

It's all in the details

Live your luxury.

Every market is different and every person distinct. From starter homes to dream homes, and even castles (yes, we can help with those too), Engel & Völkers makes luxury personally yours by discovering what it truly means to you.

No matter the price, size, or style of a home, Engel & Völkers ensures our clients receive the very best service and care. With experience and achievements in the worldwide locations where we operate, our network has



a breadth of tools and strategies for market research, strategic marketing, and listing exposure. These, combined with global brand recognition, continue to provide the Engel & Völkers advantage of reaching a wider audience of potential buyers for every home we represent. Through periods of strong economic growth and less certain times, Engel & Völkers has maintained consistent success in its sales, and we look forward to serving you.



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY
430 Park Avenue • 11th Floor | New York • NY 10022 | O 12126167600
Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com

Trusted advisors

A higher standard

At Engel & Völkers, our passion is exceeding client expectations, so it's only natural we align ourselves with exceptional real estate professionals to serve clients across the globe. It's why we don't simply have agents but instead trusted advisors to guide you through your home journey with extensive neighborhood expertise, distinguished care, and a bit of fun.

An Engel & Völkers advisor is an area expert and most often, a longtime neighborhood local surrounded by a network that shares the ability to reach buyers and



markets locally, nationally, and around the world. We hold our relationship with you closely and give back to the communities we share. Most importantly, an advisor can talk about the real estate market and where your home fits in the bigger picture. Engel & Völkers advisors provide more than facts. As local experts, our advisors live and breathe the communities we serve and will provide you with valuable insights relevant to your personalized needs and will see to every detail throughout the transaction process and beyond.



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY
430 Park Avenue • 11th Floor | New York • NY 10022 | O 12126167600
Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com

It's not just business

It's personal

When working with Engel & Völkers, you are our highest priority. Our collaborative approach to the sales process means involving you in as much or as little as you desire. Through it all, we will provide proactive and ongoing communication, reporting on the status of your home as frequently as you would like and through the channels most convenient for you. You will receive regular updates on your property's status, written reports on each showing, and details of our marketing campaigns before they are implemented. We consider open and frequent communications between our advisors and clients to be essential. Our goal is to have the successful sale of your home be the first of many opportunities in which we can be of service.



Detailed information to keep you up to date:

- ◆ Written reports after each showing
- ◆ Activity reports on the status of your sale
- ◆ Latest market information
- ◆ Evaluation for marketing measures
- ◆ Advice on aesthetic improvements



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY

430 Park Avenue · 11th Floor | New York · NY 10022

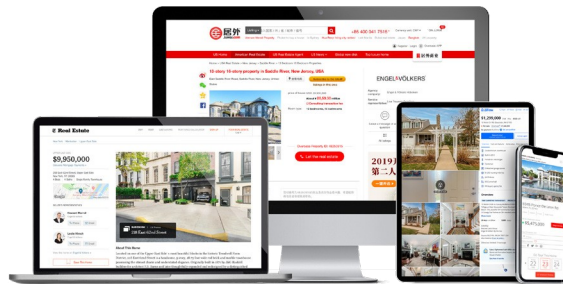
M 443.668.6212 | O 212.616.7600

Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com

Smart marketing. Extensive exposure.

Giving you the EDGE

EDGE™



Our Extensive Domestic & Global Exposure (EDGE) platform provides unprecedented reach to get your property in front of qualified consumers whether they're next door, in the Americas, or abroad—because they deserve to see it and you deserve to sell it. Working with an Engel & Völkers advisor gives you the EDGE that gives each listing extensive online exposure in major markets via a suite of highly trusted and strategic digital and mobile marketing partners—an expectation of today's savvy consumers and international clientele.

But we don't stop there, with a global network of more than 16,000 real estate professionals in over 30 countries, we not only reach millions of consumers but are also able to collaborate with our fellow Engel & Völkers advisors to strategically handpick and refer buyers for the specific properties they seek...like yours.

Let us provide the EDGE you need to sell your home and begin your next adventure.



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY
430 Park Avenue · 11th Floor | New York · NY 10022 | O 12126167600
Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com

Planning a successful in-home event

Letting your home tell the story

Careful planning, strategic preparation, and a deep understanding of your property are essential for a successful home showing or open house. From strategic scheduling and professional staging to the creative approach of hosting an in-home event, seasoned Engel & Völkers advisors consider these necessary elements to best showcase your property. Our contacts include professional services for light repairs, landscaping, and staging.

We work with you to identify the most convenient dates and times for showings and promote them accordingly to achieve the best results and work with your schedule. After the showing, we will collect valuable feedback and information from those who have attended to enhance our marketing efforts going forward.



Proven measures for ensuring a successful showing:

- ◆ Talking points to elaborate on the home's best features
- ◆ Depersonalizing interior design where appropriate
- ◆ Minimizing clutter
- ◆ Ideal scheduling
- ◆ Light repairs and landscaping to enhance curb appeal
- ◆



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY
430 Park Avenue · 11th Floor | New York · NY 10022 | O 12126167600
Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com

From offer to closing

Achieving the best possible outcome



Engel & Völkers offers a distinct marketing portfolio to showcase every property at its finest to the greatest audience of potential buyers locally and across the globe. While there is no limit to our brand offerings, we work to identify the most influential marketing strategy to promote your specific property to whom we believe to be the ideal buyer.

Ideal conditions for a successful closing:

- ◆ Agreement between all parties concerning the purchase price and contingencies
- ◆ Proper preparation of all required documents
- ◆ Regular communication between all parties
- ◆ Escrow management
- ◆ Full service at closing
- ◆ Assistance during the transition of property



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY

430 Park Avenue · 11th Floor | New York · NY 10022

M 443.668.6212 | O 212.616.7600

Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com

People are talking

What they have to say may help you

At Engel & Völkers, our passion is delivering luxury service to all our clients, never taking for granted that you have instilled trust in us and continue to do so by referring our services to friends and family. Our goal is to create long-term relationships with our clients to support their real estate needs now and in the future. For us, being a real estate advisor doesn't end when contracts are signed. We are your local neighborhood expert, helping you make the most of the place you call "home."

To ensure we maintain our standards of luxury service at every point across the Engel & Völkers network, we invite our clients to complete an interactive post-transaction survey to share feedback on their experience with their particular Engel & Völkers advisor.



Client insights help inform other customers as they look to validate their decision to work with a specific Engel & Völkers advisor. With a consistent rating of at least 98% satisfaction*, you can feel confident that by working with an Engel & Völkers advisor, you are working with the best in the industry.

*Data verified by Real Satisfied as of March 31, 2021



ADAM DONOVAN • ENGEL & VÖLKERS NEW YORK CITY
430 Park Avenue · 11th Floor | New York · NY 10022 | O 12126167600
Adam.Donovan@evrealestate.com | AdamDonovan.evrealestate.com