

COMPASS

Fa & Line
Realty Group

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

- 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

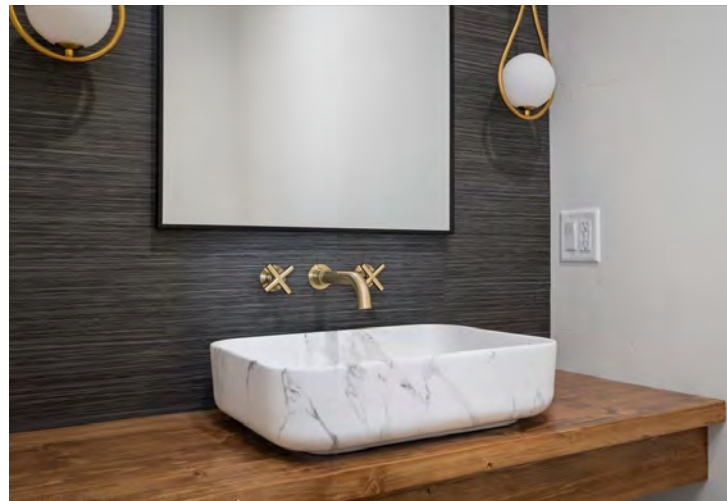
LUXURY



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.



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 60 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.

Driggs, ID
Victor, ID
Tetonia, ID
Alta, WY
Swan Valley, ID
Jackson Hole, WY
Wilson, WY
Star Valley, WY





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.



We understand what it takes to sell your home.

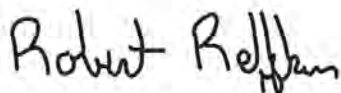
Hi, I'm Robert, Founder & CEO of Compass. I started this company because my own mother is an agent — and I wanted to create a company that treats its agents as well as they treat clients like you.

I saw how hard my mom worked to make her clients' dreams come true and it filled me with an appreciation for the importance of home and the difference a talented, ethical professional can make in your real estate experience.

Our goal is to invite only the most well-respected and skilled agents to join Compass and then provide them with what my mom never had: a powerful technology platform, the highest levels of support, and a vast array of gorgeous marketing tools to reach the most qualified buyers — all to help serve *you* better.

Our mission is to help everyone find their place in the world and we would be honored to help you embark on your next chapter.

Sincerely,

A handwritten signature in black ink that reads "Robert Reffkin". The signature is written in a cursive, slightly stylized font.

Robert Reffkin, Founder & CEO

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

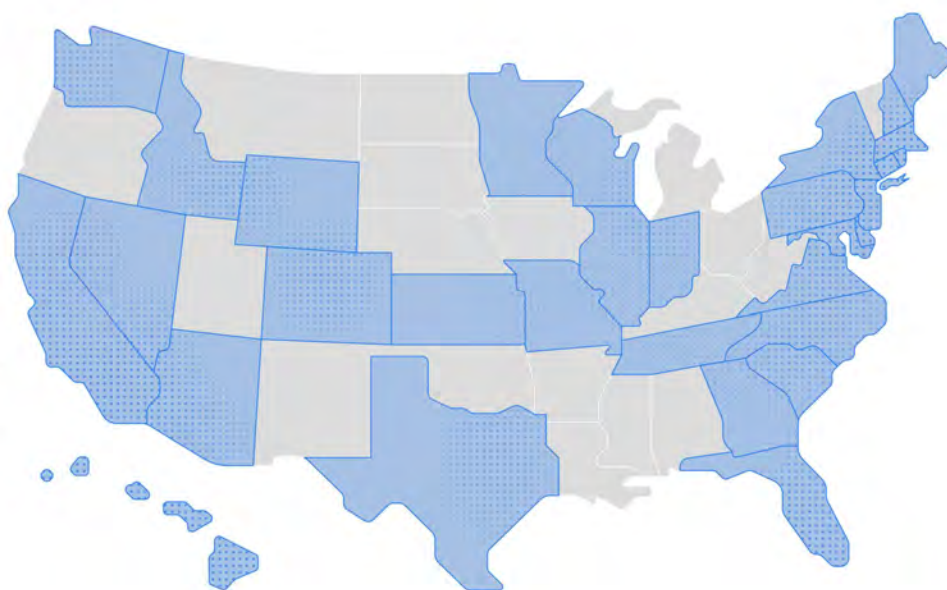
An Extensive Referral Network of the Top Real Estate Agents

11%

of Compass transactions resulted directly from referrals to Compass*

Knowledge of a local agent.
Power of a national network.

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



350+

Cities

72

Markets

28K+

Agents**

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 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.



Buyers Start Their Search Online

YOUR BUYER FOLLOWS COMPASS

250M+

Annual website and social media impressions*

150B+

PR Impressions**

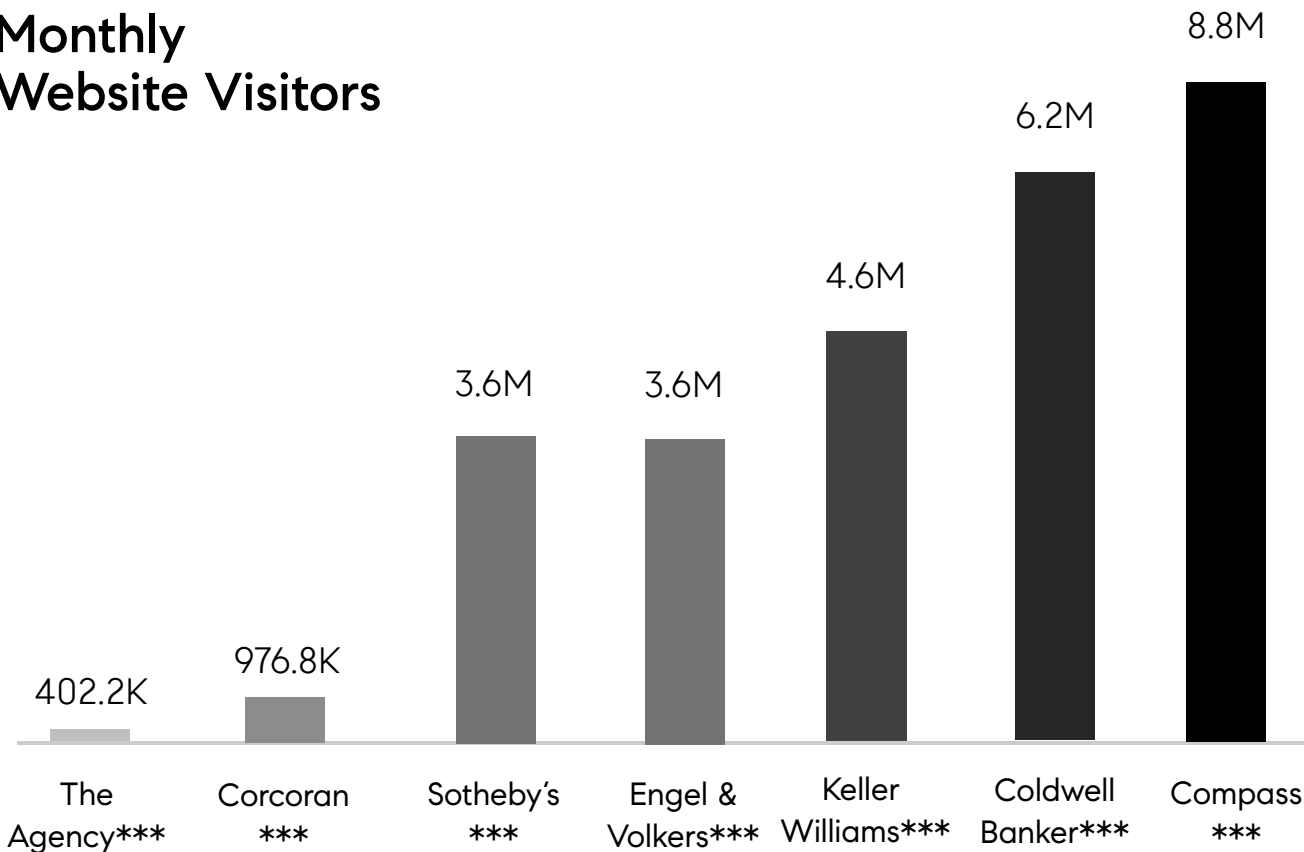
Digital Reach

Leveraging our expansive digital footprint effectively attracts potential buyers to your listing.

Media Reach

Our in-house media team works with top publications to share compelling narratives about your home with your target buyer.

Monthly Website Visitors

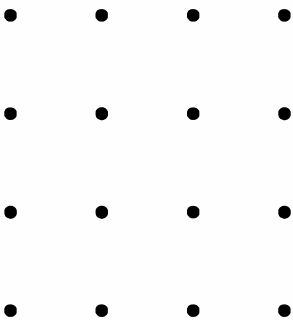


*Sourced via Sprout Social and Google Analytics, 11.2020–12.31.2020.

Sourced via Meltwater, 11.2021–12.31.2021.*Website traffic sourced via SimilarWeb, 08.1.2023–08.31.2023.

UNPARALLELED ONLINE PRESENCE

Your LOCAL Marketing Team actively manages search engine optimization, paid promotion and inbound marketing campaigns to attract thousands of qualified visitors to our website each month. Our tailored online strategy ensures buyers can quickly find your property.



EXPOSURE

For maximum exposure, your property will be syndicated across the top real estate platforms worldwide.

#1

National media coverage compared to top brokerages*

150B+

Global impressions secured by our dedicated in-house PR team in 2021**

*Sourced via Meltwater, 1.1.2021–12.31.2021, compared to Coldwell Banker, Keller Williams and Douglas Elliman.
**Sourced via Meltwater, 1.1.2021–12.31.2021



Placing your property where your buyers are searching.

Once your home is listed on the MLS, it will be syndicated to some of the top real estate platforms domestically and in 60+ countries globally. This will allow us to get maximum exposure for your home.

Top Domestic Syndication Platforms, Including

Zillow

century21.com
RE/MAX
RealtyExecutives.com
WikiRealty
Homes.com
RealtyTrac
Homes&Land
The Real Estate Book
LakeHomesUSA
RealtyStore
The Land Network
Foreclosure.com
A Greater Town
AdWerx
Amarki
apartmentadvisor
ApartmentList
Areavibes
Back At You Media
Boefastapp
BreakthroughBroker
BrowsingHome
Clayton
Corefact
DigiPropz
DirectOffer
DreamHomeList
Find-a-CRS
FindAPlace4Me by Paradym
Flipcomp

The Wall Street Journal

Foyer
GoKnock
Harmon Homes
Home2.me by TourFactory
HomeBidz
HomePriceTrends
HomeSpotter
HomeSteps
HomeValueStore
HomeWinks
Hommati
Houses.net
housesfor.sale
HousesForSale
HousingNow
IdealEstate
iJungo
International Property Network with
myfun.com
Juwai
KE.com
KotoHomes.com
LakeHouse
land.us
LandSearch
LearnMoreNow.com/FindHomes
Listingvideos by VScreen
LotNetwork.com
LuxuryRealEstate.com
Mashvisor

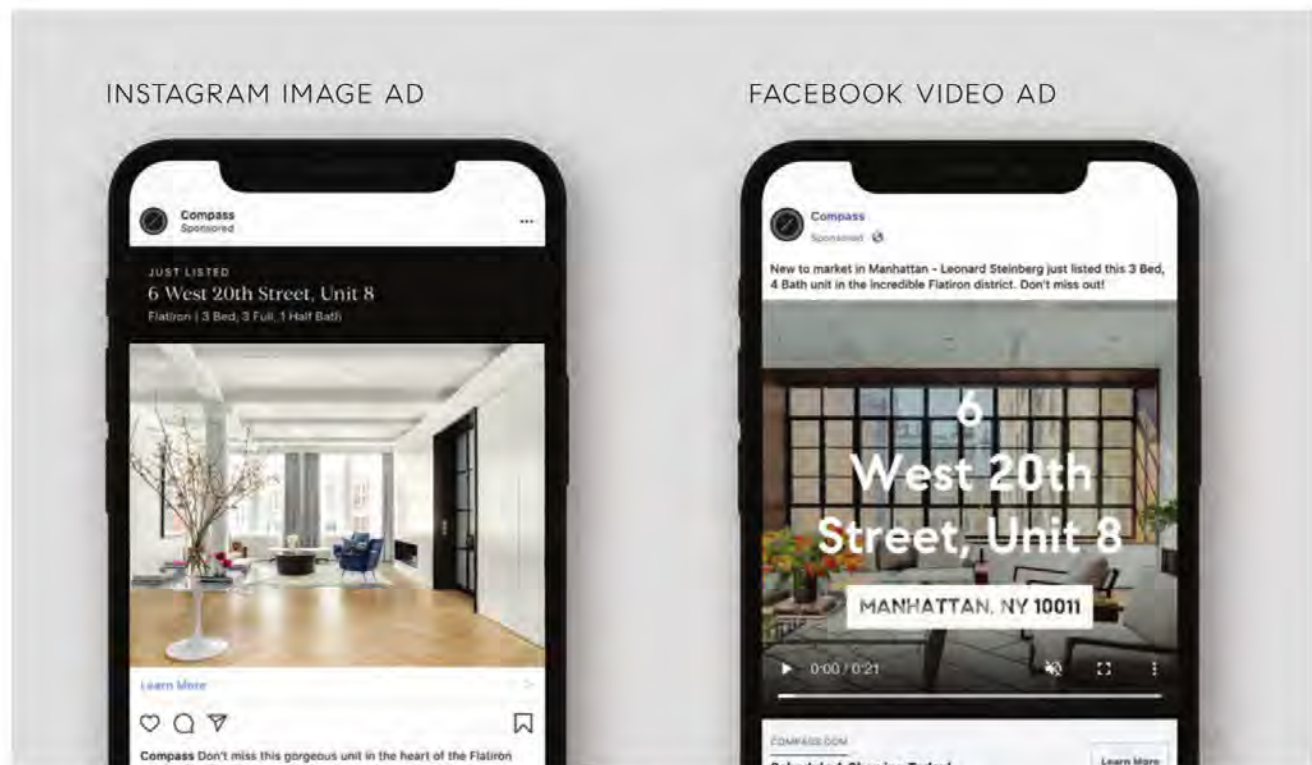
Realtor

Trulia

MobileHome.net
MoveTube
MyRentToOwn.com
nest.me
Nestigator
NestReady
New Home Source
Newsbreak
Nextdoor
ParkBench
perfleek
PNC
Point2 Homes
Properties Online
Property Shark
PropertyPath
PropertySimple
Propstream by Equimine
Rent.com
Rentberry
RentHop
samaki
SearchALLProperties by L2L
searchwithstyle
TotalExpert
USHUD.com
VisualShows
Ylopo
Zonda
Zumper

Reach more prospective buyers with intelligent digital advertising.

By leveraging Compass' digital advertising tools and partnerships across social media and advertising throughout your listing process, we can generate demand to sell your home faster, and we meet potential buyers where they are, online.



Proprietary Targeting

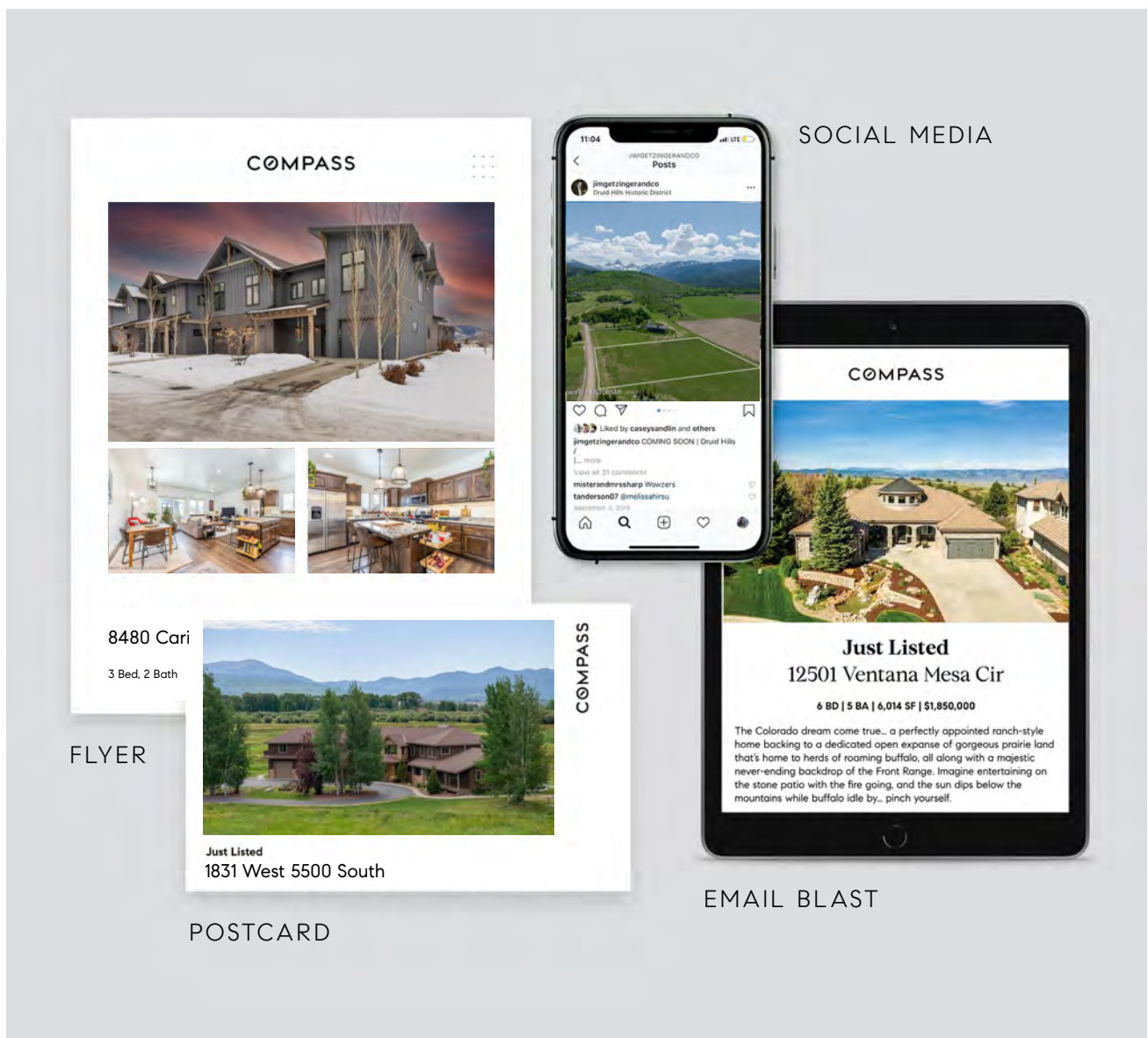
Compass helps generate buyer interest by using proprietary data to serve ads to Facebook and Instagram users.

Optimized Performance

Compass tracks and measures the results of every campaign which allows for continued optimization.

A Multi-Channel Marketing Approach, Designed to Stand Out

From brochures and postcards to social media and emails, our marketing collateral effectively communicates your property's story and attracts more potential buyers.



PRINT ADVERTISING

Compass Real Estate has a wide variety of publications tailored to our specific market. Combined, these publications reach hundreds of thousands of readers across the nation and around the globe. Our Catalog of Fine Properties has a wide distribution, unmatched by any other real estate firm in the Jackson Hole region.

CATALOG OF FINE PROPERTIES

The official magazine of Compass. Published annually, this catalog features a current selection of our exceptional properties as well as information pertaining to some of the wonderful resources and organizations available to our visitors and residents. Annual circulation is over 50,000 in both print and digital.

The Catalog of Fine Properties can be found in chamber offices, luxury hotels, and popular travel destinations throughout Jackson Hole, Star Valley, and Teton Valley.



PRINT ADVERTISING

Exclusive advertising opportunities in local and international publications: Including Jackson Hole News & Guide, Jackson Hole Daily, Star Valley Independent, Teton Valley News, Big Life, Jackson Hole Magazine, Explorer, The Land Report, Teton Valley Magazine.

Fall Line Realty Group maintains a bi-monthly ad in Teton Valley News.



The Power of Photography

Beautiful photography is one of the most powerful tools for selling your home or property. Fall Line Realty Group uses professional photographers to show your property in its best light, make a positive first impression, and attract more Buyers.





The Luxury Division

By virtue of admission into the Compass Luxury Division, our most prestigious properties are shared with an elite audience of luxury consumers, top brokers, and qualified buyers around the world.

\$230B+

2022 Gross Transaction Value*

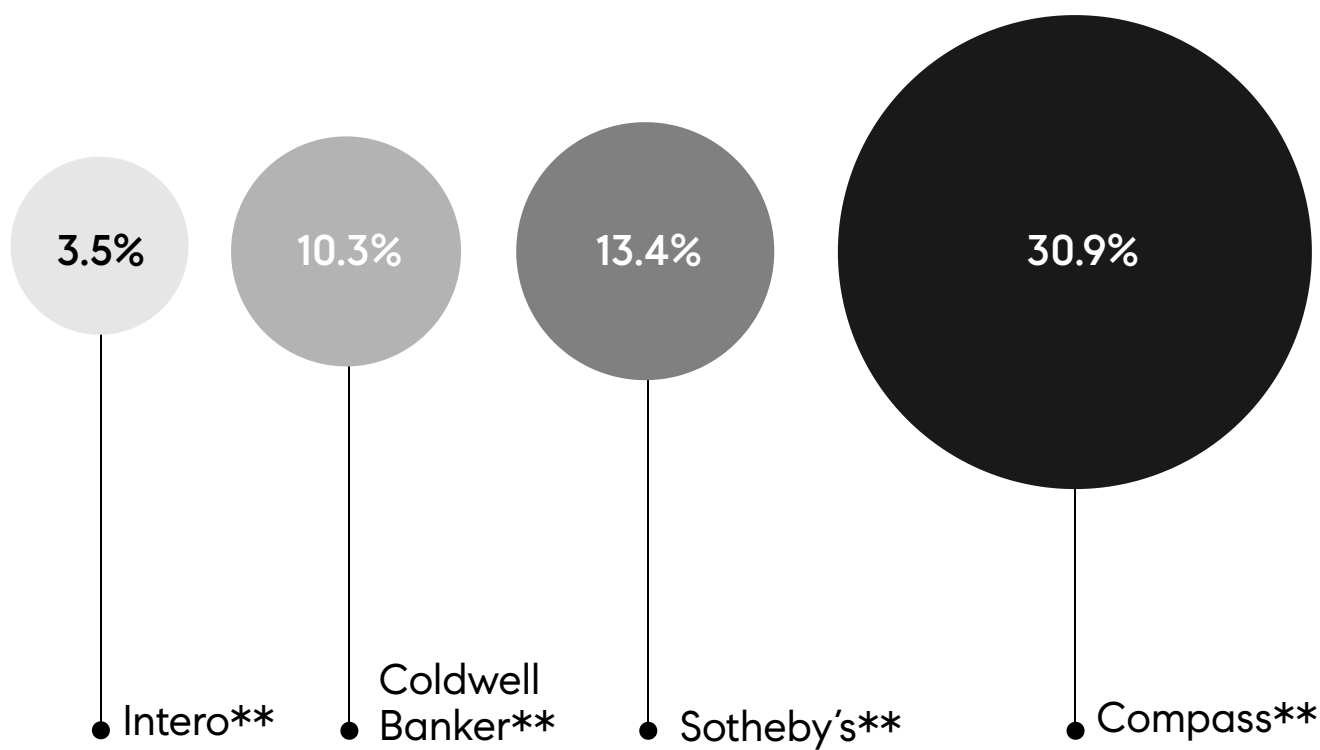
28K+

Top-ranked agents**

71

Markets***

2022 Top 4 Brokerages Percentage Luxury Market Share (\$5M+ Homes)



**2022 transaction-side, dollar-volume residential property sales reported to Bay Area MLS Association by 12/15/22, per Broker Metrics. Analysis made in good faith with data available. Not all sales are reported to MLS. Rounded to the nearest tenth of a percentage. By brokerage/brand.

Maximize Your Home Value

COMPASS
CONCIERGE

Compass Concierge is the hassle-free way to sell your home faster and for a higher price.

From staging to renovation, our exclusive Concierge program transforms your home with zero upfront costs and no interest. By investing in your home's potential, we aim to provide a swifter, more profitable sale.

2x

Sellers who use Compass Concierge are nearly twice as likely to sell their home in 60 days compared to an average MLS listing

Key Services Include:

Fresh Paint
Strategic Staging
Updated Flooring
Cosmetic Renovations
Bathroom Improvements

Deep Cleaning
Decluttering
Storage Support
Roofing Repair
Kitchen Improvements

Before



After



Before



After

Apply Here:



concierge.notablefi.com/apply/start

Our Step-by-Step Plan

What to Expect

As your trusted advisor, I'll be there to guide you throughout the home selling process to ensure that your experience is as seamless and stress-free as possible.

PRE-MARKET



ON-MARKET

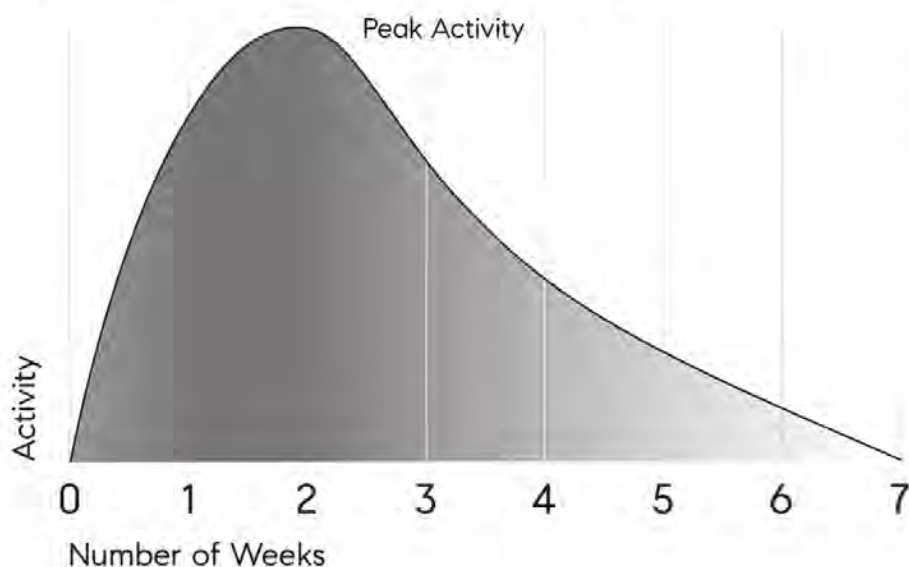


CLOSING



Pricing Your Property to Maximize Buyer Activity

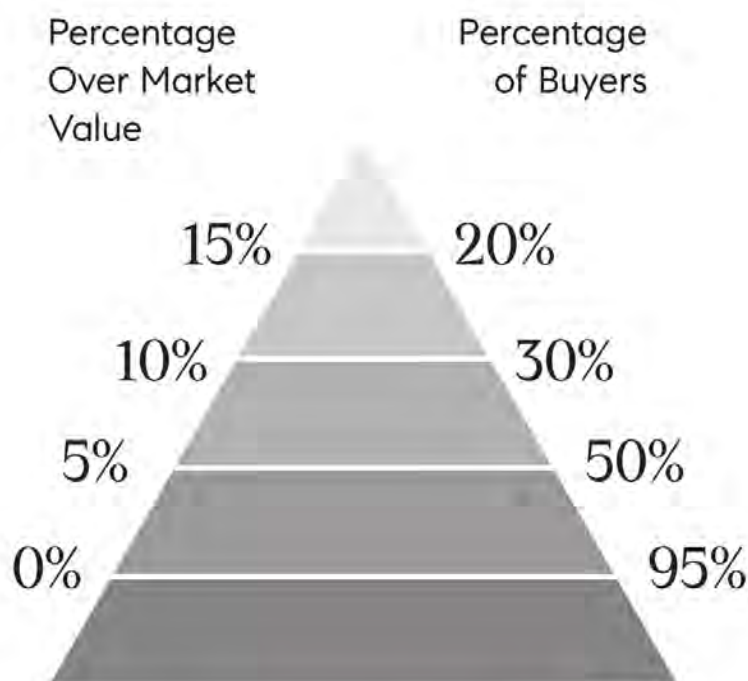
Timing of Buyer Activity



A property receives the most traffic within the first few weeks of hitting the market. It is important to get the price right in order to gain the attention of interested buyers and maximize your home's position in the market.

Attracting Buyers Using Competitive Pricing

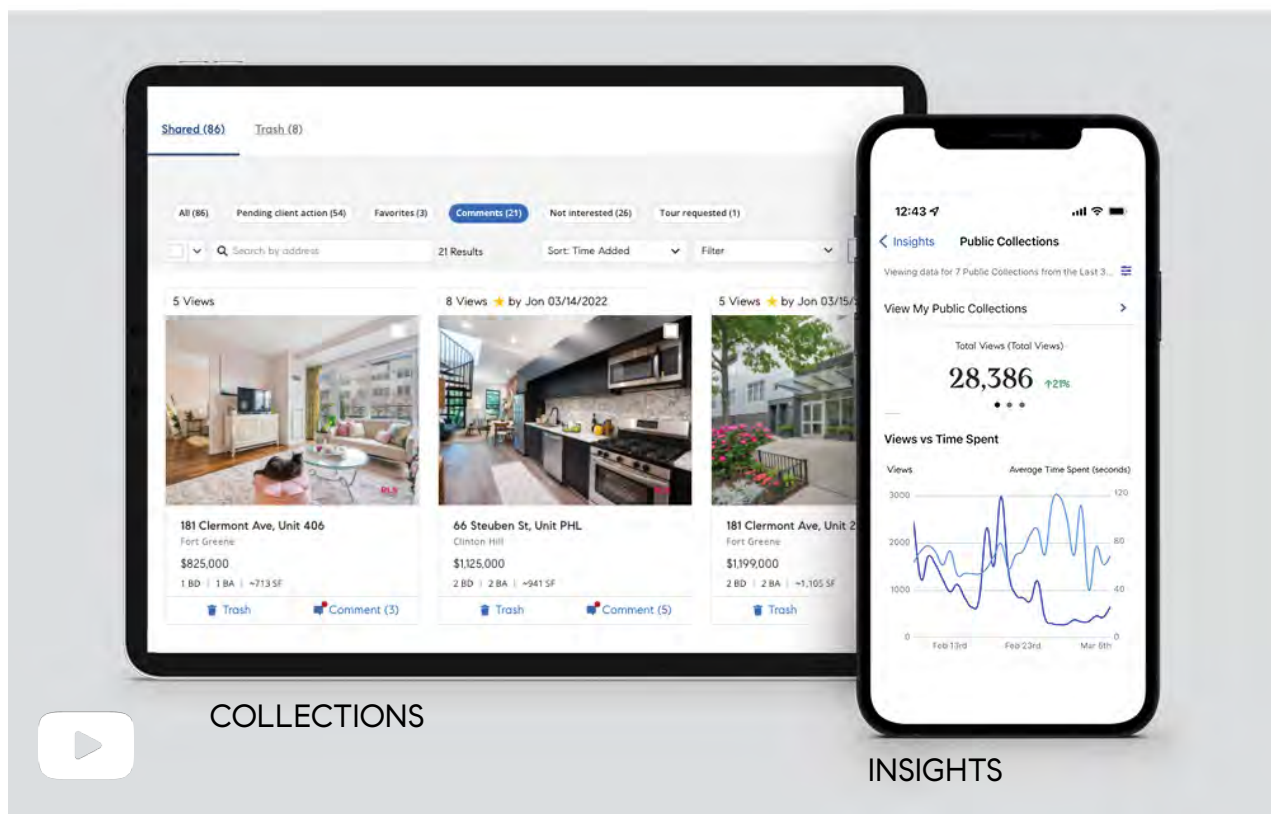
Using competitive analysis, market research, and Compass' suite of AI-powered tools, we recommend a price for your property to generate the most activity and offers early on before buyers move on to newer listings.



If the asking price is too high, then the property appeals to fewer buyers.

Assessing Our Strategy and Monitoring the Market

Using proprietary tools such as Collections and Insights, we keep you informed of market conditions and traffic to your property.



Collections

Collections allows us to have a collaborative conversation on your home selling process with instant updates on comparable listings and access to insider knowledge previously only available to the agent community.

Insights

Insights is a detailed, custom dashboard that allows us to assess the impact of our online marketing campaigns in real time. We send you this report each month to keep you up to date on your listing.



TELL US MORE

WE WANT TO GET TO KNOW YOU

- 01 What are your goals for this transaction?
- 02 What are your plans after closing?
- 03 What are your past experiences with real estate professionals and transactions?
- 04 What do you love about your property?
- 05 Do you have any concerns or see potential issues we need to address before listing?
- 06 Is there anything specific you would like us do or focus on throughout this process?

COMPASS REAL ESTATE



PAUL KELLY, ANDREA LOBAN, CHLOË PIERCE & BRICE NELSON

JacksonHoleBrokers.com

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

