



Fa & Line

Realty Group

COMPASS REAL ESTATE

greetings



FALL LINE REALTY GROUP

We would like to introduce Fall Line Realty Group; Paul Kelly, Andrea Loban, Chloë Pierce, & Brice Nelson, with over 40 years of collective experience in Jackson Hole, WY and Teton Valley, ID real estate. Our unique team approach ensures our clients receive superior service, personalized attention and thorough communication. With four professionals working for you, there is always someone available and on task, after hours and seven days a week. Awarded for excellence 10 years running and most recently the 2017 – 2020 Teton Valley Top Producers, Fall Line Realty Group is an outstanding choice for your real estate needs.



PAUL KELLY

Associate Broker, GRI
(307) 690-7057
paulkelly@jhrea.com

An area resident for 25 years, Paul came to the Tetons after graduating from the University of Washington in 1996 to pursue a life of skiing, snowmobiling, and summers filled with golf and white-water kayaking. Paul entered the real estate business in 2001 and now has 20 years of experience in the local market. A top producer for 2 different local real estate companies from 2004 - 2007, treasurer for the Teton Board of Realtors from 2005 - 2009, past board member of the Teton Valley Rotary, Teton Valley Rotary Rotarian of the year 2009, and Co-Founder and current board member of the Teton Valley Food Bank, Paul places an emphasis not only on family and the mountain lifestyle, but also on leadership, philanthropy, and success as a broker. Paul has also enjoyed success in the world of large-scale development, bringing the brand new 95,000 sqft Marriot Spring Hill Suites and condominiums to the Town of Jackson and subsequently selling the hotel and 9 residential penthouse condominiums at the property. While experiencing success in assisting his clients with all aspects of buying and selling real estate, Paul most enjoys the process of building lasting relationships with his clients.



ANDREA LOBAN

Associate Broker
(208) 201-3467
andrealoban@jhrea.com

Growing up in Minnesota, Andrea Loban fostered a love of the great outdoors. Learning came by way of canoe trips on the Boundary Waters and summers on the Mississippi. She attended the University of Wisconsin, Madison, obtaining her degree in Psychology and Criminal Justice. She spent time in Durango, Colorado, and Southeastern Oregon where she was guiding rock climbing, mountaineering and rafting. Deciding to explore Jackson Hole, WY, Andrea began her real estate career in 1999. Through a two year marketing position, Andrea aided a high-end residential realtor and learned the benefits of networking and building a strong reputation. Andrea made the transition to Teton Valley, Idaho, where she settled with her husband Jeff and two sons Cole & Nash. They enjoy roaming the Big Holes, hiking, biking and skiing. Andrea prides herself on working in the best interest of buyers and sellers and keeping up with the issues in the growing community of Victor, Driggs, Alta, Targhee and Teton. As a qualified real estate broker, she looks forward to servicing your Teton Valley needs.



BRICE NELSON

Sales Associate
(208) 313-5269
bricenelson@jhrea.com

After graduating from the University of Kansas, Brice Nelson moved to the Tetons in 1993 in search of rugged hills with deep powder. Soon after, he purchased an iconic Victor restaurant, The Knotty Pine Supper Club, and has owned this flourishing locale ever since. An avid skier, music enthusiast, and lifetime member of Trout Unlimited, you can catch Brice in the tramline or floating the river. Brice lives in Victor with his wife, Whitney and his three sons, Dakota, Elijah and Cedar, where he tends his greenhouse gardens for seasonal farm-to-table fare. With first-hand knowledge of the real estate market in both residential and commercial transactions, Brice enjoys sharing his knowledge with those looking to experience life in the Tetons. If you are looking for your first home, relocating your family or taking on a large scale commercial project Brice's local knowledge and commitment to hard work will help you to realize your goals.



CHLOË PIERCE

Sales Associate
(307) 690-9340
chloepierce@jhrea.com

Then newest member of Fall Line, Chloë was raised in Teton Valley. As the daughter of a contractor, when she wasn't outside playing in mud puddles in the Summer or Skiing in the Winter, she was on a construction site. Growing up around the job site came in handy when her father and her bought a home in Laramie, WY while she was attending University of Wyoming. They remodeled, and successfully sold the house after her graduation in 2011. From there Chloë traveled the world, some of her favorite destinations include Thailand, Greece, and Norway. Ultimately, those beautiful mountains called her home where her and her Father successfully bought, remodeled, and sold their second project home. She currently lives in Victor with her Husband and has the pleasure of raising her two boys in the same Valley she grew up in. Chloë enjoys meeting new people and helping them realize their Real Estate goals. With a unique local perspective, she looks forward to providing you with excellent service and up to date information.

COMPASS REAL
ESTATE

#1

IN SALES TRANSACTIONS

WE FACILITATE IN THE MOST REAL ESTATE ACTIVITY
OF ANY REAL ESTATE BROKERAGE IN THE REGION,
PROVIDING YOU ROBUST INSIGHT INTO THE LOCAL
MARKET ALONGSIDE UNPARALLELED GLOBAL EXPOSURE

FALL LINE REALTY GROUP & JHREA ACCOLADES

2011

Jackson Hole Real Estate Associates

GLOBAL AFFILIATE OF THE YEAR AWARD

2013

Fall Line Realty Group

ROCK STAR AWARD

2014

Jackson Hole Real Estate Associates

GLOBAL AFFILIATE OF THE YEAR AWARD

Fall Line Realty Group

ROCK STAR AWARD

2015

Fall Line Realty Group

ROCK STAR AWARD

2016

Fall Line Realty Group

ROCK STAR AWARD

2017

Fall Line Realty Group

TETON VALLEY TOP PRODUCER

W.O.W AWARD

2018

Fall Line Realty Group

TOP SALES VOLUME, TETON VALLEY

PROFESSIONAL EXCELLENCE AWARD

2019

Fall Line Realty Group

TOP SALES VOLUME, TETON VALLEY

#1 TRANSACTION VOLUME, TETON VALLEY

2020

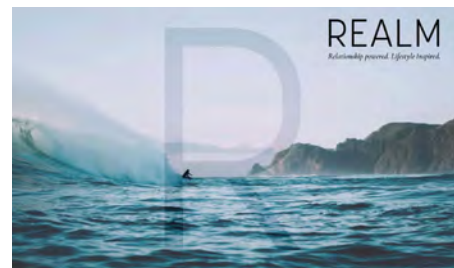
Fall Line Realty Group

TOP SALES VOLUME, TETON VALLEY

#1 TRANSACTION VOLUME, TETON VALLEY

WHAT SETS US APART

- Fall Line Realty Group offers a unique team approach which means that someone is always available and accessible during and after business hours, seven days a week.
- We offer access to the valley's oldest and most established appraisal company and the most comprehensive real estate database in the region.
- Our team has over 40 years of collective experience in Jackson Hole, WY and Teton Valley, ID real estate, providing superior service, attention, and communication.
- We are knowledgeable in all markets including residential, resort properties, investment properties, vacant land and commercial/real estate development opportunities in both Teton Valley, Idaho and Jackson Hole, Wyoming.
- As members of the Teton County Multiple Listing Service, we are able to show you all available properties in our area that meet your criteria.
- Fall Line Realty Group has been an award winning and top producing Real Estate Team for 9 Years Running.
- Top Ranking organic position with Google - Search term "Teton Valley Real Estate"
- The only local real estate brokerage that reinvests in our local community with our exclusive Community Grant Matching program
- REALM. Our revolutionary technological resource to optimize agents' databases and client relationships in a totally secure, encrypted environment on a global basis
- Monday Morning Market Snapshot
- Compass Concierge - Zero upfront cost to invest in your home's potential for maximizing its sale
- Superior service and communication which is sensitive to our clients' needs
- Total integrity and confidentiality that is deserving of our client's trust
- A drive for excellence
- Technical expertise that makes innovation a state of mind
- Professionalism that demands more knowledge, better preparation, and greater service than our competitors



TESTIMONIALS

My wife and I enjoyed working with Andrea. One of the things I liked about Andrea was she listened. She did not try to "just sell us something". This is our second home so we looked at homes for several months with multiple trips back to the Valley. Andrea made each trip a great experience. When we negotiated the deal it was easy because Andrea knew our hot points and only bothered us with the important stuff. I will use Andrea for any future real estate purchase in the Jackson/Driggs/Tetonia area.

- Wayne Powell

Paul proved to be very knowledgeable and extremely responsiveness when we were looking at purchasing a second home in Teton Village. He took the stress out of buying from 1500 miles away. We would highly recommend him.

- Keith B. and Anna D.

Fall Line represented me as my agent during the recent short sale of my property. A huge amount of work is required to complete the steps in the process and provide needed documentation. Paul took care of every detail. I can recommend them without reservation.

- Jerry Edgington, Bountiful, UT

Moving our young family from MI to Teton Valley, ID was an exciting but scary time for us! With limited people to turn to here, Brice and Paul stepped up and became our eyes and ears on the ground. The attention to detail in making sure it was a smooth process was impressive and appreciated. Not only did it remove some of the stresses associated with such a move, it actually gave us a sense that we were in good hands that and our interests were protected. Thank you Fall Line Realty & JHREA for making truly help making our dreams come true. We love our new home and more importantly, the community in which we now call home.

- Drew Orlando, Victor, ID

We could not be more grateful that we found Andrea in the process of buying our home. As first time home buyers, it was so important for us to have someone on our team that was experienced and knowledgeable. We kind of stumbled upon Andrea while working with another agent who was not doing a great job communicating with us. She was so flexible and willing to help us in a tough market and drawn out financial process. She was always available and willing to help and gave sound advice from the beginning to the end of the process. Thank you!

- Rilla Ferriera

Andrea made for a super easy and efficient home buying process in an area I was totally unfamiliar with. The local knowledge, recommendations and assistance I received made the process very smooth. I would recommend her to anyone looking to purchase in the Teton Valley area!

- Tim Vidmar

We are very fortunate to have chosen Paul as our realtor. As first time homebuyers, he was a tremendous help in advising us through the process. We always felt as if we were his top priority. Our new home is a perfect fit for us, and we have Fall Line to thank for it.

- Lindsay & Dan Sanders

We wanted to express our sincere thanks to you and your staff for selling our house in Alta. Your professionalism and knowledge of the local market was instrumental in completing the transaction in a timely manner. We will recommend you to all of our friends.

- Bruce and Kathy Ecklund
Cody, WY

FALL LINE REALTY GROUP SELLS EVERYWHERE

Fall Line Realty Group has a broad breadth of experience successfully completing transactions across all market segments. Through all price ranges in our market, from residential to commercial, Fall Line Realty Group has the track record to properly represent and market your property. With over 40 years of combined experience in our market place, Fall Line Realty Group has comprehensive knowledge of our real estate market and the many facets of our community.

Solitude
Granite Ridge
Commerical
Teton Valley, ID
Star Valley, WY
Alta, WY
Town of Jackson
East Jackson
Rafter J
Cottonwood Park
North of Jackson
Teton Village
Spring Creek Ranch
Wilderness
Fall Creek Road
River Meadows
Wilson
Skyline Ranch
Gros Ventre North
Teton Pines
Aspens
John Dodge
Bar B Bar
Jackson Hole Golf and Tennis
Love Ridge/Snow King
Teton Springs





SPEC BUILDER REPRESENTATION

Fa^{ll} Line
Realty Group



HORIZONTAL DEVELOPMENT

Fa  Line
Realty Group



COMMERCIAL

FaLine
Realty Group

BLACKHAWK BUILDING

11 Leased Spaces | Driggs, ID

\$1,510,000



FREMONT BUILDING

15 Leased Spaces | Driggs, ID

\$1,499,000



SIGNIFICANT SALE

120 Room Springhill Suites | Jackson, Wyoming
\$55M



SIGNIFICANT LISTING

The Ranches at Packsaddle Bench | Teton, ID
\$33M



WE'RE COMMITTED TO OUR COMMUNITY



At Compass we are committed to the communities we serve. It is a privilege to live and work in such remarkable destinations, which owe their appeal largely to the involvement of dedicated men and women like our agents. We are proud to join our agents in supporting the people, causes and organizations that make this region the most philanthropic in the country. We are pleased to offer the Compass Cares Community Grants Program. The only philanthropic initiative of its kind offered by a real estate brokerage in the region, this program allocates funds annually to be directed to local non-profits.

As a company, we share your passion for our communities, and we proudly put our resources towards supporting the organizations and people that make this area extraordinary.



Giving Back to Our Communities

Compass Cares empowers agents to support meaningful causes right where it counts most—in your neighborhood.

100%

Of transactions contribute to a donation in your community*

\$2.5M

Donated to strengthen our communities to date*

2,500+

Organizations supported*



compass.com/compass-cares

*2020 YTD statistics since the launch of Compass Cares in 2018.



WORK WITH COMPASS,
THE #1 INDEPENDENT
REAL ESTATE BROKERAGE
IN THE COUNTRY

A network of top real estate agents ready to find you your home.

\$152B+

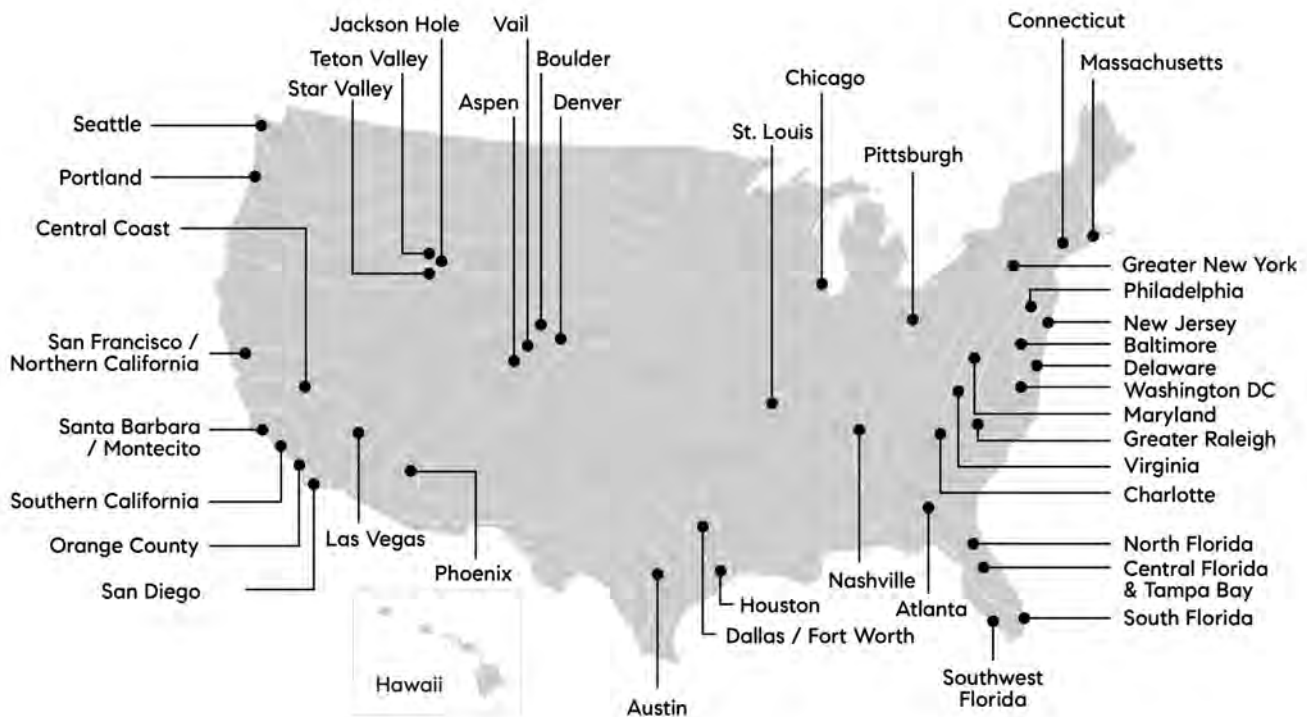
2020 Gross Transaction Value*

350+

Offices

20K+

Agents**



*Gross Transaction Value is the sum of all closing sale prices for homes transacted by agents on the Compass platform. We include the value of a single transaction twice when our agents serve both the home buyer and home seller in the transaction. This metric excludes rental transactions.

**Agents are defined as all licensed agents on the Compass platform as of 3/31/21.

5

Compass Tools to Help You Find Your Next Home

How we'll use technology for a swift, successful search.

1 Collections

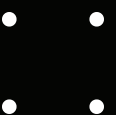
Collections lets you compare multiple properties—their size, neighborhood, amenities—within a visual workspace. Monitor market activity in real time, stay in constant contact with your agent, and invite collaborators to join in on the discussion.

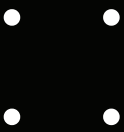
2 Search

Compass Search lets your agent filter and sort by a wide range of features and amenities. Plus, discover exclusive Compass listings you won't find anywhere else and receive real-time notifications of new homes with customized Saved Searches!

3 Coming Soon

What buyer isn't looking for an edge over the competition? Browse unique properties that are only viewable on Compass.com with your agent and discover your future home **before** it hits the market.





4 Markets App

Curious how a listing you like stacks up against others? Wondering about historical trends in a neighborhood you're considering? Evaluate pricing trends, days on market, and more with your agent's help, straight from the Compass iOS app.



5 Compass CRM

Compass CRM is an advanced contact management solution that provides your agent with the intelligence and tools to network effectively and pinpoint the seller who owns your next home.

What do you get when you combine these tools with your agent's expertise?

A swift and seamless search that delivers the perfect home for you.

COMPASS BRIDGE LOAN SERVICES

Buyers are able to access competitive rates and dedicated support from industry-leading lenders with the exclusive option to get up to six months of their bridge loan payments fronted when they sell their home with a Compass agent. Here's how to get started

1 Inquire with a lender

Visit compass.com/bridge-loan-services for more information. Inquire directly with a bridge loan lender, such as Better.com or Freedom Mortgage, to explore financing options and if you qualify.

2 Submit for Pre-approval

Apply to get pre-approved for a bridge loan with the lender of your choice, while searching with your Compass agent for your next home.

3 Apply for Bridge Loan Advance

If approved for a bridge loan, learn more about getting the first six months of your bridge loan payments fronted via the Bridge Loan Advance* by Notable, an independent lender.

*NMLS# 1824748. Loans made or arranged pursuant to a California Finance Lenders Law license.



4 Win bid and move into home

If needed, use your approved bridge loan to strengthen your bid and help close on a new home. Move in and get settled while your Compass agent works to sell your current home.

5 Sell existing home and repay loans

When your old home sells, simply use the proceeds to pay back the bridge loan and Bridge Loan Advance.



**Learn more about
Bridge Loan
Services:**

compass.com/bridge-loan-services

COMPASS

Meet your dream home first with Compass Coming Soon

On Compass.com you have full access to Compass Coming Soon — thousands of unique properties that have just hit the market previewed on our site. Because these listings are only viewable on our site, you'll have access to an entire category of listings ahead of the broader market.

Here's how Compass Coming Soon benefits your search:

Catch the first glimpse

The majority of Compass listings start as a Compass Coming Soon before officially hitting the market, giving you a headstart to search and make an offer before other buyers.

See the full market

Compass Coming Soon listings can only be seen in one place — compass.com — so you'll always see the most complete picture of the market on our site.

Streamline your search

Using Compass Saved Search, never worry about missing your dream home. Easily set preferred listing criteria and receive alerts when new Compass Coming Soon listings are posted.



Interested in learning more?

Talk to your agent about available listings.

COMPASS
COMING SOON

How do you make a winning offer in a hot market?

Here's how we provide buyers with expert guidance through the entire search process. Working with us means you will:



Get a customized buyer strategy based on your personal goals.

Whether you're a first-time buyer or a long-time homeowner looking for your next property, we will provide you with support, advice, and information throughout the entire transaction.

Gain neighborhood insights and recommendations.

Curious about discovering new neighborhoods to call home? With deep local insights and market data, we can help you learn about new locations that might be a great match for your buying goals.

Understand how to take advantage of today's housing market.

Whether you're a first-time buyer or a long-time homeowner looking for your next property, we will provide you with support, advice, and information throughout the entire transaction.



COMPASS REAL ESTATE

REALM™

POWERED BY HUMAN CONNECTION

REALM is a collection of the most accomplished real estate professionals ever assembled. Every member of REALM has access to other trusted real estate professionals, whose vetted clients are matched with properties. Members have the opportunity to collaborate with the elite network of agents REALM has built, to ensure you have access to exclusive listings.

RELATIONSHIP TECHNOLOGY

- Unlimited Clients & Client Profiles
- Enhanced Client Information
- Unlimited Listings
- Unlimited Qualified Buyer Matches
- Access to REALM Marketing Intelligence
- Data Feed Integration
- Prioritized Support

CLIENT REACH

- Access to 2.7 million HNW and UHNW WealthX Dossiers
- Global client network through trusted advisors
- Custom generated buyer client marketing profile
- Networking Forums to spotlight individual properties and high-potential buyers

CONCIERGE LEVEL SUPPORT

- Enhancing client-agent relationships
- Ensuring properties get the highest level of exposure
- Guiding agents on networking and relationship opportunities

REALM is a collection of
the most accomplished
real estate professionals
ever assembled.



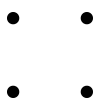
Buyer's

Fa^{||}Line
Realty Group



COMPASS

Guide



01

Find an Agent

Connect with a licensed Compass real estate agent who is knowledgeable about the neighborhoods you're considering and can help guide your search



02

Get Pre-Qualified

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be paying the full price of your home in cash). Your Compass agent can connect you to a mortgage broker. Based on your income and credit history, the mortgage broker will determine how much a bank will lend you, which will help you determine the price range for your search.

03

Visit Properties

Now is the time to consider your ideal home's location and amenities. You will attend viewings and open houses spanning a range of areas and property types. Additionally, your Compass agent will activate notifications for exclusive Coming Soon and Off-Market properties as they hit the market.

04

Packaging and Submitting Offers

Once you identify a home you like, you can put in an offer, which is an agreement to pay a certain price for the home. This offer is packaged with a Proof of Funds (POF) and Pre-Approval Letter. Note: if your offer is lower than the list price or with terms not acceptable to the seller, the seller will likely return with a counter-offer price or acceptable terms, which you can accept, reject, or make another counter-offer. Your Compass agent will provide advice throughout.



05

Escrow Process

(Life of an Escrow: 30 & 45 day escrow period)

Day 1 Once offer is accepted, escrow is officially open and the clock begins on contingencies*

Day 2 Contact your insurance agent for homeowners coverage

Day 3 Initial deposit is due per terms of agreement

Day 1–17 Seller delivers disclosures to buyer. Buyer performs inspections (Step 6)

Day 1–21 Loan is in underwriting and appraisal occurs (Step 7)

Day 7–30 | 21–45 Seller signs grant deed and staging is removed, if any (Step 7)

End of Escrow Within final week of escrow period, buyer signs loan and closing documents and wires in closing funds (Step 10)

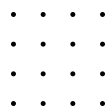
Day 30–45 Loan funds and escrow closes (recordation)

*This escrow process is based on a standard 30–45 day transaction

06

Home Inspections: Review Disclosures, Reports & Repairs

It is the buyer's duty to schedule all desired home inspections and determine the overall condition of the property within the agreed timeline and contractual contingencies. Buyer will also review the disclosures and preliminary title report. You may approve or negotiate credits/repairs. Prior to closing, remember to schedule a final walk-thru of the property to verify property is still in acceptable condition and any negotiated repairs were done.



07

Loan, Appraisal, & Closing

Organize an appraisal with your bank. Your completed mortgage application with all supporting documentation should be submitted to your chosen lender upon receipt of the fully signed Purchase Agreement. The bank then issues loan approval. Consequently, the buyer wires the closing funds with the homeowner's insurance in place, and then the loan will be funded with clearance to close.

08

Welcome Home!

Congratulations! You are now a homeowner.

Key Terms

Appraisal Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

Assessed Value Value placed upon property for property tax purposes by the tax collector.

Closing Costs Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, title insurance and escrow fees.

Closing Statement The statement which lists the financial settlement between Buyer and Seller, and the costs each must pay.

Contingency Certain criteria that have to be met in order to finalize the sale.

Conventional Mortgage A mortgage or Deed of Trust not obtained under a government insured program such as FHA or VA.

Credit Money given to a buyer from a seller through escrow at closing.

Escrow A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding and closing.

Earnest Money Deposit Buyers in California usually deposit 3% of the purchase price to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met.

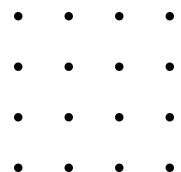
Fixed Rate Mortgage A loan on which the interest rate and monthly payment do not change.

Home Warranty A policy that covers certain repairs (e.g. plumbing/heating) of a newly purchased home for a period of time, typically one year.

Preliminary Title Report A report showing the condition of title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

Title Insurance Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

Recording Fees Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.



COMPASS TETON VALLEY

MARKET SNAPSHOT

With wide open space, gorgeous mountain views and an exceptional quality of life, Teton Valley ID, has never been more popular. The trend that started in the second quarter of 2020, the exodus from cities to locations with open space and safety, ramped up substantially, continuing to push demand for local real estate to new heights.

Total number of transactions in Teton Valley increased by 162%, boosting the total dollar volume up by 216% to \$237M Year to Date 2021 vs. 2020. The greatest increase was in the vacant land segment up 294% in transactions and 7X in dollar volume to \$82M

Single family home transactions increased 56% pushing dollar volume up 183% and driving the average sales price up to \$990K. Single-family home inventory is very tight as we head into third quarter down 40% with only 60 listings. Average days on market decreased in all segments of the market, indicating that the demand for property in Teton Valley remains strong, and the market is competitive.

\$237,128,440

Total Dollar Volume
216% Increase YOY

\$410,968

Average Sale Price
21% Increase YOY

349

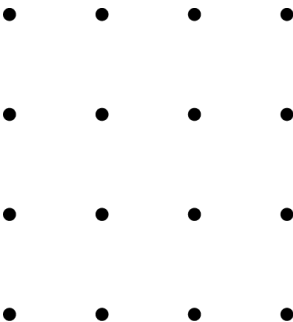
Active Listings
-38% Decrease YOY

\$216,250

Median Sale Price
-26% Decrease YOY

557

Total Transactions
162% Increase YOY



COMPASS REAL ESTATE



PAUL KELLY, ANDREA LOBAN, CHLOÉ PIERCE & BRICE NELSON

JacksonHoleBrokers.com

TetonValleyBrokers.com

MAIN LOCATION
80 West Broadway
PO Box 4897
Jackson, WY 83001
307 733 6060 TEL

PEARL AT JACKSON
270 West Pearl
Jackson, WY 83001

SNOW KING HOTEL
400 Snow King Avenue
Jackson, WY 83001

SNAKE RIVER SPORTING CLUB
400 Snow King Avenue
Jackson, WY 83001

ALPINE
PO Box 3225
46 Iron Horse Drive
Alpine, WY 83128
307 654 7575 TEL

THAYNE
PO Box 846
235 South Main Street
Thayne, WY 83127
307 883 7575 TEL

TETON VALLEY, IDAHO
65 South Main Street
Driggs, ID 83422
208 354 7325 TEL

WESTERN RANCHES
Representing legacy ranchland of
the mountain west
westernranches@jhrea.com

