

IMAGINE

Selling Your Home With Ease.



**COLDWELL
BANKER**
BAIN



TEAM GREENE

REAL ESTATE BROKERS

425.501.2226

teamgreene.cbbain.com





PATTI GREENE NOLAN GREENE MICHAELA GREENE

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AWARDS

- Five Star Broker 2008, 2013, 2014, 2015, 2016, 2017, 2019, 2020, 2021
- Coldwell Banker National Diamond Society Office Award 2019



ABOUT US

Being a broker is all about people, their families, hopes and dreams. It's about relationships built on trust, knowledge and expertise. Our business is mostly referral-driven, from satisfied clients and people who trust Team Greene to provide their family and friends with the market knowledge, patience and integrity. Team Greene will help you navigate the real estate process and make your transaction as smooth and seamless as possible.

Since 1975, Team Greene – Bob (now retired), Patti, Nolan & Michaela understand the importance of home to families. For more than 40 years, we've successfully turned the idea of homeownership into a reality for hundreds of clients in northwest King and southwest Snohomish counties.

Why are we successful? We not only know the area better than anyone else, we listen better than anyone else too, helping us to transform our clients' real estate desires into property end goals.

For eight years, we've been named Five Star Real Estate Agents by Seattle magazine. Our standard has always been to put our buyers' and sellers' needs first. And we continue to do so.

We are active in our community. Patti is on the board of the Edmonds Floretum Garden Club and a founding board member of Artwalk Edmonds. Nolan adores sailboat racing, fishing, snowboarding and is a member of the Edmonds Lions Club. Michaela enjoys cooking, camping and Karaoke. Put our real estate experience on your side.

We look forward to working with you.



TESTIMONIALS

“We especially appreciated the quick response times.... always ready with status and helpful advice. Nolan and Patti were confident and professional in all respects providing us with assurance that our affairs were being handled well.”

“Patti Greene worked harder than any real estate agent I’ve ever worked with, which are many. She is a delight and continued with open houses even after I had moved out and the home was empty. I highly recommend her as an agent. Nolan did a great job on the backside of this team with internet maintenance.”

“Nolan was very knowledgeable, helpful and attentive to all our needs all the way through the sale. it was the first time we’d been involved in the selling of a home, and he made it easy!”







OVER 45 YEARS OF LOCAL EXPERTISE

Begun in Seattle as William A. Bain Associates, Coldwell Banker Bain has operated in the Northwest for over 45 years. We have 34 offices stretching from Bellingham, WA to Bend, OR. We are one of the largest Coldwell Banker affiliates in the world.

34 OFFICES

1,200+ LOCAL BROKERS

2,900 OFFICES, IN 40 COUNTRIES WORLDWIDE

PARTNER WITH THE BEST IN THE WORLD

When you list your home with Coldwell Banker and me, you partner with the strength and stature of the nation's most successful real estate network. Our brokers sell the highest number of homes for the highest aggregate dollar volume, and at a higher average sales price, than any realty company in the US.

At Coldwell Banker Bain, we enlist our expertise in market evaluation, home preparation, strategic pricing, marketing and contract negotiation to deliver the results you expect. With the training, education and support Coldwell Banker Bain offers its brokers, we outperform and outsell our rivals – racking up an average home sales price that's 29% higher than the Northwest Multiple Listing Service 2020 average. Considering our proven record of success, we are your best ally to help sell your home.



SOURCE: SWANEPOEL TOP 200, 2020

**WE OUTPERFORM & OUTSELL
OUR RIVALS - AVERAGING
HOME SALES PRICES**

29%

**HIGHER THAN
THE NWMLS
2020 AVERAGE**

SOURCE: NWMLS & TRENDGRAPHIX



EDMONDS

At Coldwell Banker Bain in Edmonds, we aim to make your real estate experience a success. We have been awarded National Premier status, which recognizes our rank among the top 3% of all Coldwell Banker affiliate offices. Our brokers are industry professionals with a passion for real estate who are driven to excel on your behalf. And our core principle – Do the right thing – means no one is more committed to customer service and your complete satisfaction.

As part of Coldwell Banker's global network, we have the knowledge, training, insight, expertise and brand recognition to make selling your home seamless and stress-free. Clients list with us confident that our market strength, skill and advocacy will get real results. And we do. And because we don't just work here, we live here too, we're proud supporters of the many local groups and charitable organizations that strengthen Snohomish County and make our community special.

STRATEGIC LOCATIONS COVERING THE PACIFIC NORTHWEST

Covering most of the Pacific Northwest, Coldwell Banker Bain has brokers in almost every corner of the region. Our extensive footprint ensures that your listing will get the kind of visibility it deserves. Your listing will be shared with over 1,200 brokers and agents covering the entire northwest region.

NORTHWEST WASHINGTON

Bellingham
Anacortes

NORTH SEATTLE

Everett
Lynnwood
Edmonds
Marysville

SEATTLE AREA

Lake Union
Magnolia
Capitol Hill
Madison Park
West Seattle

EASTSIDE

Bellevue Way
Mercer Island
Duvall
Kirkland
Redmond
Issaquah

SOUTH SEATTLE

Kent Station
Puyallup
Tacoma Proctor
Gig Harbor
Tacoma Main
Tacoma N. End

KITSAP AREA

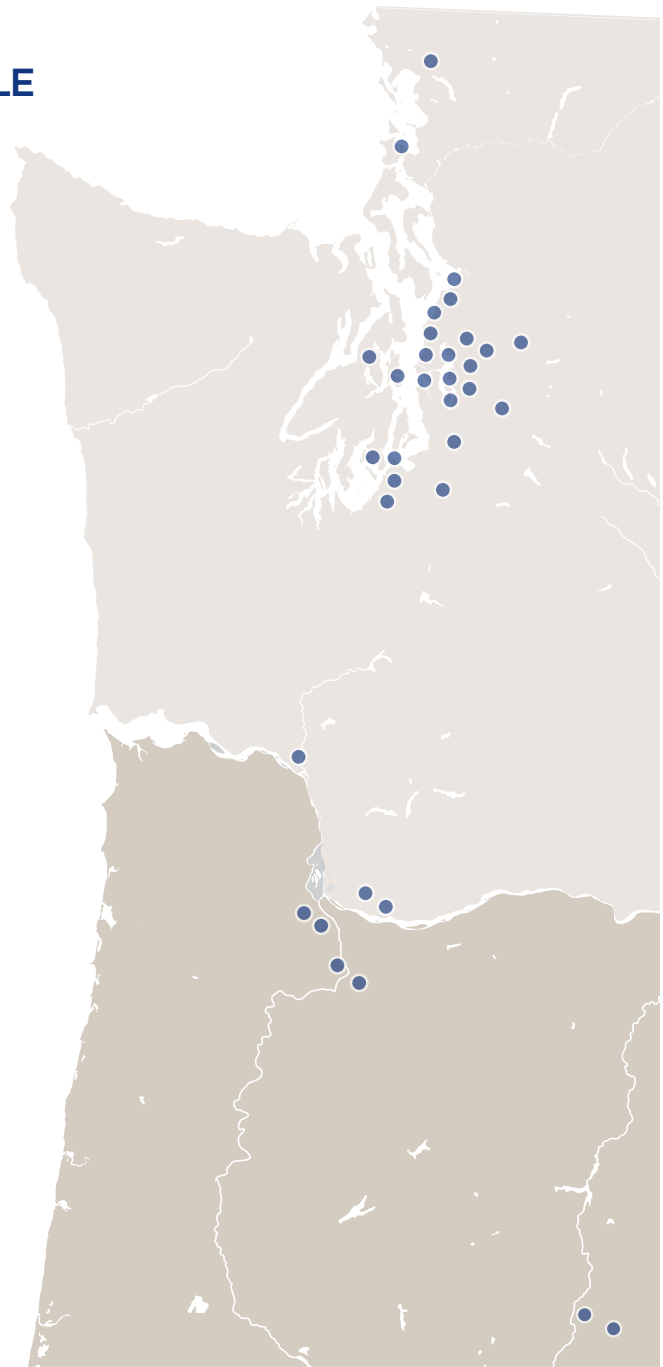
Bainbridge Island
Silverdale

SOUTHWEST WASHINGTON

Vancouver East
Vancouver West
Longview

OREGON

Portland West
Portland Uptown
Lake Oswego
Sisters
Bend





EXPOSURE
YOU CAN'T SELL YOUR HOUSE IF
YOU DON'T ATTRACT BUYERS



MARKETING YOUR HOME

Successfully selling your house depends on pricing, understanding the market and, most of all, exposure— you can't sell your house if you don't attract buyers. When you list your home with Coldwell Banker Bain you get a comprehensive marketing plan designed to give your home maximum exposure where buyers will find it.

MY PLAN CAN INCLUDE:

- Comparative Market Analysis (CMA)
- Professional Video & Photography
- Staging Options
- Targeted Digital & Direct Mail Marketing
- Customized Property Landing Pages
- Email Blasts & Social Media Campaigns
- Brand Recognition & Advertising
- Open Houses & Virtual Tours



JUST LISTED

CHARMING EASTSIDE HOME

4 Bedrooms | 3 Baths | Built-in 1981 | 2,560 SF | Lot Size 7,267 SF
Offered at \$895,950 | MLS# 1875492

13004 NE 128th Place | Kirkland, WA 98034

[PROPERTY DETAILS](#)



JUST LISTED

13655 NE 36TH PL. BELLEVUE, WA 98005

4 Bed | 3.75 Bath | 4,715 SF | MLS# 1789263 | Offered at \$850,000



Jean Martinez
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PRICING YOUR HOME RIGHT WILL REDUCE YOUR DAYS ON THE MARKET

100% OF THE TIME



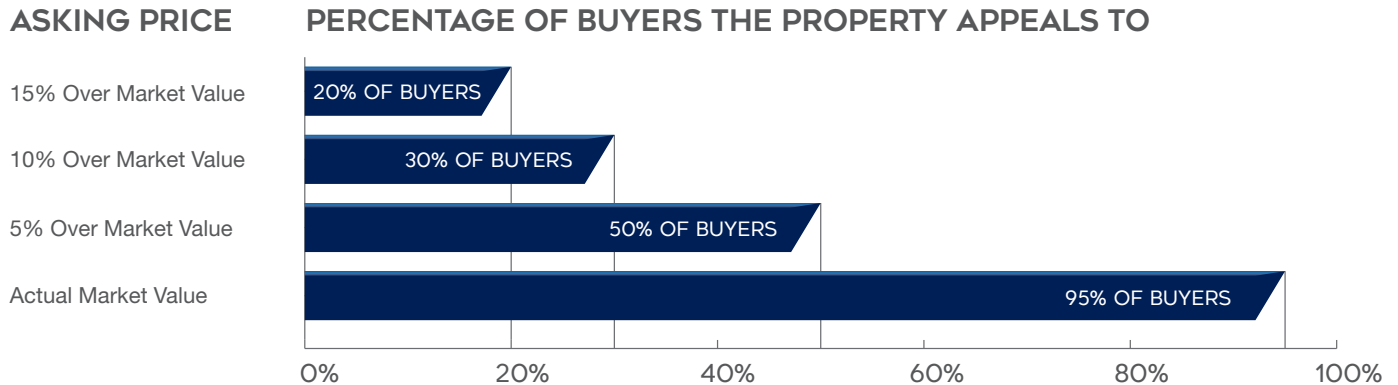
COMPARATIVE MARKET ANALYSIS

To get an accurate picture of market activity in your area, you'll get a report that looks at houses similar to yours in size, location and features, whether they're for sale, have sold, are pending or failed to sell.

Understanding the realities of the current market allows us to accurately assess your home and arrive at a price that properly positions your home for a successful sale.

PRICING RIGHT

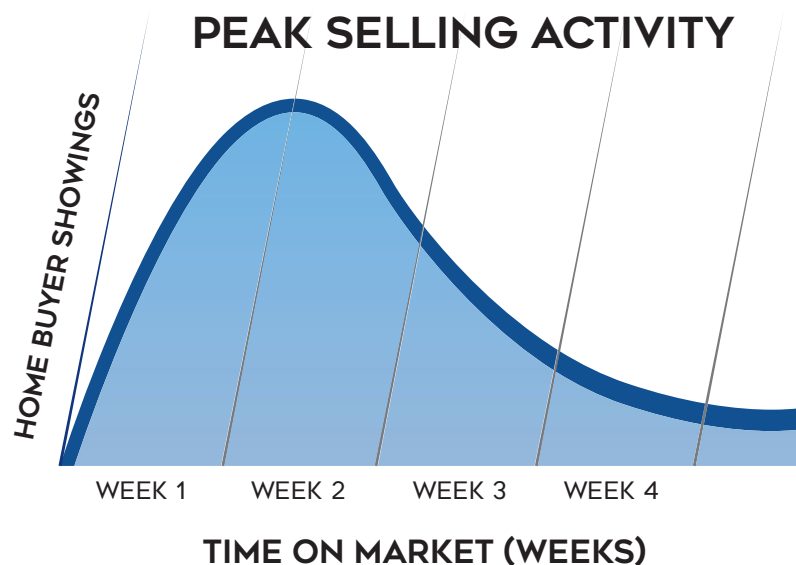
While you and I will set your home's asking price, the buyer will set the sales price. If we price your home too high, you'll miss out on potential buyers. Pricing your property at fair market value from the start will generate the most activity from real estate agents and home buyers. The price must attract enough attention to result in showings and offers.



FIRST IMPRESSIONS

The largest number of potential buyers will view a newly listed home within the first 14 days on the market, and the number will decrease as the days on the market increases. This pool of buyers includes home buyers just entering the market and, more importantly, buyers working with Realtors® who have already seen the existing inventory and have not found a home, making them eager to make an offer.

To take advantage of this increased level of traffic and buyer interest, your property should be priced to sell at fair market value from the very start.





CURATED

True concierge powered by **curbio**

PRE-SALE HOME IMPROVEMENT

[WITHOUT THE
STRESS, HASSLE OR
UP FRONT COST]



25%

INCREASE IN
LISTING PROFIT

50%

FEWER DAYS ON
MARKET

65%

FASTER
RENOVATION TIME

REMODEL NOW. SELL FOR MORE. PAY WHEN YOU SELL.

Renovating and staging your property is one of the smartest financial decisions you can make and helps ensure a faster sale at a higher price. Working with a professional who understands what buyers in your market are looking for and knows which upgrades will increase the value of your home is essential.

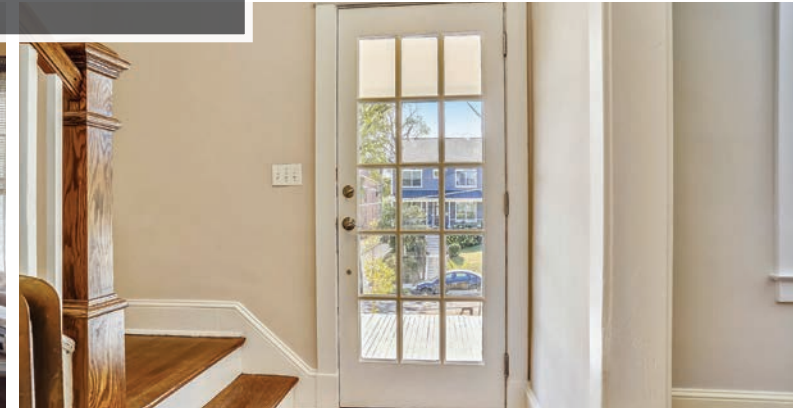
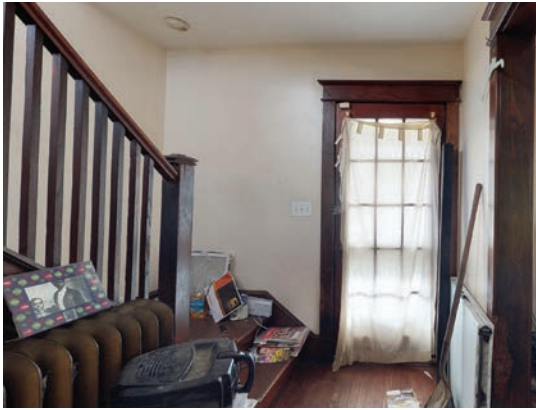
Coldwell Banker Bain has partnered with Curbio, the nation's leading pre-sale renovation company, to bring you *Curated, Powered by Curbio*; our new concierge program designed to transform your property into a move-in ready listing. Our renovations are hassle-free, reduce the time your home spends on the market and increase your home's sale price. Our staging solutions with Spade & Archer Design help enhance your property to its full potential. The best part? *You don't pay for the work until your home sells.*

PRE-SALE RENOVATIONS

Before & After



75%
OF HOME BUYERS
ARE AFRAID OF
BUYING A HOME
THAT NEEDS WORK



EASY AS 1.2.3.

EVALUATE

We combine our pre-sale renovation expertise with your local market knowledge to determine which renovations will maximize the home's value.

RENOVATE

Our on-site project managers take care of the renovation from beginning to end and share real-time photo and video updates through the Curbio portal.

SELL

Attract more buyers, reduce days on market, and increase seller proceeds. We're paid for our work at settlement through the proceeds of the sale. No fees, no interest, no catch.

BEAUTIFUL
STAGING
STUNNING
TWILIGHT
PHOTOGRAPHY
ENGAGING
VIDEOS

HOME STAGING

Today's sophisticated buyers expect the properties they view to be picture-perfect and move-in ready. Properly staged homes not only put a home's best foot forward but also help buyers see themselves in the property.

At Coldwell Banker Bain, we work with design professionals to make your home a must-have for buyers.



STAGED HOMES SELL

75%

FASTER ON AVERAGE THAN
NON-STAGED HOMES.





PROFESSIONAL VIDEO & PHOTOGRAPHY

Buyers buy houses they fall in love with. Beautiful staging, stunning photography and engaging videos combine to make emotional connections that sell houses. We work with professional photographers who are skilled at making interiors and exteriors shine in any light, daytime or twilight.

We know buyers love real estate videos and want to see more of them. That's why we create a video tour of your home to give buyers the "inside look" they crave. It's just one more way Coldwell Banker Bain excels in our commitment to marketing innovation for you.

LISTINGS WITH A VIDEO GET **403% MORE** INQUIRIES THAN THOSE WITHOUT

DRONE FOOTAGE

Drone photography is a must for high-end property listings today. Why? Because aerial images sell homes. Listings with drone photography sell 68% faster than homes using traditional methods. Aerial photography enhances your listing, makes your home stand out, attracts more buyers and brings more buzz to your property.

SOURCE: HOME VALUE LEADS



AN OPEN HOUSE

IS A GREAT OPPORTUNITY TO BE FACE
TO FACE WITH DECISION MAKERS



OPEN HOUSE

Buyers love open houses. Research indicates that 48% of buyers use open houses in their home search. Plus, when I host your open house, I highlight all the best features of your property. That is something only a knowledgeable listing broker can do. An open house is a win-win for everyone.

VIRTUAL OPEN HOUSE

A virtual open house is also a very powerful tool. It empowers buyers to speak with a live broker at the property without having to leave their own home. Buyers can direct the broker to show them specific features or ask questions or for information to be sent. The best part—the house never gets crowded and sellers don't risk damage or unnecessary clean up.



VIRTUAL WALKTHROUGHS

It's always an open house with our 3D tours that help buyers make an immediate connection to your home. Our virtual tours inventively move buyers room by room through your property, showcasing its best features and creating an indelible impression that captivates buyers and leads to a quicker sale of your home. All videos appear on ColdwellBankerBain.com and are posted to Facebook.



98%

OF HOME SEARCHES BEGIN ONLINE

SOURCE: NAR

With more than 98% of home searches beginning online, it's essential that your house have a polished and professional web presence. With your listing featured on the Multiple Listing Service (MLS), ColdwellBankerBain.com and ColdwellBanker.com, your home will get maximum exposure.

Through Coldwell Banker Bain's Distributed Listings program, your house will appear on more than 40 real estate and media sites, and over 500 syndicate sites including those dedicated to luxury properties.

The total reach of our listing syndication includes hundreds of real estate sites, including the top 15:

1. **Zillow** - 36M monthly visitors
2. **Trulia** - 23M monthly visitors
3. **Yahoo Homes** - 20M monthly visitors
4. **Realtor.com** - 18M monthly visitors
5. **Redfin** - 6M monthly visitors
6. **Homes.com** - 5M monthly visitors
7. **Apartment Guide** - 2.5M monthly visitors
8. **Curbed** - 2M monthly visitors
9. **ReMax** - 1.8M monthly visitors
10. **HotPads** - 1.75M monthly visitors
11. **ZipRealty** - 1.6M monthly visitors
12. **Apartments.com** - 1.5M monthly visitors
13. **Rent.com** - 1.4M monthly visitors
14. **Auction.com** - 1.3M monthly visitors
15. **ForRent.com** - 1.2M monthly visitors

JUST LISTED



CHARMING EASTSIDE HOME

4 Bedrooms | 3 Baths | Built-in 1981 | 2,560 SF | Lot Size 7,267 SF
Offered at \$895,950 | MLS# 1875492

13004 NE 128th Place | Kirkland, WA 98034

PROPERTY DETAILS



Jean Martinez
Broker, REALTOR®, SRES, CRS
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JeanMartinez@cbbain.com
JeanMartinez.cbbain.com



Coldwell Banker Bain | 150 Bellevue Way, Bellevue, WA 98005

TARGETED DIGITAL MARKETING

I tap my database of prospective clients to directly target the most likely buyers for your home. Because I know the neighborhood, I can identify and email clients whose home-buying goals (location, home size, price, etc.) most closely match your property.

85% OF USERS USE SMARTPHONES TO ACCESS THEIR EMAIL

SOURCE: 99FIRMS



MOBILE OPENS ACCOUNTED FOR **46%** OF ALL EMAIL OPENS

SOURCE: NAR

SOCIAL MEDIA



Thanks to popular networks such as Facebook, YouTube, Vimeo, Instagram, and TikTok, it's easier than ever to reach scores of potential home buyers and to share your listing with friends and family. The icons for these social media sites will be prominently featured and easily recognizable on your home's property detail page, giving your listing even greater potential to reach the right buyers with the right message via the right medium. That's the Coldwell Banker Bain advantage.



BY REALOGYSM

With billions of users on social media, advertising on these platforms is an incredible opportunity to find your perfect buyer. With Social Ad Engine, we are able to precisely target those buyers that are most likely to have an interest in your home.

**500 MILLION DAILY ACTIVE
INSTAGRAM STORIES USERS**

47% OF
AGENTS

CITED SOCIAL MEDIA
AS THE BEST SOURCE
FOR QUALITY LEADS

FACEBOOK HAS
2.8 BILLION

ACTIVE USERS,
OF SOCIAL MEDIA
USERS ARE ON **98.3%**
MOBILE DEVICES

SOURCE: STATISTA



A GLOBAL PRESENCE

3%
OF EXISTING
HOME SALES
DURING APRIL
2019–MARCH
2020

AUTOMATIC
EXPOSURE
ON OVER
500
WEBSITES
WORLDWIDE

SOURCE: STATISTA



Coldwell Banker's presence in 40 countries and territories means we can connect your home to a buyer who could be next-door or on the other side of the world. Our global presence showcases your listing on over 500 syndicate websites around the world, instantly. From California to Beijing, we have nearly 2,900 offices and over 94,000 professionals in our global network. Thanks to our brand reputation and skillful marketing, your home's buyer is closer than you think.

An over 110-year history of integrity, trust and results in residential and commercial real estate is what you get with the Coldwell Banker brand. Our reputation brings more visitors to our websites than other national real estate brand sites. Listing with Coldwell Banker Bain puts the strongest real estate network in the world to work for YOU!

NAR 2020
FOREIGN BUYER PURCHASES WERE
\$74 BILLION
APRIL 2019 – MARCH 2020



THE POWER OF A PREMIUM GLOBAL

Andorra
Argentina
Aruba
Bahamas
Bermuda
Cambodia
Canada
Cayman Islands
Chile
China
Costa Rica
Curaçao
Cyprus
Dominican Republic
Egypt
England

France
Grenada
India
Indonesia
Ireland
Italy
Jamaica
Luxembourg
Malta
Mexico
Netherlands
Portugal
St. Maarten

Singapore
Spain
St. Kitts and Nevis
Thailand
Turkey
Turks & Caicos
United Arab Emirates
United States
Uruguay
Virgin Islands (U.S.)
Virgin Islands (British)



The power and reach of the Coldwell Banker name stretch across 40 countries and territories, including the United States and Canada. The Coldwell Banker brand presence consists of approximately 2,900 offices worldwide in the following countries and regions (as of Dec. 31, 2020).

40 COUNTRIES

2,900 OFFICES
GLOBALLY

94,000 BROKERS
WORLDWIDE





Team Greene
Realtors

“As your trusted real estate advisor, I’m committed to providing you a seamless transaction from start to finish. One part of that commitment is ensuring you have all of the support needed for a smooth transition in and out of your home. That’s why I provide all of my clients their very own complimentary personal home consultant at 360 Home Connect.”

OUR SERVICES



The average client spends over **EIGHT HOURS** researching & setting up their home services



On average, clients save over **\$700 A YEAR** on their bills.



Electricity



Internet



Security



Phone



Satellite



City Utilities



Moving



Much More



PERSONAL HOME CONSULTANT

Get started on setting up your home services early. You can expect to be contacted by your personal 360 Home Consultant shortly after going under contract.



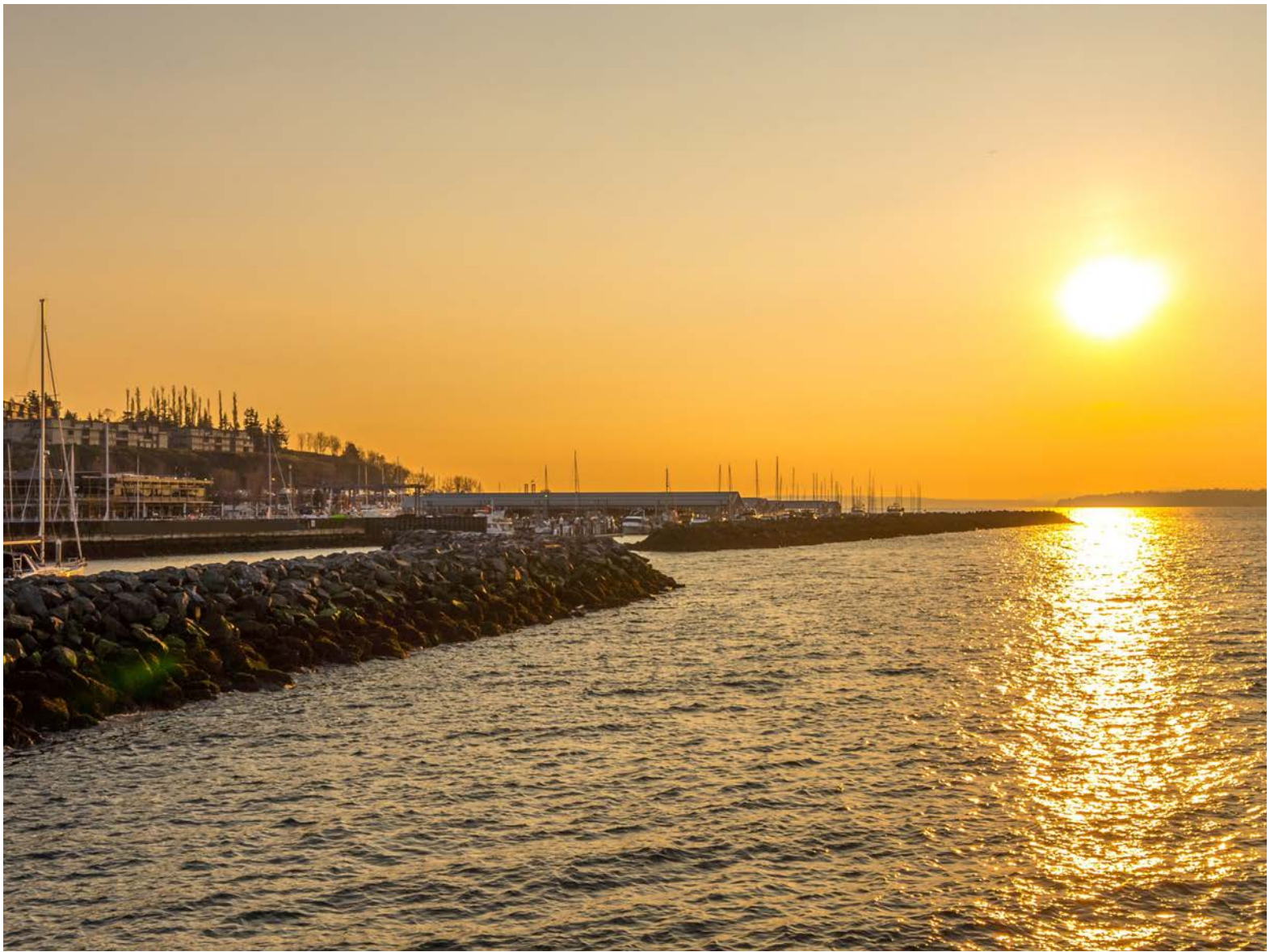
CONNECT YOUR SERVICES

Your consultant will set up, disconnect, and/or transfer all of your home services and utilities. You will receive price point comparisons and have access to exclusive rates through 360 Home Connect.



DETAILED ITINERARY EMAIL

Your requested services email will include account numbers, activation/installation dates, and any other relevant information you may need for your home.



COLDWELL BANKER
BAIN

TEAM GREENE

REAL ESTATE BROKERS

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108 5th Ave S, Edmonds, WA 98020