



# Fa & Line

Realty Group

COMPASS REAL ESTATE



# greetings



## FALL LINE REALTY GROUP

We would like to introduce our team, Paul Kelly, Andrea Loban, Chloë Pierce, and Brice Nelson, with over 60 years of collective experience in Jackson Hole, WY and Teton Valley, ID real estate. Our team approach ensures our clients receive superior service, personalized attention, and thorough communication. With four professionals working for you, there is always someone available. Awarded for excellence twelve years running and most recently 2022 & 2023 RealTrends America's Top Real Estate Professionals, 2017 – 2023 Teton Valley Top Producers, and 2020 - 2023 #1 Sales Volume, Fall Line Realty Group is an outstanding choice for your real estate needs.



### PAUL KELLY

Associate Broker, GRI  
307.690.7057  
paul.kellye@compass.com

An area resident since 1996, Paul came to the Tetons after graduating from the University of Washington 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 over 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  
andrea.loban@compass.com

Andrea, a Minnesota native, developed a passion for the great outdoors as a child. Her love for nature was nurtured by canoe trips in the Boundary Waters and summers spent on the Mississippi Headwaters. She furthered her education at the University of Wisconsin, Madison, and earned a degree in Psychology & Criminal Justice. Venturing to Durango, CO, and Southeast OR, Andrea honed her skills in guiding rock climbing, mountaineering, and rafting. In 1998, she embraced a new chapter in Jackson Hole, WY, beginning her career in real estate with a two-year marketing role; collaborating with a high-end residential realtor.

Andrea moved to Teton Valley, ID in 2000 where she established her home with her husband Jeff and two sons, Cole & Nash. Together, they love exploring all that the Teton Region has to offer; rafting, fishing, camping, mountain biking, and skiing. Last year she enjoyed her first year as a mountain bike coach with the mountain bike team. With over 20 years of experience as a qualified real estate broker, Andrea takes pride in prioritizing the best interests of both buyers and sellers. She remains dedicated to staying informed about the evolving issues in the vibrant communities of Victor, Driggs, Alta, and Teton.



### BRICE NELSON

Sales Associate  
208.313.5269  
brice.nelson@compass.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  
chloe.pierce@compass.com

Chloë was raised in Teton Valley. As the daughter of a contractor, when she wasn't outside 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 is currently building her forever home 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.



— REALTRENDS |



TomFerry —

# AMERICA'S BEST

REAL ESTATE PROFESSIONALS

## 2022 - 2023

Fall Line Realty Group Recognized for:

TRANSACTION SIDES

DOLLAR VOLUME



# 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
2021	Fall Line Realty Group TOP SALES VOLUME, TETON VALLEY #1 TRANSACTION VOLUME, TETON VALLEY CENTURY CLUB - MORE THAN 100 TRANSACTIONS
2022	Fall Line Realty Group TOP SALES VOLUME, TETON VALLEY #1 TRANSACTION VOLUME, TETON VALLEY
2023	Fall Line Realty Group #1 SALES VOLUME, TETON VALLEY #1 TRANSACTION VOLUME, TETON VALLEY

# OUR COMMITMENT TO YOU

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- 01 WE PUT YOU FIRST - Your goal, is our goal, we are simply here to help you achieve your objectives.
- 02 WE EDUCATE - Whether this is your 1st or 10th real estate transaction, there is always something new to learn. We want to ensure you understand every step of the process.
- 03 WE COMMUNICATE - We pride our selves on keeping our clients and all parties of a transaction informed and up to date.
- 04 WE LISTEN - We want to hear your thoughts, concerns, and ideas.
- 05 WE WORK HONESTLY - In a field where trust is paramount, we strive daily to earn your confidence.

# TESTIMONIALS

Paul Kelly and the whole Fall Line Realty team, always available, made every step of the way easy. They performed on everything we agreed on plus more. Appreciated the team's market knowledge and how they looked out for our best interest from beginning to end.

- M. Hampton

Andrea has been helping me with Idaho real estate since I was in college. With zero knowledge about the area, Andrea was extremely patient with me and helped me find and sell the perfect piece. I have used Andrea now multiple times and very thankful for all her help!

- T. Lambert

Paul helped my wife and I with both the purchase and sale of land in the Teton valley. We live across the country from Wyoming so we were not local to the area. We were so happy that we chose Paul and his company. His intimate knowledge of the area provided us with the valuable information we needed to make our decisions. He is the epitome of an honest, detailed professional who keeps his client's best interests at the forefront. Paul helped us with every aspect of the process including helping us with a referral to a local bank for financing which made all the transactions stress free. We would highly recommend Paul and his team to anyone without hesitation.

- D. Guarrera

Excellent real estate agent and advisor. Andrea helped me buy my first home in Driggs, ID. She provided local expertise throughout the search process, keeping my purchase and lifestyle goals in mind. She and her team made closing as seamless as possible. Would recommend her to anyone!

- G. Laver

We had a very positive and proactive experience with Paul Kelly in selling our property in a quiet market which makes the performance much more impressive. Great follow up, hands on, boots on the ground effective operation. Highly recommended.

- K. Taner

I wanted to share our experience with Andrea Loban on the sale of our cabin in Victor, Idaho. Andrea was our agent when we purchased the cabin, and again when we sold the cabin. The only reason we sold was because we are planning on moving there full time when we retire soon, and that house didn't fit our needs for a retirement home. Andrea was amazing, and she has been wonderful to work with through this whole process. I was heartbroken when I sold the property, but she assured me that we would find a property nearby to build our dream home when we retire. Well wouldn't you know it' she found us a lot and we purchased it right away. She has been the best realtor we have ever worked with, and I couldn't recommend her more!

- P. Casmedes

Excellent in all facets. Good communicator and stayed in touch. A professional who believes in selling property, not just listing it. Although this was a long distance sale I never felt like I was out of the loop.

- B. Copeland

We had the pleasure of working with Paul Kelly at Fall Line on the purchase of our home in Driggs. Paul is professional, super responsive, very knowledgeable of the Teton Valley market . . . and fun to spend time with! The seller created a few challenges during the transaction and Paul's guidance was instrumental in working through them. Highly recommend Paul!

- T. Braun



# FALL LINE REALTY GROUP

## EXPERIENCE

**SPEC BUILDER REPRESENTATION** - From the ground up, we have experience working with Builders in all stages of construction.



**HORIZONTAL DEVELOPMENT** - We have experience in the processes of subdivision, improvement, marketing, and disposition of building parcels.





## COMMERCIAL DEVELOPMENT -

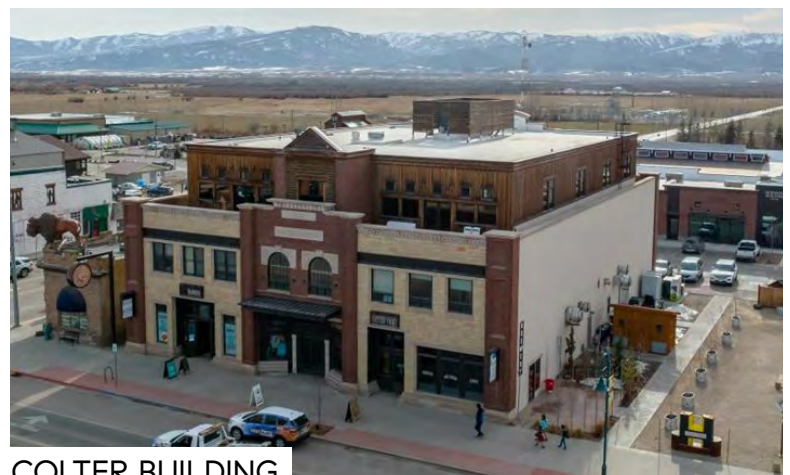
The Springhill Suites in Downtown Jackson, WY - Assisted the developer purchase land all the way through selling 9 luxury condos.



**COMMERCIAL SALES** - Fall Line Realty Group has successfully completed sales of the most prominent Commercial properties in Teton Valley



FREMONT BUILDING



COLTER BUILDING



BLACKHAWK BUILDING



NEW WEST BUILDING



# FALL LINE REALTY GROUP

## LUXURY

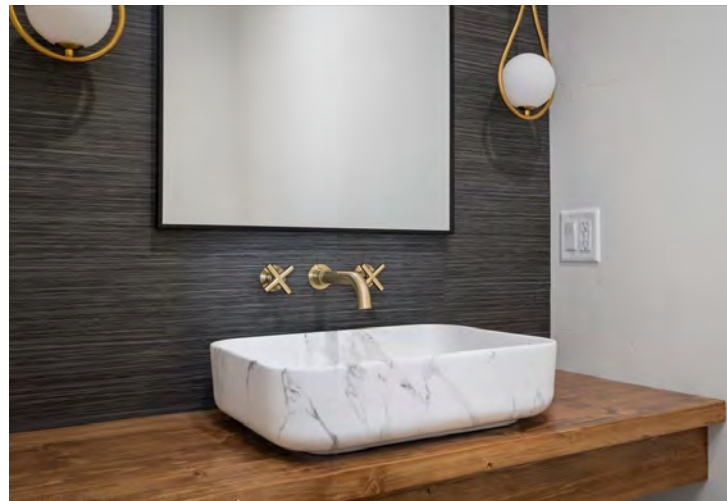


Your property is UNIQUE.  
We define those features  
that DIFFERENTIATE your  
property to capture the  
visual and narrative essence  
of your home.





We pay attention  
to detail and  
provide a  
professional  
experience at  
every showing



Our most prestigious  
properties are shared  
with an elite audience of  
luxury consumers, top  
brokers, and qualified  
Buyers around the world.



# 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 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.









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





COMPASS, A FORTUNE 500® COMPANY,  
IS THE #1 RESIDENTIAL REAL ESTATE  
BROKERAGE IN THE US

# 50 THINGS A BUYER'S AGENT DOES TO ENSURE A SUCCESSFUL TRANSACTION

01. We will meet for a buyer consultation.
02. Align on the best communication plan throughout the entire process.
03. Encourage you to reach out to a lender for pre-approval and provide recommended lenders (at least 3) if requested.
04. Collect market data and recent comparables in neighborhoods you're interested in.
05. We will complete a buyer questionnaire to understand your needs and objectives.
06. If necessary, I will research off-market opportunities for you to find additional suitable inventory.
07. Create a 'Collection' so you're aware of listings that fit your criteria.
08. Select properties to show you based on your criteria.
09. Pull market trend data to understand what's happening within the broader region.
10. Coordinate showing appointments to gain access to desired listings.
11. Learn relevant details and attributes of the properties shown, including number of bedrooms, bathrooms, square footage, acreage, etc.
12. Attend broker tours to view other available properties on the market.
13. Stay connected to local buyers, sellers, and other agents to maintain a constant view of what drives the market.
14. Reach out to agents with similar listings to understand traffic and buyer demand.
15. Provide objective advice and help you evaluate the pros and cons of different properties.
16. Prepare a Comparative Market Analysis (CMA).
17. Understand the current condition of the property for negotiation purposes with the assistance of experts.
18. Advise you on potential offer strategies that reflect current market conditions.
19. Help you obtain HOA documents if needed.
20. Review all transaction documents with you in advance of writing any offer.
21. Review all forms in the disclosure package.
22. Coordinate additional access to the property, if necessary.



23. Join you while you meet with experts about desired improvements including landscaping, painting, fixture updates, minor and major renovations, etc.
24. If requested, recommend at least three vendors to you on your specific request.
25. Maintain consistent communication to provide market updates.
26. Monitor any changes in the market to refine offer strategy and make needed updates (revising price, terms, etc.) accordingly.
27. Explain the offer process, timeline, and recommended preparation.
28. Align on offer strategy and prepare the offer on your behalf.
29. Notify the listing agent you are submitting an offer.
30. Advise and strategize with you on counteroffer response.
31. Negotiate terms as needed with the listing broker and seller in writing
32. Notify you when terms are agreed upon.
33. Assist with the review of the final contract, disclosures, pre-qualification letter, and wiring instructions, if applicable.
34. Coordinate the signing of the final agreement.
35. Facilitate deposit of earnest money and down payments.
36. Create and execute closing timeline and transaction review.
37. Stay in close contact with all relevant parties through next steps.
38. Share estimated timeline and all documents with client and Attorney(s), if applicable.
39. Coordinate and confirm inspection.
40. Coordinate and confirm appraisal has been received.
41. Confirm loan approval has been received.
42. Coordinate final walk-through and address issues that may arise by communicating with the seller's agent.
43. Remind you to order home warranty (if applicable).
44. Remind you to order homeowners insurance and set up utilities.
45. Request final closing figures from the closing agent (attorney or title company).
46. Advise you to carefully review closing figures with settlement service provider.
47. Facilitate closing for you and the seller.
48. Confirm recording of deed, if applicable.
49. Transfer of keys and property access.
50. Welcome you to your new home!







# BUYER REPRESENTATION AGREEMENT

A Buyer Representation Agreement is a contract that clarifies and formalizes our working relationship. It allows me to represent you and advocate for your best interests. It clarifies the expectations and commitments of the Buyer and the Agent while protecting each party throughout the property buying process. It ensures that you receive professional, dedicated and personalized guidance while you search for and buy real estate.

## Essential Components of the Buyer Representation Agreement:

**1. Scope of Services:** Defines the services I will provide you including property search, property showings, negotiation, and assistance with the purchase process.

**3. Property Type and Location:** The agreement may include details about the type of property you are interested in (e.g. single family, condo, commercial property, etc.) and the geographic area where you are looking to purchase.

**2. Duration:** The length of our formal relationship working together to find and purchase your property. This is negotiable, often 6 months to a year.

**4. Compensation:** The agreement specifies how my brokerage and myself will be compensated as it relates to your representation. All commissions are negotiable and can be paid by the Seller, by the Buyer, or as agreed by the parties. In our market the Buyer's Agent commission is typically paid by the Seller.

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We will review the agreement together before I ask you to sign anything.



# Explore Real Estate with Ease: The Compass App

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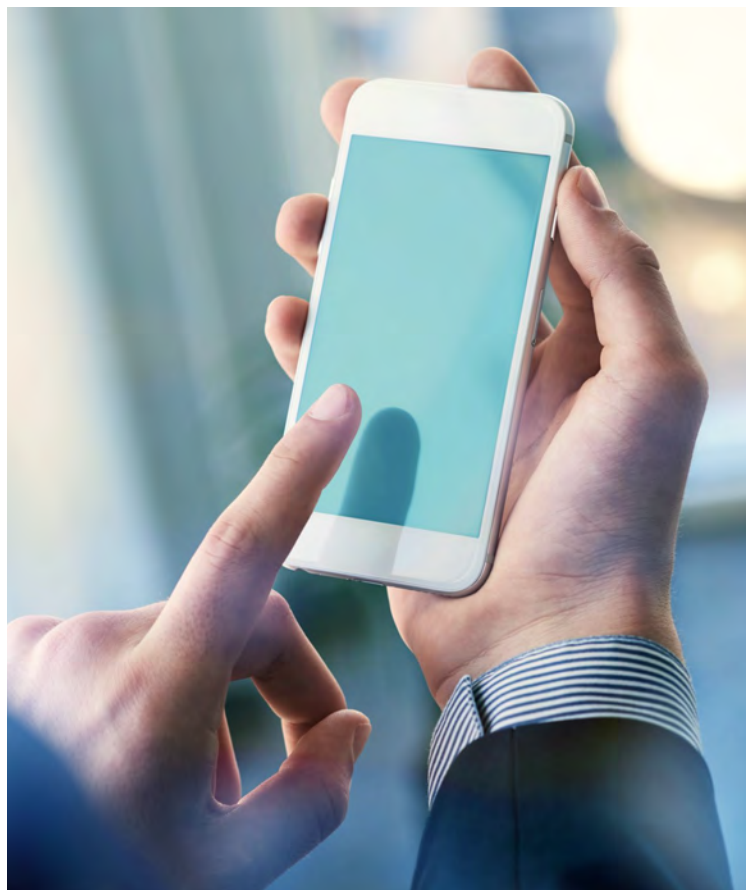
## Compass Search is Easily Accessible from Your Pocket!

The Compass App offers a convenient way to search for properties based on your specific criteria, save favorite listings, and stay in touch with your Agent.

It provides valuable insights through the interactive map and allows you to explore local amenities, schools, and other points of interest.

Get personalized recommendations and notifications. Access a wealth of real-time market data, trends, and analysis.

For a seamless and informed home buying experience, be sure to download the Compass app.



Apple  
App Store

SCAN HERE  
TO GET THE APP

Android  
Play Store



# OriginPoint

## A Mortgage Made for You

Today's market is changing quickly. In order to get the best possible rate and total peace of mind, buyers are relying on OriginPoint. OriginPoint directly connects me with the top loan officers in the industry, which means you will have a cohesive team driving transparency and efficiency throughout every step of the mortgage process. The result? A seamless, stress-free home-buying experience for everyone involved.

### **Personalized solutions make all the difference.**

With OriginPoint, buyers have a dedicated mortgage advisor that is always available through the entire transaction and beyond. They have answers to their questions before they even ask, and solutions that are totally customized for them.

### **What does the best possible rate look like?**

It all depends on your personal needs and goals. In today's market, mortgage rates are fluctuating at a record pace, which means buyers need one-on-one expert guidance more than ever. Your OriginPoint mortgage advisor will provide deep insights into the market and their implications on your unique home purchase.

### **Let's get started**

Getting a mortgage is just the beginning of the home buying journey, but it's something you want to get right. Reach out to me today to learn more about getting started with OriginPoint.



# An Extensive Referral Network of the Top Real Estate Agents

# 11%

of Compass transactions resulted directly from referrals to Compass\*

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## 72

Markets

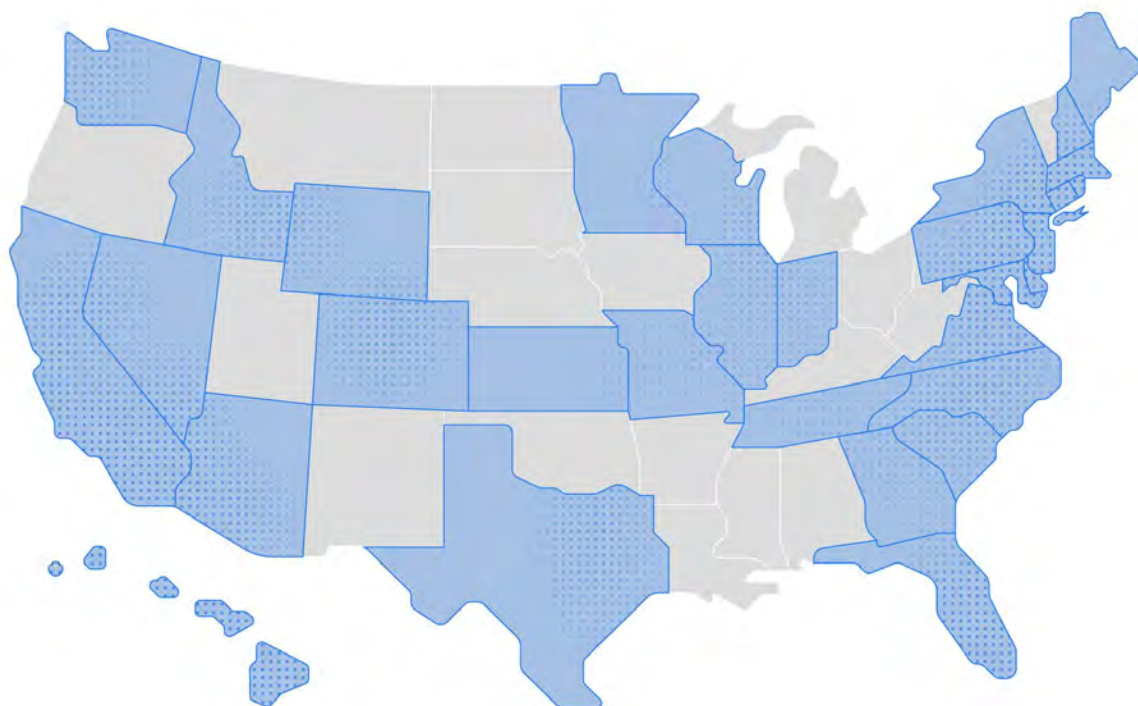
## 28K+

Agents\*\*

## 350+

Cities

Arizona  
California  
Colorado  
Connecticut  
Delaware  
Florida  
Georgia  
Hawaii  
Idaho  
Illinois  
Indiana  
Kansas  
Maine  
Maryland  
Massachusetts  
Minnesota  
Missouri  
Nevada  
New Hampshire  
New Jersey  
New York  
North Carolina  
Pennsylvania  
Rhode Island  
South Carolina  
Tennessee  
Texas  
Virginia  
Washington  
Wisconsin  
Wyoming





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 match your property. Members have the opportunity to collaborate with the elite network of agents REALM has built, to ensure your property receives the highest level of exposure and professional service.

## 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.





# COMPASS EXCLUSIVE : TOOLS AT OUR FINGERTIPS

In the world of real estate today, it's not enough to simply keep up with the latest technology - You deserve an agent who's always one step ahead. At Compass, we have access to AI-driven technology to deliver a modern Buyer experience that is collaborative, seamless, and hassle-free.



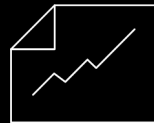
## Collections

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



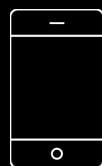
## Search

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!



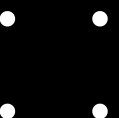
## Compass CMA

The Compass Comparative Market Analysis Tool is beneficial in several ways. It provides valuable insights into the current market conditions, recent sales, and comparable properties.



## Compass App

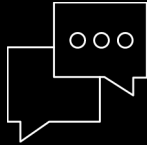
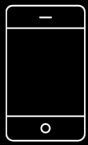
Curious how a listing you like stacks up against others? Wondering about historical trends in a neighborhood you're considering? Evaluate pricing trends, days on market, and more with your agent's help, straight from the Compass iOS app.



# GET AHEAD WITH THE COMPASS ADVANTAGE

## Investing Billions in Tech to Find Your Next Home

You deserve an agent who has the world's best real estate technology keeping them one step ahead. That's why I chose Compass, a forward-thinking brokerage where the technology of the future is changing outcomes today. Not only has Compass invested almost \$1.5B dollars in tech over a 10-year period<sup>1</sup>, but we continue to spend more than \$100M annually on research and development<sup>2</sup> to help our agents make buying easier for you.



## A 28K+ Network of Top Agents Nationwide

Our wide and diverse referral network benefits you by providing access to a range of trusted professionals, exclusive property opportunities, and valuable industry insights, ultimately enhancing your overall home buying experience.

Buying successfully isn't just about what you know, but who you know. When it comes to your next home purchase, Compass has a strong, connected network. In 2023, 11% of Compass transactions resulted directly from referrals to Compass<sup>3</sup>, demonstrating the ability of our agents to help clients navigate markets everywhere at the highest standards. We have direct access to the country's top properties and the agents who represent them.

#1

Ranked Brokerage  
in the U.S.

\$230B

2022 Gross  
Transaction Value

28K+

Top real estate agents  
across the country





# BUYING PROPERTY STEP BY STEP

## 01

### Buyer Consultation

First we will connect for an initial consultation to discuss what you are looking for in your next property so we can help guide your search

## 02

### Buyer Representation Agreement

We will establish a mutual business agreement. This document is designed to increase transparency by laying out my obligations to you, in addition to details on term length, compensation, termination, exclusivity, representation, and property criteria.

## 03

### Get Pre-Approved

If you are obtaining financing, getting a pre-approval letter from a lender before submitting an offer is important because it shows you are more likely to meet the proposed settlement date. A pre-approval letter and a good faith estimate from a lender will also give you insight into the projected down payment, closing costs, and expected monthly payment.

## 04

### Find Properties That Meet Your Criteria

Together, we will identify your ideal property's location and amenities. I will listen to your continued feedback and activate a 'collection,' or specialized search for properties as they hit the market until we find a property you love..

## 05

### Submit and Negotiate Offer

Once we find the right property, we will collaborate on a competitive offer. The offer will contain terms such as the purchase price, whether you are waiving any contingencies, or in how many days you are willing to close. We will guide you through the decision-making process to ensure you are confident with our offer.

# 06

## 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

# 07

## Home Inspections: Review Disclosures Reports & Repairs

With guidance from your Compass agent, 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 the Title Commitment. 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.

# 08

## Loan, Appraisal, & Closing

Now is the time to 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.

# 09

## Closing

Congratulations! You are now a Teton Valley property owner.







**TETON VALLEY'S** stunning natural beauty, diverse ecosystems, and abundant wildlife are truly unique. Located within the greater Yellowstone ecosystem and Grand Teton National Park, world class recreational opportunities are endless. Teton Valley is surrounded on three sides by close to 3 million protected acres of National Forest, National Parks and Wilderness.



# DISCOVER TETON VALLEY



Teton Valley is located between Grand Targhee and Jackson Hole Mountain Resort. Both of these world renowned resorts are known for high annual snowfall,(both resorts average 500+ inches per year) exhilarating ski runs, and small crowds. Recently Powder Magazine ranked Teton Valley in the Top Ten Ski Destinations in the United States. The rich western heritage of Teton Valley is deeply woven throughout our community, while being complimented by a thriving mountain culture.



## Location & Population

Teton Valley is a beautiful valley located between the western front of the Teton Range and the Big Hole Mountains and is known as “The quiet side of the Tetons.” It is composed of the cities of Victor, Driggs, and Teton, Idaho and Alta, Wyoming. The valley’s elevation is at 6,109 ft above sea level. According to the 2020 U.S. Census Bureau, the county has a total area of 451 square miles. It is the second-smallest county in Idaho by area with a population of 11,630. Residents consist of farmers, ranchers, families, second homeowners, commuters, retirees, and outdoor enthusiasts.

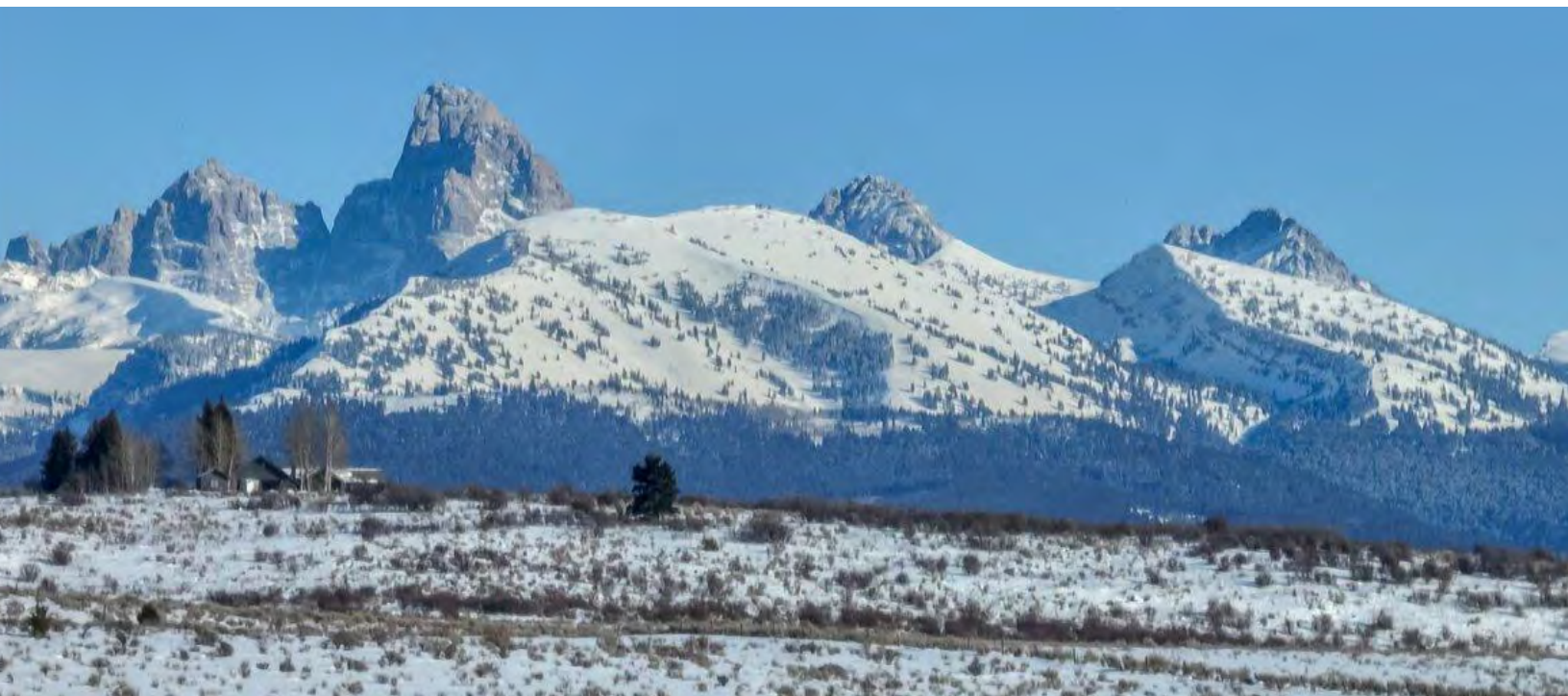
## Economy

The top three industries are Construction, Government and Food Service and Accommodations. In the past Teton Valley was a rural agriculture and ranching based economy. Now the trend is more towards outdoor recreation. Some of the major employers are Grand Targhee and Jackson Hole ski resorts. The majority of employees from both resorts live in Teton Valley. The valley is known for its wide variety of attractions including national parks, national forests, wildlife, fishing, hiking, horseback riding, biking, skiing and cultural arts.

## Climate

In Teton Valley, the summers are warm, dry, and mostly clear. You can expect highs in the 80’s and occasionally low 90’s, while lows are around 50 degrees. Winters are dramatically colder with the average temperature between 20 and 30 degrees. However, it is not uncommon to have several days in a row below zero, sometimes reaching -30 degrees.

Teton Valley receives around 106 inches of snow each year with January usually being the snowiest. May is usually the wettest month of the year, annually the valley gets around 20 inches of rain.



# DISCOVER TETON VALLEY

## Tetonia, Idaho

"The gateway to the Tetons, where adventure begins!" Tetonia is located on the Northern end of Teton valley, boasts spectacular Grand Teton views, and a population of just over 300. It's an agricultural town, and has been from the start, when homesteaders arrived in the late 1800s, looking for places to settle and make a living off the land and raise livestock. About six blocks wide and seven blocks long, the town still has mostly unpaved streets and plenty of weathered wooden buildings. Many of the businesses previously operating in Haden relocated to Tetonia following the arrival of the Union Pacific railroad.

## Driggs, Idaho

Known as the hub of Teton Valley, Driggs sits centered between Victor and Tetonia. Driggs has a population of 2,139 and is the home of the Valley's largest grocery store, the Valley's only airport, and Teton High School. The community lives a laid-back, adventurous, motivated and down to earth lifestyle. A diversity of shops, museums, and restaurants complement the area's vast recreational opportunities. Driggs was founded in 1888 by Benjamin Woodbury Driggs, Jr. and Don Carlos Driggs. Around this time, Henry Wallace, a Salt Lake City business magnate and entrepreneur, enlisted his son, Howard Wallace to join a wagon train bound for Teton Valley. Henry Wallace bankrolled the enterprise, while Howard provided the leg work developing Driggs, Idaho. The street names, Ross, Harper, Ashley, and Little all named after Howard's family.

## Victor, Idaho

Victor is the Southern most city in Teton Valley as well as the largest and fastest growing with a population of 2,236 according to the 2020 census. Boasting free music events throughout the summer and holiday events over the holidays, its not hard to see why so many people are moving to this lovely town. Home of the Victor Emporium's World Famous Huckleberry Shake, Victor is a hot spot for tourists. Victor was established in 1889 by Gideon and Alice Murphy. Later, 13 families settled the town after the Murphy family weathered their first Winter in their earthen floor home. Despite the lack of creature comforts, food was plentiful as crops grew well and there was an abundance of livestock as well as wild game. It was named for George Victor Sherwood, a dedicated mail carrier who delivered the mail over Teton Pass through Bannock Native American grounds.

## Alta, Wyoming

Alta is located on the far western border of Wyoming but only accessed via Teton Valley, Idaho. It confuses many that Alta is both in Teton Valley AND Wyoming. From Driggs Idaho, drive east on Ski Hill Road towards Grand Targhee. Just before the road begins to climb to the resort, you'll pass through the very small town of Alta Wyoming. The road dead ends at Grand Targhee, making it the only place in Wyoming that you can only access via Idaho. Alta isnt much more than an elementary school and a library. With a total area of only 8.3 square miles and a population of only 294, you might think its not much and boy, would you be wrong. You will find endless outdoor recreation opportunities from National Forests to Grand Targhee this is a beautiful area to explore the Teton Mountain Range.







There are plenty of reasons to be thankful for owning a home in Wyoming: the mountains, the rivers, two national parks and three ski resorts, art galleries and restaurants, a charming Western-style downtown, and a close knit, philanthropic-minded and fun loving community. As enviable as our lifestyle is here, reality does intrude occasionally, as it will in mid-April when we pay our taxes. But even in that area, we as Wyoming residents are better off than most. After all, Wyoming has been cited by Bloomberg Wealth Management magazine as the most tax friendly state in the country.



## 10 Tax Benefits of owning property in Wyoming:

### NO TAX ON THE SALE OF REAL ESTATE

### NO STATE INCOME TAX

With no state tax on personal or corporate income, you have more disposable income.

### DYNASTY TRUSTS

In Wyoming, you can shield your real estate from federal estate taxes for up to 1,000 years through a dynasty trust, which can be established in Wyoming for the benefit of your family or other beneficiaries. You can transfer your real estate into a limited liability company or family partnership and then put that into the dynasty trust. As a result, multiple generations can make use of and enjoy the property, without having to pay estate taxes or worse, having to sell the property in order to pay the taxes. A key point to remember: The trust must be administered in Wyoming.

### NO TAX ON OUT-OF-STATE RETIREMENT INCOME

People in Jackson Hole who use Wyoming as a second home may have retirement income that comes from other states where they are a resident. Wyoming does not tax that retirement income earned outside of Wyoming, and if the participant is a resident of Wyoming when they take that income then the original state cannot tax that income either.

### NO STATE GIFT TAX

Somebody who owns property in Wyoming can 'gift' that real estate to their heirs without having to worry about paying a state gift tax.

### No inheritance OR ESTATE tax

Wyoming does not assess any state inheritance tax. Wyoming repealed its estate tax as of January 1, 2005.

### LOW PROPERTY TAXES

Wyoming has very low property taxes compared to other states. The taxes that you do pay here are based on the assessed value of the property.

### NO EXCISE TAXES

When you fill up your car with gas or buy a bag of groceries in Wyoming, you will not pay any state tax on your gas or food.

### NO TAX ON MINERAL OWNERSHIP

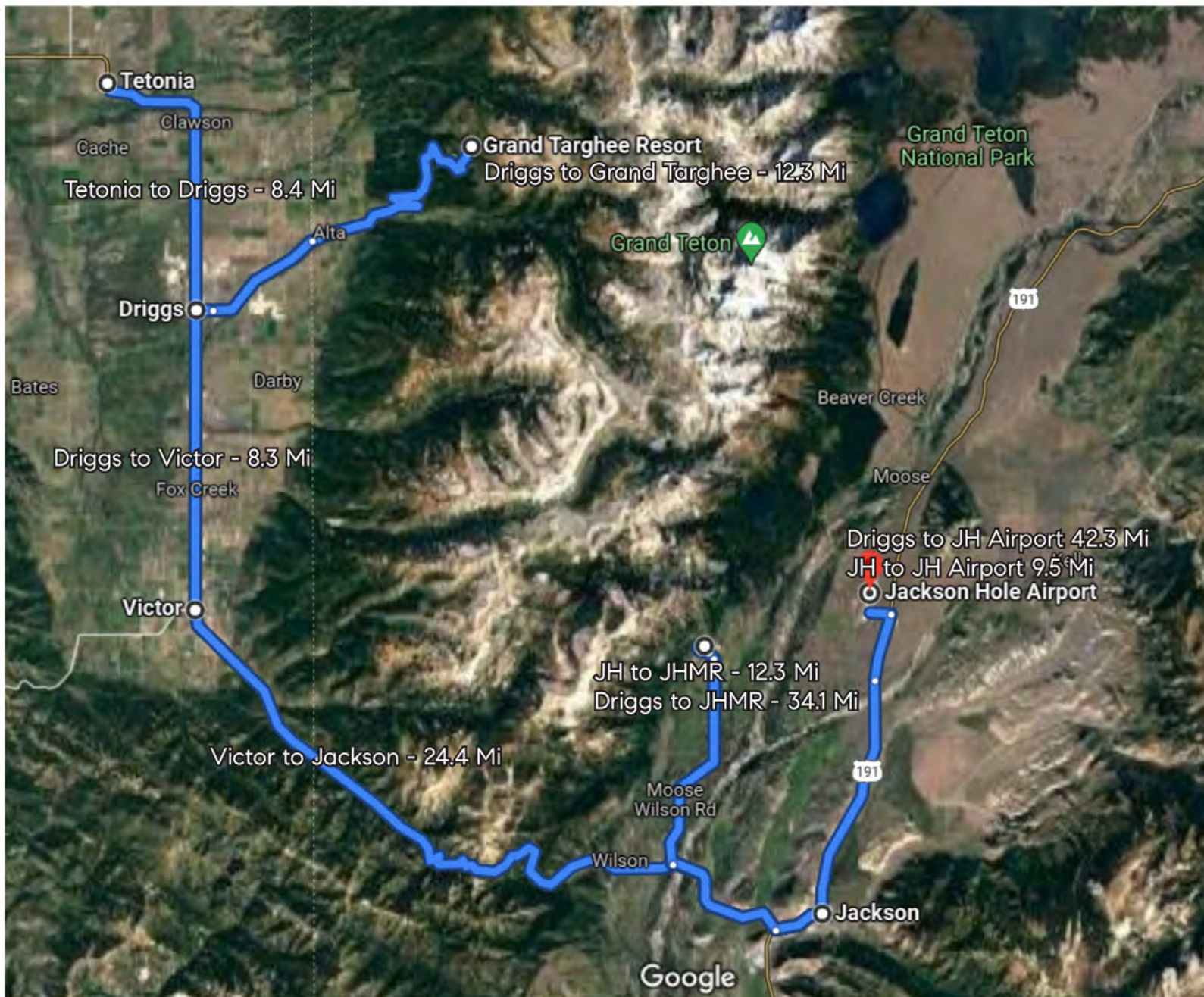
Many states charge owners a tax on their mineral ownership, but Wyoming does not.

### NO INTANGIBLE TAXES

Wyoming doesn't make you pay a tax on financial assets like stocks and bonds.



# DISCOVER TETON VALLEY



Tetonia to Driggs - 8.4 Miles  
Driggs to Grand Targhee - 12.3 Miles  
Driggs to Victor - 8.3 Miles  
Victor to Jackson - 24.4 Miles  
Jackson to Jackson Hole Mountain Resort - 12.3 Miles  
Driggs to Jackson Hole Mountain Resort - 34.1 Miles  
Jackson to JH Airport - 8.3 Miles  
Driggs to JH Airport - 42.3 Miles

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PAUL KELLY, ANDREA LOBAN, CHLOË PIERCE & BRICE NELSON

[JacksonHoleBrokers.com](http://JacksonHoleBrokers.com)

[TetonValleyBrokers.com](http://TetonValleyBrokers.com)



## MAIN LOCATION

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

## TETON VILLAGE

3200 McCollister Drive  
Teton Village, WY 83025

## ALPINE

PO Box 3225  
46 Iron Horse Drive  
Alpine, WY 83128

## THAYNE

PO Box 846  
235 South Main Street  
Thayne, WY 83127

## DRIGGS

65 South Main Street  
Driggs, ID 83422

## Mountain Standard

8 North Main Street  
Victor, ID 83455

