



People-Focused, Performance-Driven Real Estate!



INTERESTED IN SELLING YOUR HOME?

We would love to serve you!

THEPNWTEAM.COM | 253-389-8961 | INFO@THEPNWTEAM.COM

OUR MISSION

To raise the standard in real estate through people-focused, performance-driven service that brings joy to our clients and value to our community

The PNW Team

SELLING YOUR HOME SHOULDN'T BE STRESSFUL

As a client focused company, we're committed to your satisfaction. We're confident that you will be happy with our performance, but if you're dissatisfied with our services, you may cancel at any time!

SO... WHY HIRE US?



Well...

- Our objective is to provide a full, performance-driven service to get your home sold or represent you in purchasing your new home.
- We take full advantage of the latest technology and marketing trends to ensure that we maximize the outreach on marketing your home.
- We reached the top 1% in sales in the Northwest MLS in 2022 with a total of 163 transactions (+\$89,000,000 in total sales volume).
- We use our very own, Transaction Tracker, a simple, eight step e-mail system that will guide you through selling or purchasing a new home.
- You will be kept informed of your property's activity and be given a weekly market update from us to show where the market currently is.
- For a 3% commission rate, we offer a \$500 concierge credit that can be used towards services such as a home cleaning, landscaping, general contractor repairs, home staging, etc.
- As a bonus, we offer the seller the choice of either a home warranty OR a free pre-inspection for the home buyer as an extra incentive (\$500 maximum).
- We have an in-house media team specializing in photography, videography, drone (FAA Certified), graphic design, and social media marketing.

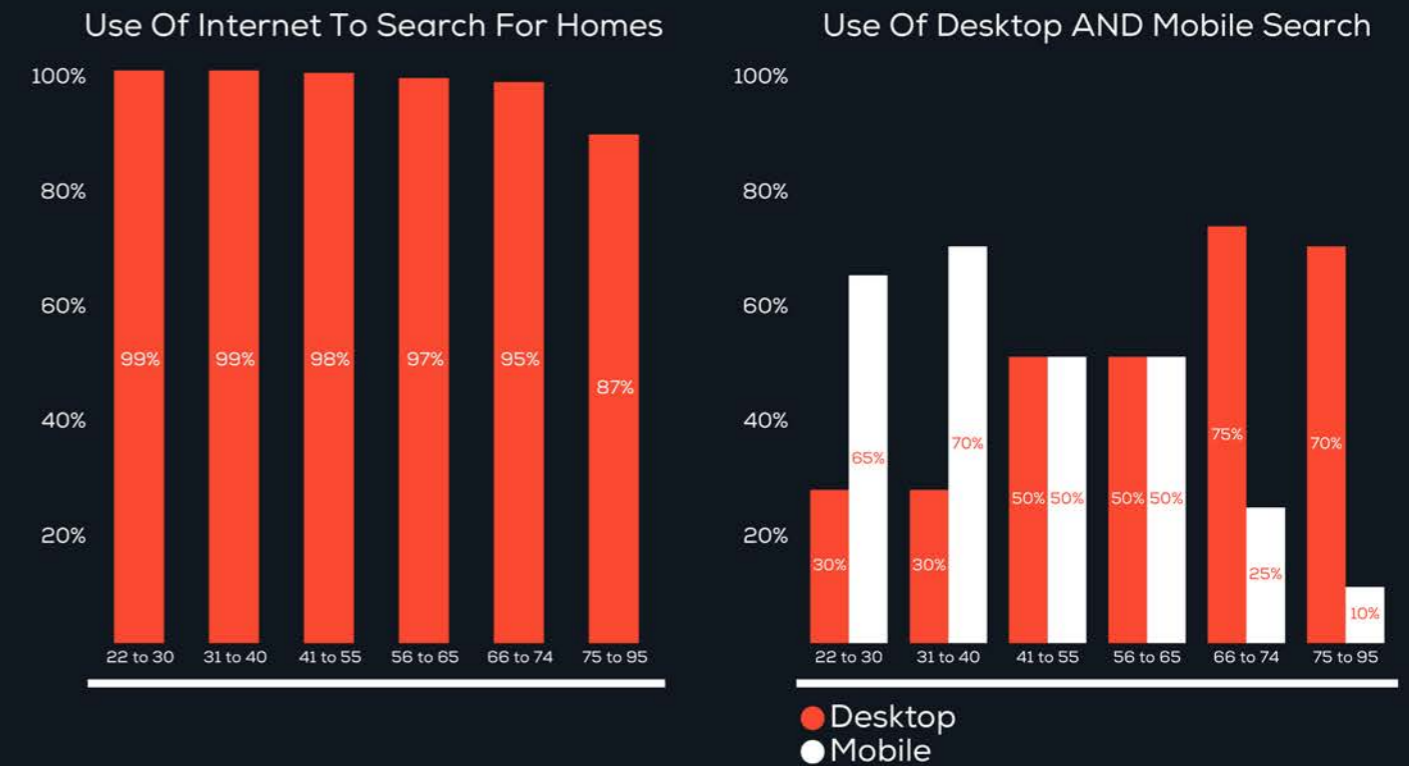


BREAKING DOWN THE COST



MOST EFFICIENT SOURCES FOR HOMEBUYERS

This information was researched and conducted by the National Association of Realtors. Homebuyers and Sellers Generational Trends 2021 Report



FIRST STEP TAKEN DURING THE HOME BUYING PROCESS	
Looked online for properties for sale	43%
Contacted a real estate agent	18%
Looked online for info about the home buying process	9%
Contacted a bank or mortgage lender	7%
Talked with a friend or relative about home buying process	7%
Drove-by homes & neighborhoods	6%
Visited open houses	4%
Contacted builder/visited builder models	2%
Contacted a home seller directly	2%
Looked up info about different neighborhoods or areas	1%
Attended a home buying seminar	1%
Looked in newspapers, magazines, or home buying guides	1%
Read books or guides about the home buying process	>1%

ACTIONS TAKEN AS A RESULT OF INTERNET HOME SEARCH	
Walked through home viewed online	56%
Saw exterior of homes/neighborhood, but did not walk through home	37%
Found the agent used to search for or buy home	35%
Pre-qualified for a mortgage online	26%
Requested more info	26%
Put in a contract/offer on a home	23%
Applied for a mortgage online	22%
Looked for more info on how to get a mortgage and other homebuying tips	14%
Found a mortgage lender online	12%

THE MAJORITY OF HOMEBUYERS

Begin their home search online. We're well aware of this fact and leverage it so we can focus on marketing your listing through platforms that will bring your listing maximum exposure.

DID YOU KNOW?

That when buyers search online they typically search a median of 10 homes in a span of 10 weeks while those who don't use the internet search a median of 4 homes in a span of 4 weeks.

CHOOSING THE RIGHT PRICE TO SELL

This information was researched and conducted by the National Association of Realtors. Homebuyers and Sellers Generational Trends 2021 Report

	Price Of Home Purchased						
	All Buyers	22 to 30	31 to 40	41 to 55	56 to 65	66 to 74	75 to 95
Less than \$75,000	3%	2%	2%	3%	4%	3%	3%
\$75,000 to \$99,999	3%	4%	2%	2%	4%	4%	2%
\$100,000 to \$124,999	4%	5%	3%	3%	3%	3%	2%
\$125,000 to \$149,999	6%	7%	4%	5%	5%	4%	9%
\$150,000 to \$174,999	7%	11%	6%	5%	8%	7%	10%
\$175,000 to \$199,999	7%	10%	6%	5%	5%	9%	6%
\$200,000 to \$249,999	14%	19%	13%	13%	14%	15%	13%
\$250,000 to \$299,999	13%	12%	14%	13%	13%	12%	15%
\$300,000 to \$349,999	10%	11%	10%	10%	10%	11%	12%
\$350,000 to \$399,999	8%	5%	10%	10%	8%	9%	5%
\$400,000 to \$499,999	10%	7%	11%	13%	9%	10%	7%
\$500,000 or more	15%	6%	18%	17%	16%	13%	15%
Median Price	\$272,500	\$229,000	\$300,000	\$305,000	\$276,900	\$270,800	\$266,700

Understanding market value: As we finalize your listing agreement, it is essential to price your property at competitive market value. Pricing your property competitively will generate the most activity from agents and competition from potential buyers and put the most money in your pocket.

Who determines value? The value of your property is determined by what buyers in the market are willing to pay. Statistically, your first offer is usually the best, and we will help you determine what offers are competitive and what terms to consider.

We will provide a CMA (Comparative Market Analysis), which is a collection of recent sales of homes that are similar to yours in your area. This will include details such as how many days homes are on the market and the final sale prices, which will help you determine your listing price.

And remember, it's not unusual to see price adjustments. It's important to recognize quickly if your property is over-priced so that accurate adjustments can be made to avoid your listing from going stale with being on the market for too long.

Sales Price Compared With Listing Price	
Less than 90%	9%
90% to 94%	13%
95% to 99%	34%
100%	30%
101% to 110%	13%
More than 110%	2%
Median	99%

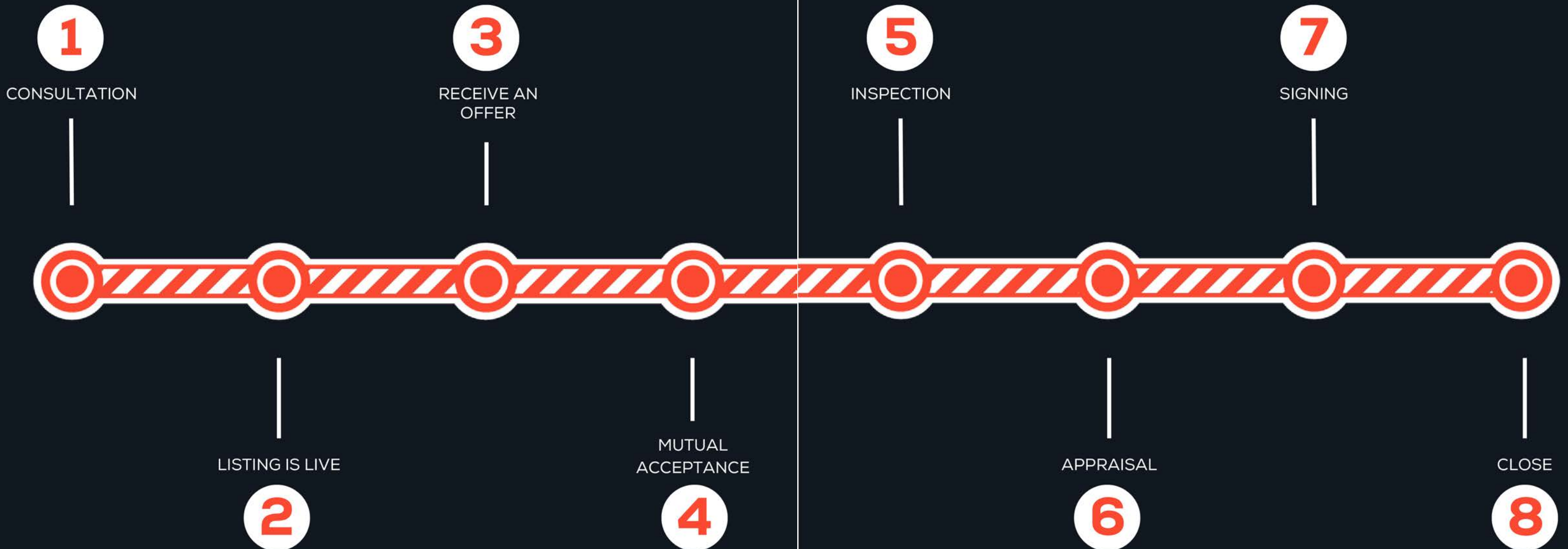
Number Of Weeks Recently Sold Home Was On The Market	
Less than 1 week	12%
1 to 2 weeks	38%
3 to 4 weeks	13%
5 to 6 weeks	7%
7 to 8 weeks	6%
9 to 10 weeks	3%
11 to 12 weeks	6%
13 to 16 weeks	4%
17 to 24 weeks	6%
25 to 37 weeks	4%
38 to 53 weeks	2%
53 or more weeks	1%
Median weeks	3%

INTRODUCING OUR TRANSACTION TRACKER

WE MAKE THE HOME SELLING PROCESS SIMPLE & SMOOTH!

From consultation to closing on your home sale, we'll be sending you emails with informative videos that will explain every step of the process. Remember, these videos are meant to help guide you and in no way replaces our communication!

We're available to answer any questions you may have!



WE LOVE TO GIVE BACK TO OUR COMMUNITY!



Pie Day!



*Supporting
Local Businesses!*



Volunteer Work!



Resort Giveaway!



*School Staff
Coffee Giveaway!*



Client Party!

WHAT OUR CLIENTS SAY ABOUT US!

Kevin Bates



"Nichole Frandanisa did such a FANTASTIC job for us as we NEEDED to maximize the sales price in our situation. That listing price drove 34 visits to the home within 3 days of listing and resulted in three competing offers in a RISING-rate environment within three days!"

Trisha Leon



"I did not have a lot of hope selling my father's home. But what I appreciated the most about The PNW Team was they were fast, efficient and they were working hard for my family. They were also sensitive to the fact that I lost my father and just in general they really took care of business."

Cori Olson



"Jake was a positive and fun person to work with during the home buying process. He was genuinely excited and happy to work with me through a process that I thought would be really hard. It ended up being a great experience all around, and I enjoyed doing it with Jake as my agent."

Kristin Brown



"Great company to use!! Joshua is constantly there to answer questions and give advice when asked for it! He sold our house and helped us buy a new one! Their marketing is amazing..... we had 9 offers on our house within 4 days."

Drew Scanapico



"I have used Joshua Meeks and his team for multiple houses and my family's houses! This TEAM is top-notch when it comes to customer service and their current customers! They also team up with local companies and help their community!"

Matt Cahill



"Adam is THE best. Highly communicative, super friendly and has a deep-rooted passion for people. He is very knowledgeable of the market and made the buying process a breeze. I highly recommend Adam to anyone looking to buy/sell a property!"



WHY HIRING A TEAM IS BETTER!

A dedicated team to serve you!



**Real Estate
Experts**



**Transaction
Tracking**



**Concierge
Service**



**Media
Team**

Ask us about our flexible commission packages
by giving us a call at

(253) 389-8961

Or e-mail us at

info@thepnwteam.com

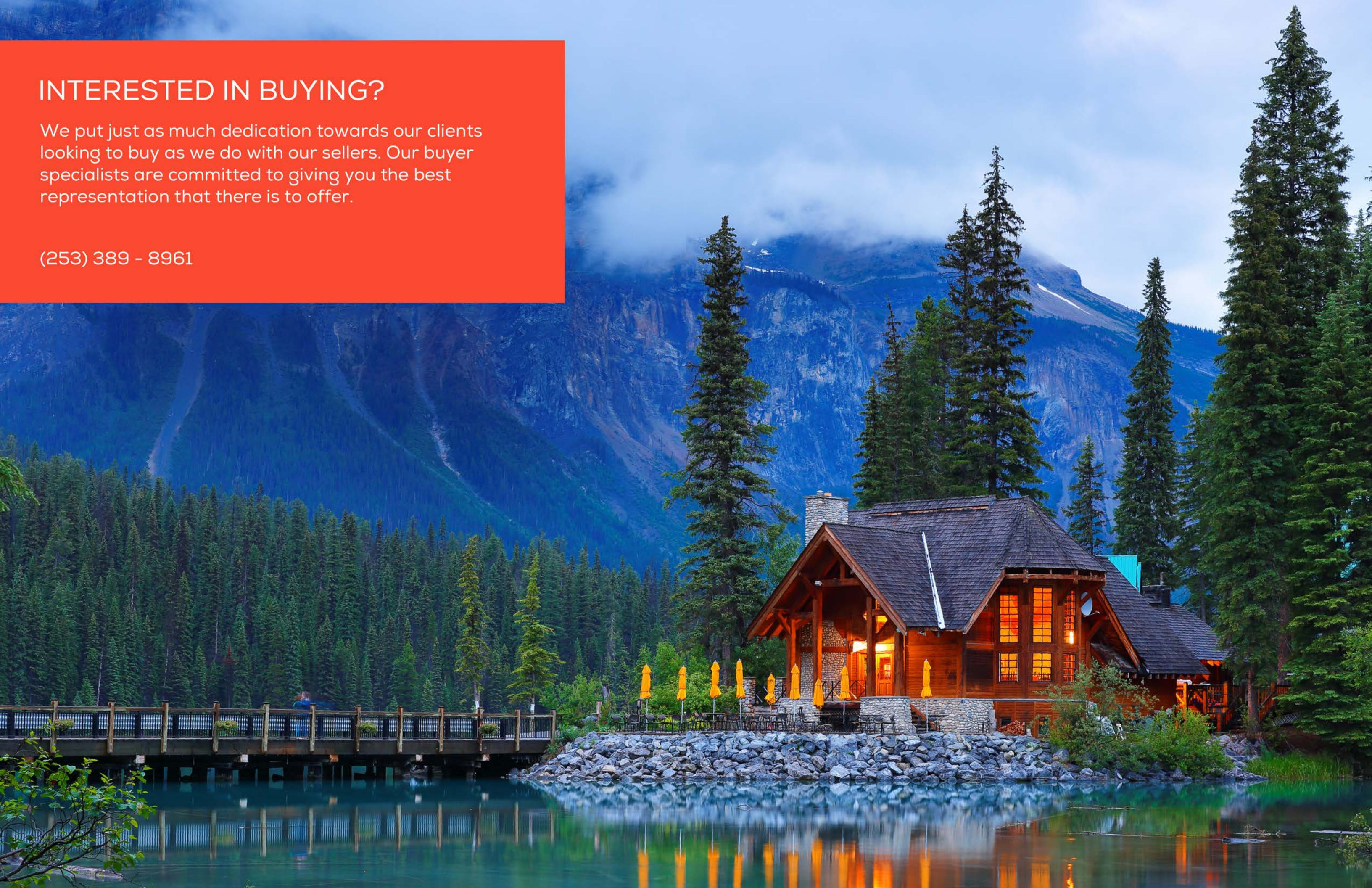
*Want to see more?
Check us out online!*



INTERESTED IN BUYING?

We put just as much dedication towards our clients looking to buy as we do with our sellers. Our buyer specialists are committed to giving you the best representation that there is to offer.

(253) 389 - 8961





TIMBER
REAL ESTATE



In addition to the personal attention and the level of service offered by The PNW Team, all of the resources and tools from an independent real estate brokerage that truly cares about the Pacific Northwest community, Timber Real Estate.

3920 W Tapps Dr E Lake Tapps, WA 98391