet showing "Expired" status within 48 hours of receipt of your request.

How many agents do you know of that are confident enough to make this kind of offer?



Communication Guarantee

Keeping You Informed & Creating Results

Another way we *remove risk* from our service model is through our Communication Guarantee. You see, many sellers report that they almost never hear from their agent after they list their home. We don't understand how those agents are able to stay in business, but it does happen. As a top Colorado real estate brokerage, we've helped hundreds of families who have had this experience, and enabled them to feel more confident about selling again in the future.

I promise to:

- Contact you once a week with a full marketing report of activity.
- Provide feedback from agents who have shown your home, so we can discuss.
- Report any changes in mortgage rates or the local market that may affect your sale.
- Update you on what we can do next to attract more qualified buyers.
- Return your phone calls personally and promptly every time you call.
- Answer all of your questions and keep you informed of our progress.
- Address any of your concerns in a timely manner.
- I promise to present all offers to you as soon as I receive them.

We take pride in our open lines of communication, both with our buyers and our sellers.

The Guarantee: If I do not comply with all the terms of my written guarantee, you can fire me on the spot with no questions asked.

You see, I am serious about communication with my clients and selling your home and making this a stress free transaction. So serious in fact, that we guarantee that clients who have signed a listing agreement with us will hear from us every single week.

In more than 14 years of practicing real estate, we've never been fired by anyone on our Communication Guarantee. And we'll work hard to keep that from happening – you have our word on it!



Guaranteed SOLD Program

Is this a gimmick?

Absolutely not! It is a series of steps and strategies that surpasses traditional marketing methods. Our content marketing strategy is a proven entity in this market, and includes our formula of social outreach, video and prospecting to increase traffic and ultimately, close the sale. We are confident after more than a decade of selling homes, evaluating techniques, and aggressively spending on our clients' advertising. Our plan works!

How does the Guaranteed SOLD program work?

We provide a written guarantee we will sell your home for FREE if we do not sell it at an acceptable listing price. While this has some limitations and is not available under all circumstances, the goal is to sell it for its highest value as determined by current market conditions. The guaranteed sold program is available to ensure all parties enter the marketing process with the same expectations.

How is this beneficial?

You will always know your bottom line – no matter what. Meaning if you want to place a quick offer on a desired home, you can do it with confidence. Plus, if you're not happy, you are under no financial obligation.

Am I required to participate?

Certainly not! We understand many of our clients ultimately prefer our listing program, but still inquire regarding their guaranteed price.

How do you determine my price?

Price is a crucial element that deserves an in-depth examination. First, we require the seller to hire a licensed appraiser to physically evaluate your property and determine the value.

Are there any other requirements?

Yes. Seller is also required to hire a professional home inspector and make any necessary repairs and have the home professionally cleaned and staged before we begin marketing your property.

*Limitations and conditions apply with all guaranteed sold offerings.