



PACIFIC LUXE
GROUP

OAHU SELLER GUIDE 2026

Aloha, and welcome

SELL YOUR OAHU HOME WITH A CLEAR PLAN

How we price it, get it ready and market it, plus what selling costs here and what you could walk away with.

• PRICING • PREP AND STAGING • COSTS ON OAHU • NET SHEET ESTIMATOR • MILITARY PCS

SEE WHAT MY HOME IS WORTH

BOOK A STRATEGY CALL

Open the interactive guide: plg-seller-guide-2026.netlify.app



Teondra "Tee" Mills

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BROKERED BY
TALK REALTY

talk.

Your guide

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START HERE

Make my seller plan

What is my home worth?

Net sheet estimator



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HOW TO READ THIS GUIDE

This guide is also online as an interactive flip book with a net sheet estimator: plg-seller-guide-2026.netlify.app

A NOTE FROM TEE

Thanks so much for reaching out!

I'm Tee, and I'm so happy you're thinking about your next move.

Selling a home in Hawaii has its own steps and costs. So I made this guide to walk you through it in plain words. You'll see how we price your home, how we get it ready and what you could walk away with.

Wherever you are right now, we go at your pace. Maybe you want to sell soon. Maybe you just want to know your options. Either way, I'll give you the facts so you can make the best choice for you and your family.

Talk soon,

Tee



TEONDRA "TEE" MILLS · RS-81936

★ Luxury Hawaii Realtor

★ Founder, The Pacific Luxe Group

★ Powered by Talk Realty

★ License RS-81936

BOOK A STRATEGY CALL

TEXT TEE

"My job is to give you the facts so you can make the best choice for you and your family."

TEE

01 WHAT CLIENTS SAY

Real words from *real clients*

ZILLOW

5.0 ★★★★★

16 team reviews

Zillow counts reviews for the whole team

WHY BUYER REVIEWS?

Zillow does not show seller reviews for me yet. These buyers show how I work: clear, quick and honest. I bring that same care to sellers.

★★★★★

ZILLOW

"She took the time to explain every part of the process, break each phase down into simple and easily digestible terms, and was always available to answer our questions no matter the time. ... Once we found a home we loved, she was on top of every detail and piece of paperwork that needed to be completed."

Chantal D.

Bought a home in Ewa Beach · 6/21/2025

★★★★★

ZILLOW

"T's professionalism, intuition, and genuine care made all the difference in our home-buying journey. ... She worked around my busy schedule, helped us on a tight timeline, simplified every complication, and got us into the right home with the right team."

Brooks B.

Bought a home in Aiea · 9/7/2025

★★★★★

ZILLOW

"Once we did decide to move, she and her team did multiple virtual visits for us, including recordings and live streams as we went through the house-hunting process. ... Once we found the property that we wanted to purchase, she was an exceptional in helping us to negotiate and getting us to closing."

Bradley C.

Bought a home in Kapolei · 8/7/2025

★★★★★

ZILLOW

"The most important characteristic that I loved about Teondra was that she was honest. ... Overall I am 100 percent satisfied with my home and will be using her again in the future."

jdjacai

Bought a condo in Waikiki · 7/16/2024

[Read all my reviews on Zillow](#)

5.0 rating on 16 reviews on Zillow (team reviews), checked Oct 30, 2026. Reviews are quoted word for word. Some are shortened, and ... shows where. Names are shown as Zillow shows them, or as first name and last initial. Every move is different, and past results do not promise future results.

BOOK A STRATEGY CALL

TEXT TEE

02 WHY SELLERS WORK WITH ME

Why sellers *work with me*

My goal is simple: sell your home for top value, with as little stress as possible.

01

Pricing built on real sales

I study homes like yours that sold nearby, what is for sale now and how fast homes are selling. Then we pick a price together.

02

Marketing that looks luxe

Pro photos, video and drone shots, plus words that tell your home's story. Buyers on Oahu and on the mainland see it.

03

You always know what's next

I keep you posted at every step, from the first photo to closing day. You never have to wonder what's going on.

04

I negotiate for you

Price is only one part of an offer. I help you weigh the terms, the timing and the buyer's loan, so your sale holds together.

5.0
ZILLOW
16 team reviews

123,000+
VIEWS A MONTH
Instagram + Facebook

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"It's your home and your decision. My job is to give you the facts so you can make the best choice for you and your family."

TEE

Thinking about selling? Let's make a plan for your home.

BOOK A STRATEGY CALL

TEXT TEE

Source: Zillow rating checked Oct 30, 2026. Views: Sept. 2026, Instagram Insights (includes Facebook). Past results do not promise future results.

03 YOUR SELLER PLAN

Make your *seller plan*

Think about these four questions. In the interactive guide, your answers build a plan for you: plg-seller-guide-2026.netlify.app

1 When would you like to move?

In 3 months or less

In 3 to 6 months

In 6 to 12 months

Just looking at options

2 What matters most to you?

Top price

A quick sale

An easy move

Not sure yet

3 How is your home today?

Ready to show

Needs a few fixes

Needs real work

4 Where are you headed next?

Another Oahu home

Off island

PCS orders

Thinking of renting it out

IF THIS SOUNDS LIKE YOU, START HERE

IF THIS IS YOU	READ THIS FIRST	PAGE
Moving in 3 months or less	Marketing plan	p. 16
Just looking at options	What your home is worth	p. 12
Top price matters most	The first two weeks	p. 13
A quick sale matters most	Show ready checklist	p. 21
An easy move matters most	Your timeline	p. 25
Your home needs a few fixes	Prep checklist	p. 14
Your home needs real work	Inspection and repairs	p. 23
Moving off island	Taxes when you sell	p. 31
You have PCS orders	Military PCS sellers	p. 34
Thinking of renting it out	Rent or sell	p. 33

Book a strategy call and we will make your plan together: (808) 646-2882.

04 SELLING STEP BY STEP

Seven steps to *sold*

Here is the big picture. I walk you through each step.

- 1 Strategy call**
We talk about your goals, your timing and your home.
- 2 Price your home**
I make you a CMA. CMA: a report that compares your home to similar homes that sold nearby. Then we pick a list price together.
- 3 Sign your listing papers**
Your listing agreement sets the price, the plan and the timeline. My pay is always something we talk about up front, before we list.
- 4 Prep, stage and shoot**
We get your home ready. Then we take pro photos, video and drone shots.
- 5 Go live**
Your home goes on the MLS. MLS: the shared list of homes for sale that agents use. The first two weeks matter most.
- 6 Showings and offers**
Buyers tour your home. I bring you every offer and help you compare them.
- 7 Escrow to closing**
Escrow: a neutral company that holds the money and papers until the sale is done. Many sales close in about 30 days.

GOOD TO KNOW IN HAWAII

Homes here are often sold "as is." You don't have to fix everything. But you must tell buyers what you know about the home. Hawaii law says you give them a disclosure statement within 10 days after you accept an offer.

04 WHAT SELLS A HOME

Three things that *sell a home*

You can't change your street. But you can control these three things, and we work on all of them together.

01

Price

The right price brings in the most buyers, fast.

- Based on real sales near you
- Checked against homes for sale now
- A price the appraisal can back up

[How pricing works ›](#)

02

Prep

A clean, bright home that feels cared for.

- Declutter and deep clean
- Fix the small things buyers notice
- Fresh paint where walls are worn

[Prep checklist ›](#)

03

Presentation

Great photos, video and a strong launch.

- Staging so buyers can picture it
- Pro photos, video and drone
- Reels, posts, emails and open houses

[Where buyers find you ›](#)

YOU SELL YOUR HOME TWICE

FIRST ONLINE, WHERE MOST BUYERS SEE IT FIRST. THEN IN PERSON, WHEN THEY WALK IN THE DOOR. WE PLAN FOR BOTH.

Want a second set of eyes? I'll walk your home with you and tell you what to fix and what to leave.

BOOK A STRATEGY CALL

05 HOW PRICING WORKS

How we price *your home*

Price is the biggest choice you'll make. Too high and your home can sit. Too low and you leave money on the table.

WHAT MY CMA LOOKS AT

Location and lot	Your street, your view, your lot size and what is close by.
Condition and upgrades	A new roof, solar, a remodeled kitchen or fresh paint all count.
Comps	Comps: short for comparables. These are homes like yours that sold nearby, not long ago.
Your competition	Homes for sale near you right now. Buyers compare them to yours.
Market pace	How fast homes are selling this month, and how many are for sale.

YOUR LIST PRICE STRATEGY

01

Price it to the market

A price in line with recent sales brings in the most buyers in the first two weeks.

02

Watch the first two weeks

That is when the most buyers see a new home. If showings are slow, we talk about it right away.

03

Think about the appraisal

Appraisal: an expert checks the value for the buyer's bank. A price the comps support is easier to appraise.

Want a CMA for your home? Just ask.

[GET MY HOME VALUE](#)

05 PRICE MYTH OR FACT?

Price: myth *or* fact?

Tap your guess and the answer flips open.

01

What I paid for my home sets my price.

Answer: Buyers pay what homes like yours sell for now. What you paid years ago does not change that.

02

Upgrades help, but buyers rarely pay back every dollar.

Answer: A new roof or kitchen helps your home stand out. The comps show how much buyers will pay for it.

03

Starting high and dropping later is a safe plan.

Answer: Most buyers look at a home when it's new. If they pass, many don't come back, even after a price drop.

04

The bank's appraisal matters, even when buyers love it.

Answer: If the buyer has a loan, the bank lends on the appraised value. A price the comps support is easier to appraise.

WHAT SETS YOUR PRICE

- Homes like yours that sold nearby (comps)
- Homes for sale near you right now
- Your home's condition, lot and location
- How fast homes are selling this month
- The terms of the sale

WHAT DOES NOT

- What you paid for it
- What you spent fixing it up
- What you need to walk away with
- What a neighbor thinks it's worth
- The highest number you've heard

Want to see the sales behind your price?

GET MY HOME VALUE

05 THE MARKET RIGHT NOW

The Oahu market *right now*

OAHU HOUSES, SEPT 2026

\$1,110,000

Median sale price, **down 3.9%** from \$1,155,000 a year ago. **293** sales. Median **16 days** on market.

OAHU CONDOS, SEPT 2026

\$523,000

Median sale price, **up 2.8%** from a year ago. **375** sales. Median **41 days** on market.

SOLD ABOVE ASKING

31%

Of Oahu house sales in Sept 2026 closed above the asking price (**25%** a year ago). Condos: **12%**.

MEDIAN HOUSE PRICES BY AREA

AREA AND SOURCE	MEDIAN PRICE	AREA AND SOURCE	MEDIAN PRICE
Ko Olina West Oahu · Guide p.34	\$1,600,000	Manoa Honolulu · Guide p.26	\$1,300,000
Kapolei West Oahu · Guide p.29	\$970,000	Kaimuki Honolulu · Guide p.45	\$1,100,000
Makakilo West Oahu · Q1 2026 market report, Tee's Makakilo notes	About \$1.1M	Waikiki Honolulu · Guide p.39	\$1,000,000
Ewa Beach West Oahu · Guide p.30	\$885,000	Hawaii Kai East Honolulu · Guide p.31	\$1,400,000
Mililani Central Oahu · Guide p.32	\$1,100,000	Kahala East Honolulu · Guide p.37	\$2,500,000
Royal Kunia Central Oahu · Guide p.35	\$937,000	Hawaii Loa Ridge East Honolulu · Guide p.33	\$3,500,000
Pearl City Central South · Guide p.38	\$1,200,000	Kailua Windward · Guide p.27	\$1,500,000
Aiea Central South · Guide p.28	\$1,200,000	Lanikai Windward · Guide p.46	\$3,500,000
Salt Lake Central South · Guide p.36	\$1,200,000	Kaneohe Windward · Ask me for current sales	ASK ME
Honolulu Honolulu · Guide p.25	\$1,500,000		

Want this month's sales for your street?

[ASK ME](#)

Island figures: Honolulu Board of REALTORS®, HiCentral MLS data, Sept 2026. Area medians: Tee's Oahu Relocation Guide, Feb 2026, guide pages shown. Past medians for reference only. Not an appraisal, a price opinion or a promise of value. Ask me for current sales near you.



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06 WHAT YOUR HOME IS WORTH

What is *your* home worth?

Online numbers are only a starting point. A real value looks at your home, your street and this month's sales. Tell me about your home and I'll make you a home value report.

GET MY HOME VALUE

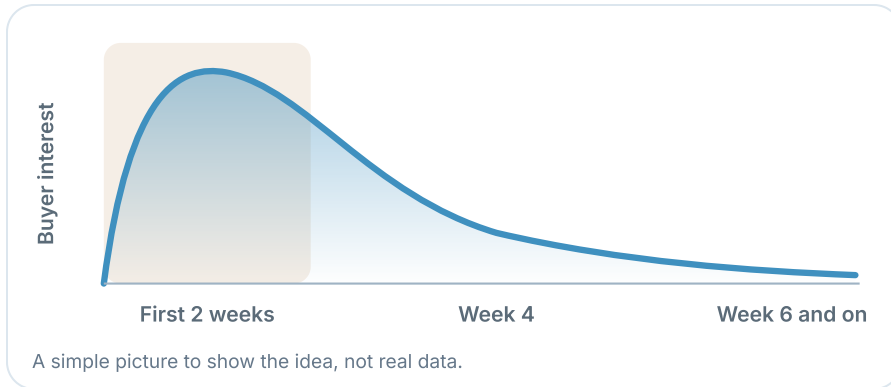
BOOK A STRATEGY CALL

Home value: plg-start.netlify.app/value

06 THE FIRST TWO WEEKS

Why the first two weeks *matter most*

A new listing gets the most attention. Buyers who have been waiting see it first. That's why we launch with the right price and our best look.



OAHU HOUSES, SEPT 2026

16 days

Median days on market. Homes priced right can move fast.

WHAT THE MARKET IS TELLING US

WHAT WE SEE	WHAT IT OFTEN MEANS	WHAT WE DO
Lots of showings and offers	The price and the look are working.	We compare offers and pick the best terms.
Lots of showings, no offers	Buyers like it, but not at this price.	We look at price, or fix what buyers mention.
Few showings	The price or photos are not catching eyes.	We check the competition and refresh the listing.
Showings slow after week 2	The new listing buzz has faded.	We talk about price right away.

I share what buyers and agents say after tours, so we can adjust fast. Source for days on market: Honolulu Board of REALTORS®, HiCentral MLS data, Sept 2026.

Want a launch plan that makes the first two weeks count?

BOOK A STRATEGY CALL

07 GET YOUR HOME READY

Your prep *checklist*

INSIDE

- ☐ Clear counters and closets, and pack away extra things
- ☐ Put away family photos and personal items
- ☐ Fix the small stuff: drips, sticky doors, loose handles
- ☐ Fresh, light paint where walls are worn
- ☐ Bright bulbs in every light, and open the blinds
- ☐ Deep clean, most of all the kitchen and baths

OUTSIDE

- ☐ Trim plants and tidy the yard
- ☐ Wash the driveway, walkway and lanai (porch)
- ☐ Make the front door shine: a clean mat and a few plants

PAPERS

- ☐ Find your loan info for the payoff
- ☐ Gather your HOA papers, if you have an HOA
- ☐ Find permits, warranties and any solar papers

Thinking about a pre-listing inspection? It can find problems before a buyer does. Ask me if it makes sense for your home.

07 STAGING AND PHOTOS

Make a great *first look*

Most buyers see your home online first. So we make every room look its best before the camera comes.

01

What staging is

Staging: setting up furniture and decor so buyers can picture living there. Small touches help, like fresh towels, art and plants.

02

Light and space

Open the blinds, turn on the lights and clear the counters. Rooms look bigger and brighter.

03

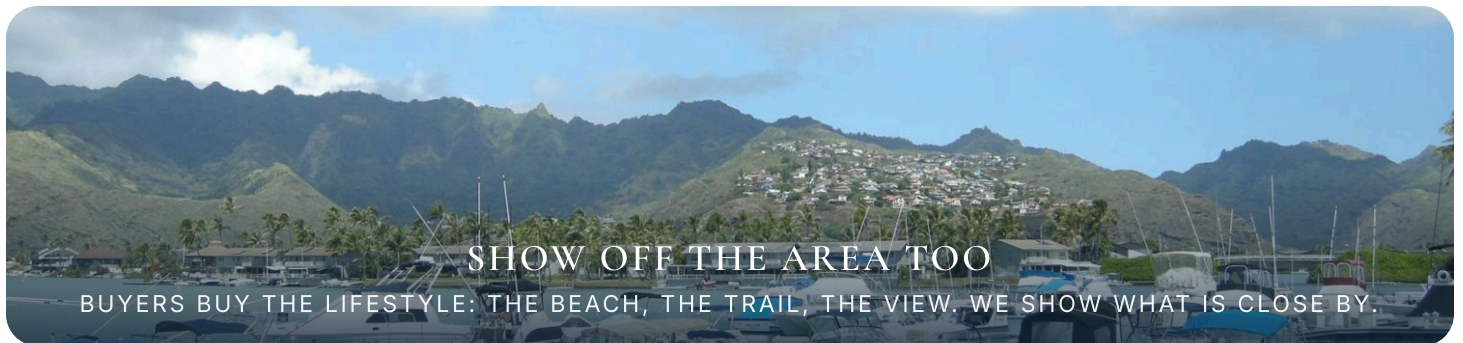
Photos, video and drone

Pro photos, a video walkthrough and drone shots of your home, your view and the area. A 3D tour too, when it fits.

04

Real photos, real home

We show your home as it really is. Then buyers love it even more when they walk in.



08 MARKETING YOUR HOME

A launch plan for *your home*

Here is a sample plan. Every home gets its own, and the timing can be shorter.

About 6 weeks before We plan the launch. Your home can go up as Coming Soon, so buyers and agents start to watch for it.

About 4 weeks before Postcards go out to your neighbors. They often know someone who wants to live nearby.

About 3 weeks before Social media ads start, with reels and posts about your home.

About 2 weeks before Staging, then pro photos, video, drone shots and a 3D tour.

About 1 week before We make a home binder for buyers, with key facts about your home.

LAUNCH WEEK

Monday

LIVE ON THE MLS

Wednesday

AGENTS TOUR IT

Sunday

OPEN HOUSE

WHERE BUYERS SEE IT

The MLS and the big home search sites, social media reels and posts, emails to buyers and agents, and listing words that tell your home's story.

Want a launch plan made for your home?

BOOK A STRATEGY CALL

08 MARKETING YOUR HOME

Real homes, *real video*

Here is how I show a home on video.



OUR LISTING

Kapolei

550 Kamaaha Ave #902

Co-listed with

Kinga Mills

Result

Under contract at \$810,000. Closed November 2025.

HOMES I FEATURED

Cinematic videos I filmed to show off each home.

I film tours like these for my sellers' homes. These four homes were listed by other agents, who let me tour and film them.



Beachside, Kailua

A gated path to the beach

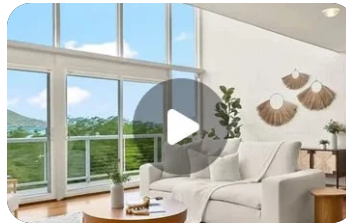
Listing courtesy of Kathy Burt



Na Pali Haweo, Hawaii Kai

Three islands from the lanai

Listing courtesy of George Lobley Jr. and Chikako Lobley, REMAX Hawaii



Paiko Ridge, Kuliouou

Across from Paiko Lagoon

Listing courtesy of Sean S Takamori



Keolu Hills, Kailua

A fresh remodel and a mango tree

Listing courtesy of Keoni Monahan and Lisa A Camacho

Sources: my listing and transaction records, and my Instagram reels, @teondramills. Sale price and date are as recorded. Past results do not promise future results.

Want a video like this for your home?

BOOK A STRATEGY CALL

08 WHERE BUYERS FIND YOU

Where buyers will *find your home*

Buyers come from all over: right here on Oahu, the mainland and military moves. So we show your home in many places at once.

01

Photos, video and drone

Pro shots of every room, your view and the area. Video lets off island buyers tour from far away.

02

Reels and posts

Short videos made for phones, shared on Instagram and Facebook. Easy for buyers to send to family.

03

The MLS and home sites

Your home goes on the MLS, so it shows up on the big home search sites too.

04

Agents with buyers

I reach out to agents who have buyers looking for a home like yours.

05

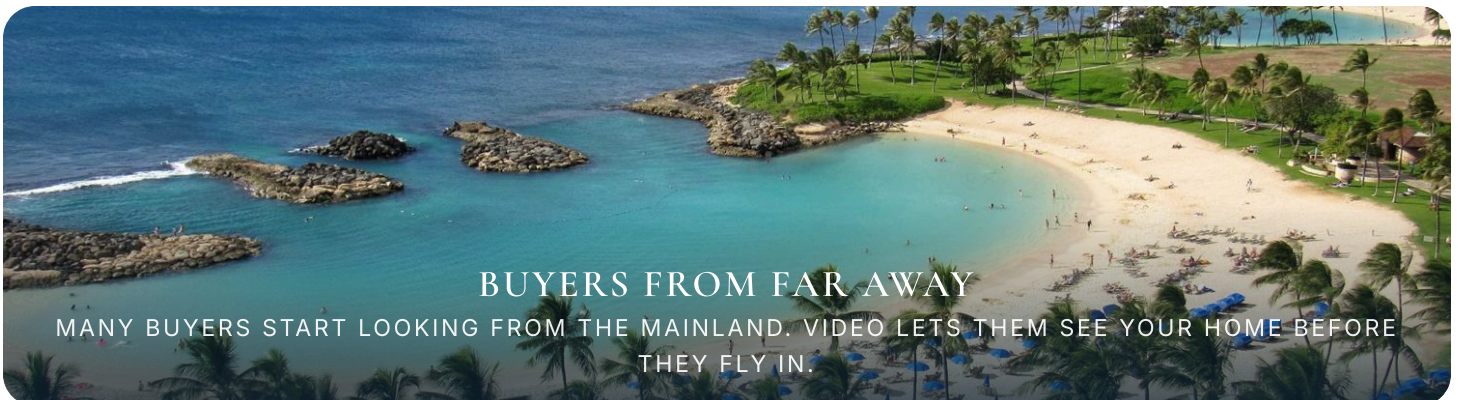
Your neighbors

Postcards and open house invites. Neighbors often know someone who wants to live nearby.

06

Coming Soon and open houses

We build buzz before launch day, then open the doors so buyers can walk through.



Want to see how we would market your home?

BOOK A STRATEGY CALL

08 MARKETING YOUR HOME

Your home gets *seen*

I share Oahu homes and tips on social media. When your home goes live, your listing video can go out to the people who follow me.

INSTAGRAM + FACEBOOK

123,000+

views a month

Sept. 2026, Instagram Insights

YOUTUBE

35,000+

total video views

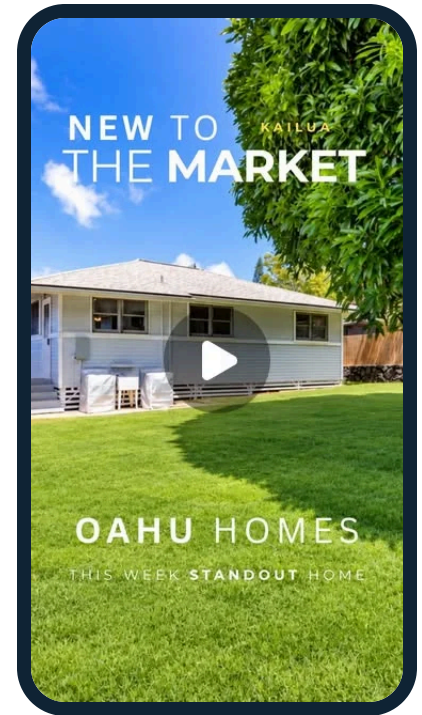
@TeondraMills

LINKEDIN

in

Connect with me

teondramills



A home tour I filmed in Kailua

WHAT THIS MEANS FOR YOU

Buyers, agents and neighbors see your home in their feed, not just on the home search sites. Reels can reach people who were not looking yet.

Source: Instagram + Facebook: views for Sept. 1 to 30, 2026, from my Instagram Insights (Meta Business Suite). Instagram counts views from my linked Facebook page too: about 83,000 on Facebook and 39,900 on Instagram. YouTube: total channel views on my public YouTube page, Oct 30, 2026. All rounded down. Numbers change over time.

Want your home in front of these buyers?

BOOK A STRATEGY CALL

09 SHOWINGS AND OFFERS

Showings, then *offers*

Showing: a private tour for a buyer and their agent. I handle the scheduling and the feedback for you. [Show ready checklist ›](#)

01

Showing requests

Agents ask for a time. I set it up with you, so you're never surprised.

02

Lockbox

A lockbox holds a key so agents can get in when you're out.

03

Step out for tours

Buyers relax and look longer when the owner is not home.

04

Feedback

I share what buyers and agents say, so we can adjust fast.

WHAT I LOOK AT IN EVERY OFFER

PART OF THE OFFER	WHY IT MATTERS
Price and your net	Net: what you walk away with after costs and your loan payoff.
The buyer's loan	Cash, VA, conventional and others. Is the buyer fully approved?
Deposit	A bigger earnest money deposit shows the buyer is serious.
Contingencies	Contingency: a condition that must be met, or the buyer can cancel.
Closing date	Does it work with your move?
Credits asked	Is the buyer asking you to pay some of their costs?

09 SHOW READY

Ready for a *showing*

BEFORE EVERY SHOWING

- ☐ Turn on the lights and open the blinds
- ☐ Make the beds and put dishes away
- ☐ Wipe the counters, sinks and mirrors
- ☐ Take out the trash
- ☐ Air it out: no strong smells from cooking or pets
- ☐ Set the AC or fans so it feels cool

SAFETY AND PRIVACY

- ☐ Put away cash, jewelry, medicine and papers
- ☐ Take pets out or keep them in a safe spot

WHEN IT'S TIME

- ☐ Head out about 15 minutes early
- ☐ Park down the street so buyers have room

MY TIP

A quick 15 minute tidy each morning keeps you ready, even when a showing request comes in last minute.

Questions about showings? Text me any time.

TEXT TEE

09 MULTIPLE OFFERS

When more than one buyer *wants it*

It happens here. In Sept 2026, 31% of Oahu house sales closed above the asking price.

01

Look past the top number

The highest price is not always the best offer. Look at how the deal will go from yes to closing.

02

Ask for best and final

When several buyers want your home, we can ask each one for their best offer by a set time.

03

Counter with care

Counter offer: your reply with new terms. We can counter one buyer or more than one.

04

Keep a backup

A backup offer can step in if the first buyer falls through.

“Sellers aren't only looking at the number on top. They're looking at how the deal will go from yes to closing.”

TEE

BUYER AGENT PAY

Buyer agent pay is negotiable. A seller may offer to pay some or all of it, and some buyers ask for it in their offer. We decide together, before we list.

Source: Honolulu Board of REALTORS®, HiCentral MLS data, Sept 2026.

09 INSPECTION AND APPRAISAL

Inspection and *appraisal*

After you accept an offer, the buyer checks the home closely. Here is what to expect.

01

The home inspection

A pro checks your home for the buyer. The buyer may ask for repairs or a credit. You can say yes, no or meet in the middle.

02

Termite inspection

In Hawaii the seller usually pays for it. The buyer picks the company.

03

Survey

For a house or land, the seller usually pays for a survey. It shows where the lot lines are.

04

The appraisal

If the buyer has a loan, the bank sends an appraiser. If the value comes in low, the buyer can pay the gap, we can meet in the middle, or we can lower the price.

YOUR SELLER DISCLOSURE

SRPDS: the seller's disclosure statement, where you share what you know about the home. Hawaii law says you give it within 10 days after you accept an offer. The buyer then has 15 days to review it, and may cancel. My tip: when in doubt, share it.

Sources: Hawaii Revised Statutes 508D-5; Old Republic Title Hawaii homeowner's manual.



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10 OFFER TO CLOSING

About 30 *days* to closing

Every closing is a little different. Here's what happens, day by day, once you say yes to an offer.

30

DAYS IS ABOUT HOW
LONG MANY HAWAII
CLOSINGS TAKE

Most take 30 to 45 days.

10 YOUR TIMELINE

What happens after you say *yes*

Day 1	Offer accepted. You and the buyer sign, and we open escrow.
Day 2 to 4	Earnest money. Earnest money: a good faith deposit that shows the buyer is serious. The buyer sends it to escrow.
Day 5	Your disclosure. You give the buyer your seller disclosure, called the SRPDS. The law says no later than 10 days after you accept.
Day 6 to 8	Buyer's inspection. The buyer's inspector checks the home. Plan to be out for a few hours.
Day 10 to 15	Repair requests. The buyer may ask for repairs or a credit. We decide together how to answer.
Day 12 to 14	HOA papers. HOA: a homeowners association that sets building rules and collects dues. If you have one, the buyer gets its papers.
Day 15 to 25	Appraisal. If the buyer has a loan, the bank's appraiser visits your home.
Day 17	Survey. For a house or land, you usually pay for a survey of the lot lines.
Day 20	Termite inspection. The buyer picks the termite company, and you pay for the inspection.
Day 25	Loan approval. The buyer's lender gives a conditional loan approval. I keep a close eye on it.
Day 30 to 32	Signing and walkthrough. You sign your papers with escrow. The buyer walks the home 1 to 2 days before closing.
Day 30 to 45	Closing. Escrow records the sale with the state. That takes at least 2 to 3 days after signing. Then your money is sent to you.

MOVING BEFORE CLOSING?

Tell me early if you'll be off island. We plan your signing around it.

10 MOVING OUT

Your moving out *checklist*

ABOUT A MONTH BEFORE

- ☐ Book movers or a moving container
- ☐ Pack what you don't use every day
- ☐ Plan where you'll stay if the dates don't line up

ABOUT TWO WEEKS BEFORE

- ☐ Change your address with the post office
- ☐ Set stop dates for power, water, gas and internet
- ☐ Keep your home insurance until the sale closes

CLOSING WEEK

- ☐ Gather keys, garage remotes and gate fobs
- ☐ Leave manuals and warranties for the buyer
- ☐ Clean up and take out all the trash
- ☐ Take photos of the empty home

GOOD TO KNOW

Keep the power and water on until after the buyer's final walkthrough. Walkthrough: the buyer's last look at the home, 1 to 2 days before closing.

Want help lining up your sale and your move?

BOOK A STRATEGY CALL

10 OFFER TO CLOSING

Local pros *I like*

Need a hand getting ready or moving out? Start here.

MY GO-TO

Coconut Cleaning & Repairs

Deep cleaning, move-out cleaning and handyman repairs

Kaneohe, serving Honolulu and Windward Oahu

[\(808\) 384-9173](tel:(808)384-9173)

I call them first when a home needs a clean or a quick fix.

STAGING

KŌMO Home Staging

Home staging for sale

Kapolei

komohomestaging.com (808) 226-2826

OASIS Staging + Design

Home staging and design

Honolulu

oasisstaginghawaii.com (808) 638-2489

MOVING

Ewa Moving Co.

Local, owner run moving company

Ewa Beach, all of Oahu

ewamoving.com (808) 300-0223

You Move Me Honolulu

Local and long distance moves

Honolulu

youmoveme.com/honolulu (808) 379-3850

HANDYMAN

Kama'aina Handyman

Repairs and small projects

Honolulu

kamaainahandyman.com (808) 393-1163

Book Easy Oahu Handyman Services

Repairs and fix-it jobs

Kapolei

[\(808\) 808-0840](tel:(808)808-0840)

THESE ARE LOCAL PROS WITH STRONG REVIEWS. TEE IS HAPPY TO CONNECT YOU.

You choose who you hire. Ask for a quote and read their latest reviews before you book.

Want help lining up your move?

TEXT TEE

11 LEVELS OF SERVICE

Choose your *level of service*

Pick the level that fits your home and your goals. Every level comes with me, from the first photo to closing day.

PACKAGE ONE

2.5%
commission

Pro photos (up to 20)
Yard sign and lockbox
Listed on the MLS
Social media posts
My trusted vendor list
I manage every step of the deal
Expert contract negotiation
Open house

PACKAGE TWO

3%
commission

Pro photos (up to 35)
Yard sign and lockbox
Listed on the MLS
Social media posts
My trusted vendor list
I manage every step of the deal
Expert contract negotiation
Mega open houses
Aerial photos
Video tour or reel
Listing web page
Property brochures
Direct mail postcards
Targeted social media ads

PACKAGE THREE

3.5%
commission

Pro photos (up to 50)
Yard sign and lockbox
Listed on the MLS
Social media posts
My trusted vendor list
I manage every step of the deal
Expert contract negotiation
Mega open houses
Aerial photos
Video tour or reel
Listing web page
Property brochures
Direct mail postcards
Targeted social media ads
Single property website
Professional staging
Pre-list inspection

Bold items are the extras you get at that level.

GOOD TO KNOW

By law, all commission rates are negotiable. These rates are not fixed. We agree on them together, in writing, before we list. Buyer agent pay is separate, and you choose whether to offer it.

Not sure which level fits your home?

BOOK A STRATEGY CALL

12 WHAT SELLING COSTS

Your *seller charges*, line by line

These are the charges you may see on your closing statement. Your escrow company gives you the exact numbers.

CHARGE AND WHAT IT IS	WHO USUALLY PAYS
Loan payoff What you still owe on your mortgage, plus interest up to the payoff day.	Paid from your sale money
Brokerage fees My pay, set by the level of service you pick.	The seller, at closing
Buyer agent pay Only if you choose to offer it. It is negotiable.	The seller, if offered
Escrow fee The neutral company that holds the money and papers. GET is added.	Split 50/50
Title insurance Protects the buyer's ownership of the home.	Seller 60%, buyer 40% of the standard owner's policy
Conveyance tax A state tax on the sale. \$0.10 to \$1.25 per \$100, based on price.	The seller
Deed and notary Drafting the deed that moves the home to the buyer, and signing it.	The seller
Survey and termite check A survey of the house or land, and a termite inspection.	The seller
Property tax and HOA dues Split by the day at closing. You pay for the days you owned it.	Each side pays its days
Repairs and credits What we agree to after the buyer's inspection.	The seller, only if agreed
Seller concessions Money you give toward the buyer's closing costs or rate.	The seller, only if agreed
Home warranty Covers some repairs for the buyer after closing.	The seller, only if you offer one
HARPTA or FIRPTA hold back Prepaid tax held back if you are not a Hawaii resident or are a foreign person for U.S. tax.	Only if it applies

Who pays what is the custom on Oahu, and it can be changed in the contract. Sources: Old Republic Title Hawaii homeowner's manual; Talk Realty seller FAQs; Title Guaranty escrow fees; Hawaii Dept. of Taxation, Tax Facts 2026-1 (conveyance tax). See the next pages for credits, taxes and your net sheet.

12 WHAT SELLING COSTS

Credits and a *repair reserve*

Two things can change what you walk away with: credits you give the buyer, and repairs that come up after the inspection.

Seller concessions

A concession is money you agree to give the buyer at closing.

Why buyers ask: to help pay their closing costs, or to buy down their loan rate so the monthly payment is lower.

What it does to your net: it comes out of your sale money. Your price can stay the same, but you take home less. Each loan type limits how much a buyer can get, so we check the rules for their loan.

A repair reserve

A repair reserve is money you set aside before you list, just for repairs.

Why it helps: after the inspection, the buyer may ask for repairs or a credit. If the money is already set aside, a surprise does not stall the sale or make you scramble.

If you don't need it: it stays yours.

CREDIT OR A LOWER PRICE?

Sometimes a credit helps a buyer more than a price cut, because it covers cash they need at closing. I will lay out both choices so you can see which one keeps more money in your pocket.

TRY IT IN THE NET SHEET

Open plg-seller-guide-2026.netlify.app and add a concession and a repair reserve to see what you keep.

Want help planning for credits and repairs?

BOOK A STRATEGY CALL

12 TAXES WHEN YOU SELL

Taxes that can *come up*

CONVEYANCE TAX, PER \$100 OF THE SALE PRICE

SALE PRICE	BUYER WILL LIVE THERE*	BUYER WILL NOT LIVE THERE
Under \$600,000	\$0.10	\$0.15
\$600,000 to under \$1M	\$0.20	\$0.25
\$1M to under \$2M	\$0.30	\$0.40
\$2M to under \$4M	\$0.50	\$0.60
\$4M to under \$6M	\$0.70	\$0.85
\$6M to under \$10M	\$0.90	\$1.10
\$10M and up	\$1.00	\$1.25

*When the buyer can get the county home exemption. Example: a \$1,110,000 sale is \$3,330 or \$4,440.

HARPTA: 7.25%

If you are not a Hawaii resident, the buyer holds back 7.25% of the sale price for the state. It's a prepayment, not always your final tax. Hawaii residents can file Form N-289 to skip it.

FIRPTA: 15%

If you are a foreign person for U.S. tax, the buyer holds back 15% for the IRS. A lower rate, or none, can apply if the buyer will live there and the price is \$1M or less.

Home sale tax break

Lived in it as your main home 2 of the last 5 years? You may not pay tax on up to \$250,000 of gain, or \$500,000 if married filing jointly.

GET on fees

GET: Hawaii's general excise tax, 4.5% on Oahu. Businesses can pass it on, up to 4.712%. You'll see it on escrow fees.

General information, not tax advice. Please talk with a CPA. Sources: Hawaii Dept. of Taxation (Tax Facts 2026-1, Tax Facts 2025-1, Form N-288 instructions, GET county surcharge); HRS 247-2 and 235-68; IRS (FIRPTA withholding, Topic 701).

13 NET SHEET ESTIMATOR

What could you *walk away* with?

Net sheet: a list of your costs that shows what you keep. Type your own numbers. Nothing leaves this page.

IN THE INTERACTIVE GUIDE

Open plg-seller-guide-2026.netlify.app and type in your sale price, your loan payoff and your costs, including any concessions and a repair reserve. The tool works out your conveyance tax from the state's rates. It subtracts the costs you enter and shows your estimated net. It can show the HARPTA or FIRPTA hold back too. Prefer to talk it through? Book a strategy call and I'll make you a real net sheet with your escrow numbers.

Estimate only. Every cost is an estimate until escrow gives you final numbers. Not a price opinion, an appraisal or tax advice. Conveyance tax uses the Hawaii rates for 2026.

14 RENT IT OR SELL IT?

Rent it out, or *sell it?*

Both can be smart. It depends on your plans, your numbers and how hands on you want to be.

If you sell

You cash out your equity. Equity: the part of your home's value you own after the loan. No tenants or repair calls. If it was your main home 2 of the last 5 years, you may get the home sale tax break.

If you rent

You keep the home and a tenant helps pay for it. Rent is taxed in Hawaii: state income tax and GET. Rent it too long and you may lose the home sale tax break, since the 2 of 5 years test can run out.

MY TEAM CAN MANAGE IT FOR YOU

- Move-in condition reports with photos
- Inspections every 6 months
- Maintenance requests checked three times a day
- Lease renewals offered at least 45 days ahead
- Owner updates you can count on

Ask me about the cost and what's included. Honolulu has strict rules on vacation rentals, so ask me before you plan a short stay rental.

Let's run both options for your home.

BOOK A STRATEGY CALL

Sources: Hawaii Dept. of Taxation, rental income; IRS Topic 701. Not tax advice.

15 MILITARY PCS SELLERS

Got *PCS orders*?

PCS: a permanent change of station, or a move to a new base. Here is how we make selling, or renting, fit your orders.

01

Start with your report date

Tell me when you need to leave. We work back from that date to plan your list date and closing.

02

Sell from anywhere

I handle showings and keep you posted by text and video. We plan your signing early, even if you're off island.

03

If you have a VA loan

A qualified buyer may be able to take over your VA loan. The lender and VA must say yes. Ask your lender how it affects your VA entitlement.

04

Or keep it as a rental

Many military owners rent their home when they PCS. I help you compare both paths, and my team can manage it.

A TAX TIP FOR SERVICE MEMBERS

On qualified official extended duty, you may be able to pause the 5 year clock for the home sale tax break. That can help if you moved away and want to sell later.

Have orders? Let's map out your timeline.

BOOK A STRATEGY CALL

Sources: IRS Publication 523; VA.gov. Not tax or legal advice.

16 QUESTIONS SELLERS ASK ME

Questions sellers *ask me*

Here are honest answers to the questions I hear most. Tap one to open it.

What is my home worth?

A real number takes a CMA, with sales near you from this month. Start on my [Home Value page](#), or book a strategy call.

Do I have to fix everything first?

No. Homes here are often sold as is. Fix the small things buyers notice, and we decide on the big ones together. You still share what you know in your disclosure.

How long will it take to sell?

It depends on price, condition and area. In Sept 2026 the median Oahu house sold in 16 days on market, and the median condo in 41. After an offer, many closings take about 30 days.

What will I walk away with?

Try the net sheet in this guide for a first look. I'll make you a real one with numbers from escrow.

How much do you charge?

My pay is always something we talk about up front, before we list. Buyer agent pay is negotiable, and a seller may offer to pay some or all of it.

I don't live in Hawaii. What changes?

The buyer may need to hold back 7.25% of the price for the state (HARPTA). It's prepaid tax, so you may get some back when you file. Talk with a CPA early.

Can I sell and buy at the same time?

Yes, with a plan. We line up both dates so you know where you'll go next. Let's talk it through on a call.

Have a question that's not here? Let's talk it through.

BOOK A STRATEGY CALL

TEXT TEE

16 WORDS TO KNOW

Home selling *words*, made easy

Hear a new word? Tap it to see what it means.

CMA

A report that compares your home to similar homes that sold nearby.

Comps

Homes like yours that sold nearby, not long ago.

List price

The price your home is offered for on the MLS.

MLS

The shared list of homes for sale that agents use.

Listing agreement

The contract with your agent that sets the price, plan and pay.

Escrow

A neutral company holds the money and papers until the sale is done.

Earnest money

A good faith deposit that shows the buyer is serious.

Contingency

A condition that must be met, or the buyer can cancel.

SRPDS

Your seller disclosure, where you share what you know about the home.

Appraisal

An expert checks the value for the buyer's bank.

Conveyance tax

A Hawaii tax on the sale, usually paid by the seller.

HARPTA

Hawaii's 7.25% hold back when the seller is not a resident.

FIRPTA

The IRS hold back when the seller is a foreign person.

Net proceeds

What you walk away with after costs and your loan payoff.

Equity

The part of your home's value you own after the loan.

Closing

The day the sale is recorded and your money is sent to you.

Still have a question? Just ask me. No question is too small.

TEXT TEE

17 YOUR NEXT STEP

Your next step

YOUR NEXT STEP

Let's talk story about your home

We'll go over your goals, your timing and your home's value. You'll leave with a clear plan.

BOOK A STRATEGY CALL



Call

(808) 646-2882



Text

(808) 646-2882



Email

teondra@pacificluxe.group



Home value

plg-start.netlify.app/value

YOUR FIRST STEPS

- 1 Book a strategy call.** We talk about your goals and your timing.
- 2 Get your home value.** I make you a CMA with sales near you.
- 3 See your net sheet.** You know what you could walk away with before you decide.
- 4 Prep, list and sell.** I'm with you every step of the way, all the way to closing.

Good to know: the first two weeks on the market matter most. A little planning before you list goes a long way.



Open the interactive guide

plg-seller-guide-2026.netlify.app

Scan or tap to use the net sheet estimator and the prep checklist.



PACIFIC LUXE
GROUP

MAHALO AND ALOHA

*When you are ready, I am
here.*

SELL YOUR OAHU HOME WITH A CLEAR PLAN

Book a strategy call. We will go over your goals, your home's value and your next step.

BOOK A STRATEGY CALL

SEE WHAT MY HOME IS WORTH



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MAHALO TO THE PHOTOGRAPHERS

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550 Kamaaha Ave video · Our listing video, hosted on Vimeo.

Tour covers · From Tee's Instagram reels, @teondramills.

Ko Olina from above · Photo: Farragutful, CC BY-SA 4.0, via Wikimedia Commons.

Hanauma Bay · Photo: Farragutful, CC BY-SA 4.0, via Wikimedia Commons.

Ko Olina at sunset · Photo: Farragutful, CC BY-SA 4.0, via Wikimedia Commons.

Tee's portrait: The Pacific Luxe Group.

Photos resized and cropped.

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EQUAL HOUSING OPPORTUNITY