

PRESENTED BY:

Sound Team Realty

Concierge Service. You, Our Client, Are Our Focus.


SOUNDTEAMREALTY

RE/MAX[®]
NORTHWEST

MEET OUR TEAM

AN INTRODUCTION

We are a 3 person team dedicated to you; before, during, and after your transaction has closed. We understand that buying and/or selling a home is one of the biggest decisions that you will ever make, and know you have many options in choosing who to work with. We are confident that with our knowledge of the market, our compassion for people, and our drive to provide the utmost service to you, you will see we are unlike any other Real Estate team.

TEAM PLAYERS

Jesse Paulson, Managing Broker

Fletch Newland, Licensed Broker

Shannon Reynante, Licensed Broker and Office Manager



JESSE PAULSON

With 17+ years of experience, I have learned a lot about assisting in the buying and selling process. One of the most important aspects of this business is that you have an understanding and comfort level each step of the way. Educating you throughout the process will help you get through, what can be, a stressful time. Our team is here to be your personal concierge before you start to well after you have moved in to your home.



FLETCH NEWLAND

Passion | Invest| Care

Owing a home allows music, art, pets, your financial future, FAMILY to flourish. I love the work of guiding our clients through home purchases and sales. Deeply. It is a blast for me. My working career has all been about service and it's never been more important than in Real Estate. To facilitate your goals, there is little I won't do to help. The outside world is tough; home is your oasis where all good things are. I love helping our clients get theirs.



SHANNON REYNANTE

As office manager I communicate with all parties in the transaction to keep everyone informed. My goal is always for our clients to have a smooth, stress free transaction. I know first hand the stress and anxiousness that can come with buying and selling a home, so I want to help alleviate those stresses as much as possible for our clients. Before becoming a licensed broker, I spent several years working for a Title and Escrow company, and previous to that I actually worked for Jesse at an in-bound call center. In my time away from work I am busy with 3 small boys who keep me on my toes.



FOR YOUR LISTING

WE OFFER AND PAY FOR:



- Professional photography + drone if appropriate
- Professional cleaning
- Professional staging

Staged homes sell 88% faster and for 20% more than non-staged ones

- Illuminated yard sign visible 24hrs/day
- Home readiness consulting to maximize the sale price
- Well vetted contractors we will supervise throughout any necessary projects
- Your house will be seen on all popular home search sites
- Targeted Facebook marketing campaign
- Educated Open House approach

Tour the competition so we know and can speak to the competitive benefits of your home

Comps printed out and on hand to discussed with visitors



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FOR YOUR PURCHASE

WE OFFER:

- Home search based on your criteria
- No limit to number of homes we tour with/for you
- A detailed and customized home valuation to determine appropriate price in the market
- Multiple pricing and timing strategies to get the home you want even in competitive situations
- Access to our team of inspectors to ensure as complete an understanding of what you are buying as possible
- Well vetted contractors we will supervise throughout any necessary projects - even after the purchase
- A commitment to work WITH you throughout the whole process and keep you well informed each step of the way

DO YOU HAVE A BUSY LIFE?

WE MAKE IT EASY FOR YOU BY:

- Previewing homes – we'll 'Visit and Vet' the home for you.
- 'Virtual Viewing' – Schedule time for live video while you watch so you can interact as if you were there. Or recorded video highlights that tell you so much more than simple photos you watch as you like. We will revisit to answer questions or get you additional information / video as needed.
- We have lived in and around Seattle throughout our lives. We know the area well and can offer neighborhood suggestions based on your interests, commute time, outdoor activities... as well as critical information about schools, restaurants, parks etc.
- Remotely sign documents from offer through closing online from your location.
- We can handle the entire process with you being out of town.



WHAT OUR CLIENTS ARE SAYING

"I learned that Jesse was absolutely THE professional to work with in my North Seattle neighborhood back when I bought my first home. I have since learned that his expertise extends even further, and he was invaluable in my more recent purchase in Lynnwood. I've recommended all my family and friends get Jesse's help with their own real estate transactions throughout the Seattle area, and will continue to do so. He's even continued helping us out post-closing to ensure we can get some work done on the new house before we move - his contacts have been great to work with, and it's so helpful to have someone putting us in touch with the right people."

"Really happy after working with Fletch! I toured and closed on my home exactly within 1 month over the December holiday season. Outside of real estate agent services, they also have a great partnership with their lenders, inspectors, and notary. Fletch was super responsive, so I will definitely be working with him in the future as well as sending over referrals."

"Jesse and team are the best of the best! They helped us find our dream home and made the process so seamless and easy. Jesse went above and beyond to negotiate with the Seller to get us everything we requested for repairs. He even helped recommend contractors for our remodel. We cannot say enough good things about Jesse and team. Highly recommend!"

"I couldn't ask for a better experience with Fletch. He was exceedingly helpful, knowledgeable and quick! The Seattle market is insane right now and if it wasn't for him, we wouldn't have gotten our dream home. I Highly recommend him and his partner!!"

CONNECT WITH US

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INSTAGRAM



FACEBOOK



GOOGLE

THANK YOU!



WE LOOK FORWARD TO THE OPPORTUNITY TO WORK TOGETHER.

