



Our A-La-Carte Price List of Additional Options For Sellers & Landlords

Addendum 1 to Grand Lux Realty's Listing Agreements

Grand Lux Realty's agents can provide our customers with all the services that the full-service, full-commission brokers offer, but at a fraction of the cost & with customizable payment options.

This customizable pricing structure is one of the most important differences between Grand Lux Realty and other full-service, full-commission, one-price-fits-all type brokers or severely discounted, flat-fee, web-site brokers. Sellers only pay for the services they actually need and use, and they have the option to pay at the time of service or add the fee to the commission paid at closing. Either way, it's still significantly cheaper than a full commission. Don't forget, our expert advice is always free. If the customer chooses the cash payment method, payment is required in full before the service is provided.

Following is a list of our a-la-carte services and pricing (for our non-full-service listings):

Prepare a Comparative Market Analysis(CMA)-includes all Active, Under Contract, & Sold (past 12 months) listings within the subject property's segment & Absorption Rate & Price per Square Foot analysis, as well as Price Positioning & Commission Positioning analysis: \$99 or 0.1%.

List your property on an extra MLS system other than your home system: \$125 or 0.15% per extra MLS system.

Broker or Public Open House listed on the MLS Hotsheet & Realtor.com (Seller hosts): \$99 or 0.1%.

Broker or Public Open House listed on the MLS Hotsheet & Realtor.com (Agent hosts): \$495 or 0.25%.

Marketing Materials: Signs, Flyers, Open House Signs, etc: \$99 or 0.1%.

Advertising: Cost+25% (minimum \$50).

Hand out color fliers to the local brokers: \$495 or 0.25%.

Hand out color fliers to the neighbors: \$495 or 0.25%.

Set up showings & email feedback from each showing: \$495 or 0.25%.

Negotiating services: \$495 or 0.25%.

Take jpeg photos of your house: \$249 or 0.15%.

Provide a lockbox (we give you back \$20 if you return it): \$99 or 0.1%.

Provide a flyer box and color fliers: \$99 or 0.1%.

Video and narrative of the house, post on YouTube.com, & link to Realtor.com: \$495 or 0.25%.

Create a personalized website of your house & photos: \$495 or 0.25%.

Write a lease: \$249 or 0.15%.

Staging analysis and advice (includes bidding for contractors): \$495 or 0.25%.

Handling the deal from Accepted Offer stage until the Closing (the contract phase): \$495 or 0.25%.

Broker or agent comes to the property for a personal visit & analysis: \$249 or 0.15%.

Email your property to 10,000 real estate agents in the Hudson Valley: \$249 or 0.15%.

Pick up a sign for free in our Armonk office or if you're in Westchester we'll bring a sign to you for free.

If you're outside of Westchester County we'll mail a sign to you for \$49 including shipping & handling.

Churning (means constant listing changes): \$25/change (first 5 changes to your listing are free, not including price changes).

Cancelling, Withdrawing, or Temporarily Withdrawing your listing: \$99/MLS system (within first 90 days).

Refresh your old listing with a new MLS number: \$199 or 0.15%.



One year Home Warranty: \$899 or 0.35% (<5,000sf) or \$1,599 or 0.5% (>5,000sf).

Post your home's picture in large format in our store window on Main St. (Byram Hills SD only): \$495 or 0.25%.

Have our agent accompany all showings (Byram Hills SD only): \$495 or 0.25%.