



for
SELLERS

John L. Scott
REAL ESTATE

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L&M COLLECTIVE | REALTORS®

Morgan Reay and Lisa Barnes both epitomize a profound commitment to their community and a shared passion for delivering exceptional service in real estate. Together, they have an unwavering dedication to cultivating relationships, placing an emphasis on understanding their clients' needs beyond property specifics.

Lisa and Morgan specialize in military relocation, new construction, and guiding first-time homebuyers through the home buying journey. They believe that EVERYONE should have a place to call home and have the opportunity to create generational wealth. More about Lisa: A mid-westerner at heart, Lisa and her family made the PNW her home in 2018. It didn't take long for her to find her community through advocacy work. Lisa serves as the treasurer of Raising Girls, a local non-profit dedicated to combatting period poverty and hygiene insecurities in Western Washington. Through her committee work in her local realtor association (TPCAR), Lisa also advocates for affordable housing and diversity.

More about Morgan: Native of the Puget Sound, Morgan proudly calls Tacoma home. Prior to her real estate career, Morgan worked as a social worker working with adults developmental disabilities, refugees, and transitional housing. During her tenure as a Realtor, she has intertwined her social work background with real estate by advocacy for affordable housing through her roles on the Tacoma-Pierce County Association of Realtors® Board of Directors and Government Affairs committee

real estate
REPRESENTATIVE

NAME _____
ADDRESS _____
PHONE _____
EMAIL _____
BIRTHDAY _____
OCCUPATION _____

NAME _____
ADDRESS _____
PHONE _____
EMAIL _____
BIRTHDAY _____
OCCUPATION _____

WHAT DO YOU ENJOY DOING IN YOUR SPARE TIME?

RESTAURANT _____
SEASON _____
COLOR _____

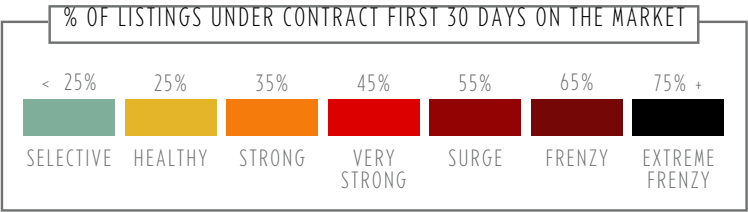
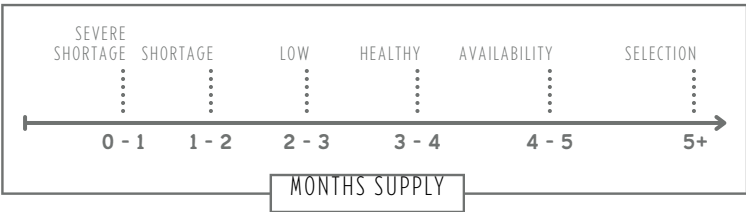
RESTAURANT _____
SEASON _____
COLOR _____

ANYTHING ELSE
I SHOULD KNOW?

tell me about
YOURSELF

SEPTEMBERPIERCE COUNTY 2023

0 - 350K	77	85	58	0.7	SEVERE SHORTAGE	67.6%	FRENZY
350K - 500K	397	362	322	0.9	SEVERE SHORTAGE	68.2%	FRENZY
500K - 750K	389	317	450	1.4	SHORTAGE	57.1%	SURGE
750K - 1M	110	85	183	2.2	LOW	43.8%	STRONG
1M - 1.5M	59	30	130	4.3	AVAILABILITY	35.3%	STRONG
1.5M	41	24	95	4.0	AVAILABILITY	27.3%	HEALTHY
TOTAL ACTIVITY	1,073	963	1,238	1.4	SHORTAGE	57.4%	SURGE



CURRENT INTEREST RATE

7.44%

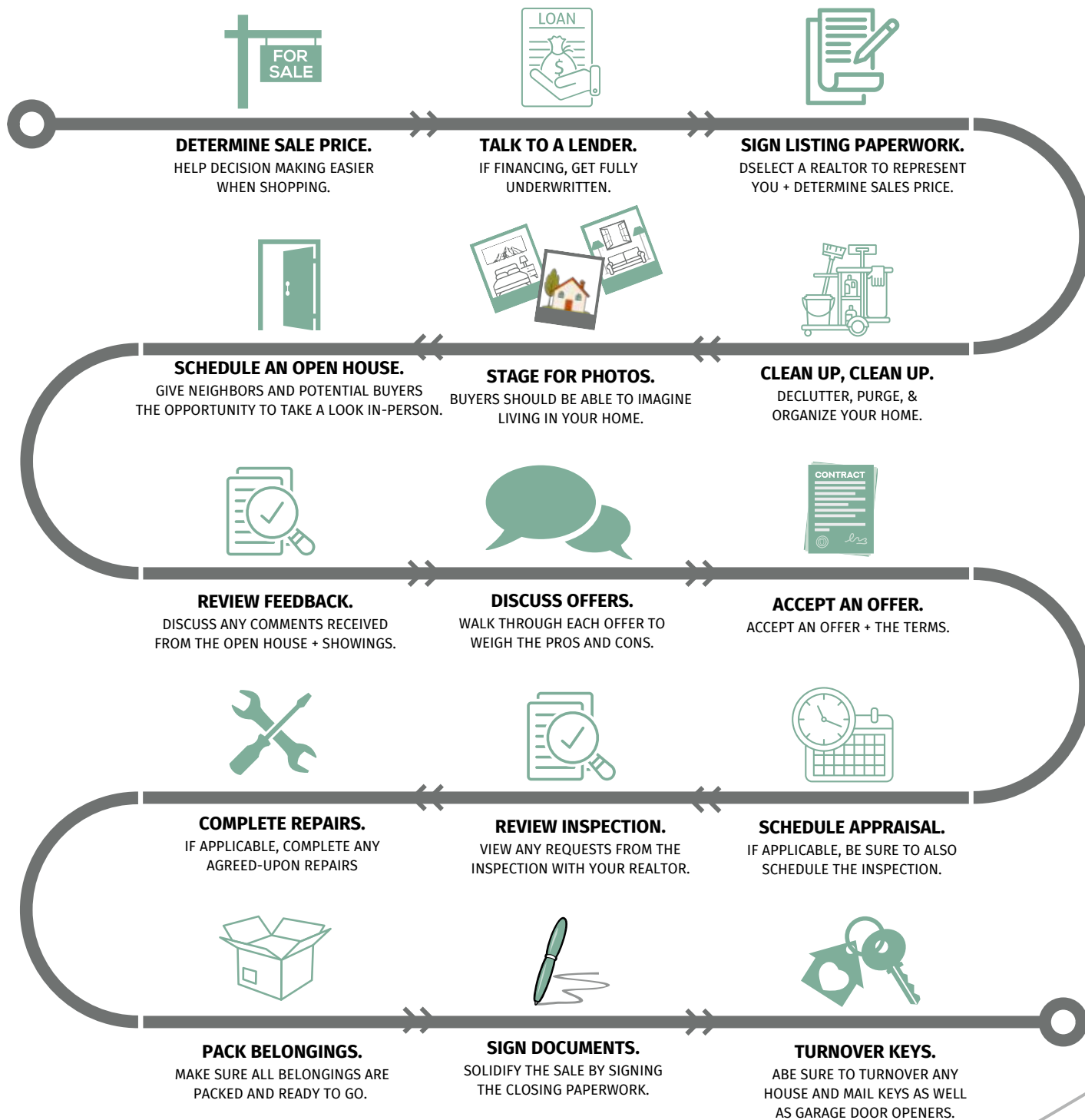
housing

MARKET UPDATE

The photographs of your home are the most important part of making a great first impression. Complete this checklist before the photographer arrives to make the process fast and smooth!

- REPLACE ALL MISSING OR BURNT OUT LIGHT BULBS
- RAISE UP ALL BLINDS AND OPEN ALL CURTAINS
- HIDE ALL REMOTE CONTROLS
- MOVE CORDS OUT OF SITE (I.E. LAMP, EXTENSION, COMPUTER, ETC.)
- STOP ALL CEILING FANS
- CLEAR HOME OFFICE OF ALL CLUTTER AND BOX UP LOOSE PAPERS
- REMOVE ALL ITEMS OUT OF THE SHOWER AND BATH
- REMOVE ALL ITEMS FROM THE BATHROOM COUNTER TOPS
- CLOSE THE LIDS TO ALL TOILETS
- REMOVE ALL FLOOR MATS AND AREA RUGS IN THE BATHROOM AND KITCHEN
- CLEAR ALL PERSONAL ITEMS OFF BEDSIDE TABLES
- AVOID HIDING ITEMS UNDER THE BEDS - THEY WILL BE SEEN IN THE PHOTOGRAPH
- BE SURE PETS ARE CONTAINED IN AN AREA OF THE HOUSE THAT WILL NOT BE PHOTOGRAPHED
- REMOVE ANY SIGNS THAT YOU HAVE PETS (I.E. CRATES, LITTER BOXES, ETC.)
- REMOVE ALL DISHES FROM THE SINK
- REMOVE ALL APPLIANCES AND CLUTTER FROM THE KITCHEN COUNTERS
- REMOVE ALL MAGNETS AND ITEMS OFF THE SURFACE OF THE REFRIGERATOR
- MOVE ANY CARS THAT ARE IN THE DRIVEWAY DOWN THE STREET OR INTO THE GARAGE
- MOVE OUTSIDE TRASH CANS AND HOSES INTO THE GARAGE
- CUT THE GRASS AND SPRUCE UP THE LANDSCAPING

photography
CHECKLIST



home selling
PROCESS

IMPROVE WITH EASE, PAY AT CLOSE

When you work with a John L. Scott broker, rest assured that you will receive expert, tailored advice about how to best prepare your home to sell. To continue our standard of best-in-class service, we are partnering with HouseAmp to bring you a home prep platform to make upgrades and other home readiness steps incredibly easy with no upfront costs.

HOW IT WORKS



TIME TO REFLECT.

CHOOSE PROJECTS THAT ARE RIGHT FOR YOU.



NEED A LOAN?

GET APPROVED SAME DAY TO START PLANNING IMMEDIATELY.



CHOOSE YOUR TEAM.

CONNECT WITH YOUR SERVICE PROS THROUGH THE PLATFORM.



MANAGE MILESTONES.

STAY UP-TO-DATE ON PROJECT PROGRESS ALL IN ONE PLACE.

market ready
PLUS+ PROGRAM

With many steps in a real estate transaction, having a strong team in your corner to partner with is important. As a John L. Scott partner, Access Home Closing is here to support.

Empowered with industry-leading technology, their Title + Escrow team provides faster, easier and safer home closing.



TAMARA TISSUE

Escrow Closer, LPO

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tamara.tissue@fnf.com

WHAT TO EXPECT

People are our greatest assets, from our employees to our customers, we hold the relationships we build with one another, within our community, country and world in the highest esteem. Meet our remarkable management and sales professionals behind the industry's best-in-class title and escrow solutions.

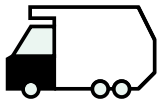


support team
TITLE + ESCROW

READY FOR NEXT STEPS?

When downsizing, there are many factors to consider. Maybe you are downsizing to a smaller home. Maybe you are moving to a lifestyle of traveling on the road. Maybe you are ready to forgo owning a home and would like to retreat to senior or assisted living. Whatever your next steps are, I'll provide hands-on guidance and support to help make this transition as easy as possible.

THINGS TO CONSIDER



DECLUTTER.

DO YOU NEED TO GET RID OF FURNITURE OR OTHER LARGE ITEMS? DO YOU HAVE CLOTHING YOU NEED TO GO THROUGH?



ORGANIZE YOUR FILES.

HAVING IMPORTANT PAPERWORK IN ORDER IS CRUCIAL. DO YOU WANT TO STORE THESE ITEMS IN YOUR NEW PLACE?



MAKE A LIST + GET IN TOUCH.

ARE THERE FRIENDS AND FAMILY WHO WILL BE ASSISTING YOU WITH THE MOVE? ARE THERE VENDORS YOU NEED TO GET IN TOUCH WITH FOR THE MOVE?

transition
TO DOWNSIZE

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DOWNSIZING PREP

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