

# TMGSALES

TMG-SALES.COM

## MEET OUR team



Jim Parker

MANAGING BROKER

(360) 721-7520

jim.parker@tmgnorthwest.com

Jim moved from Hawaii to the Pacific Northwest in 1992. In 1995, he began his career at TMG as a property manager and Realtor. For more than two decades, Jim has brokered hundreds of sales for TMG clients, and is known as a local expert in investment property transactions. Investors rely on his extensive experience in both managing and selling rental properties, knowing he will negotiate and advocate for them. Jim has the skills and knowledge to handle the unique circumstances that come with investment

property sales. As a compassionate property manager, he skillfully guides residents through the sale process. On a personal note, Jim is an accomplished drummer, and in his spare time you may catch him in lederhosen playing in a band. He enjoys gardening, taking care of his tropical fish, and spending time with his three amazing daughters.



Kryssy Griffin

REAL ESTATE BROKER
(360) 449-2424

kryssy.griffin@tmgnorthwest.com

ryssy was born and raised in the Pacific Northwest and is proud to call Southwest Washington her home. As an experienced real estate professional, she values the relationships she builds with her clients and strives every day to exceed their expectations. Kryssy has worked in all areas of real estate, from selling investment properties as well as high-end luxury homes, and adding property management to her repertoire in 2001. Her experience as a single family and multifamily property manager has given Kryssy

excellent insight into the complex operations, maintenance, and financials exclusive to investment properties. Her comprehensive knowledge of the real estate industry makes her well-suited to assist both first-time and seasoned investors with buying and selling their properties. Kryssy is committed to listening to her clients' needs and uses her excellent negotiating skills and local know-how to ensure successful transactions and fulfillment of her client's real estate goals.



### WHY CHOOSE us?

#### Experience

TMG is uniquely qualified to buy and sell investment properties because we manage investment properties. Since 1985, the expertise we offer our clients is unrivaled by any other Realtor in the area. We've literally seen it all and know how to handle it successfully. That experience and knowledge makes buying and selling an investment property with TMG smooth and cost-effective.

#### Cost Savings

Buying or selling with TMG provides cost savings that you won't find anywhere else:

- · Discounted sales commission.
- · No close-out costs or early termination penalty for property management contract.
- No charge for sales-related trip visits to the property.

#### Getting the Property Ready for Sale

Unlike other Realtors, when you sell with TMG, you get a team with vast experience turning properties. We use TMG Maintenance Services NW or other vetted vendors as necessary to get the property sale-ready quickly and efficiently. We take care of coordinating the work, and you benefit from our established relationships and volume pricing with our vendors.

#### Seamless Transition

If we are currently managing your property, we are already familiar with the details. When we sell it for you, we are able to provide the buyer with full documentation of the property's rental history and maintenance record.

#### **Tenant Relations**

If you have tenants that will be moving after the sale, we will handle the move-out inspection and deposit transactions for you. If you have an active lease and the tenants will remain in place, we can continue to provide property management services to the new investor if they choose to do so. Either way, we will communicate with the tenants and make sure their needs are met during the process.

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When you decide to sell an investment property that is managed by TMG, we will provide you with an estimated sales price and a breakdown of the anticipated net proceeds from the sale. If there are tenants in place, we will let you know when the lease expires and if/when tenants will be given notice to vacate.

The Sales Broker will become your Property Manager from that point forward and will assist the tenants throughout the remainder of their tenancy. The broker will contact the tenant to let them know about the sale and what their options are for moving, staying in the property with a new owner, or potentially purchasing the property.

### WHEN THE TENANT IS *moving*

If the tenant's lease is not completed, we will give them the opportunity to vacate the property before expiration without penalty (with your approval). This allows the property to be vacated sooner, expediting the move-out inspection and performing any repairs and maintenance necessary.

The tenant is only responsible for paying rent for the remaining days they are occupying the property. If needed, we can help the tenant find a new property to rent with TMG.

A move-out inspection will be performed to assess what work needs to be done to make the property sale-ready. We will deduct the cost of damages from the tenant's deposit according to their lease agreement, and distribute the deposit to the tenant.

Once the property is vacant, the Sales Broker can begin coordinating maintenance work. When the property is sale-ready, we will take photographs and begin marketing the property.

WHEN THE TENANT IS **staying** 

If a buyer is looking for an investment property to purchase, having a reliable tenant already in place can be a big selling point. Whether the new owner chooses to contract with TMG for property management or hire someone else, we will facilitate the transfer of all account history, tenant information, and deposits.



TMG SALES
BY THE NUMBERS
2015 TO PRESENT

\$52M+
IN SALES

182
PROPERTIES



















Jim Parker | Managing Broker (360) 721-7520 jim.parker@tmgnorthwest.com

Kryssy Griffin | Real Estate Broker (360) 449-2424 kryssy.griffin@tmgnorthwest.com

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#### THE TMG FAMILY OF COMPANIES

TMG Property Management Services NW • TMG Multifamily
AMS | Association Management Services NW • TMG Maintenance Services NW
Home Works Repair Service • TMG Cares