



YOUR ADVOCATE

PREPARING • MARKETING • SELLING

YOUR HOME



ANDYMEEKS
HOUSEWELL **PDX**



LIVING ROOM
REALTY

OUR MISSION



OUR MISSION at Living Room Realty is to enhance every person's capacity for success, well-being, creativity, and joy. As agents, we accomplish this by finding homes where individuals and families **take root and flourish**.

We believe everyone deserves Room to Live. To us this signifies space and opportunity to make a fair living, with sufficient income to enjoy a life rich in experience; a place for fearless self-expression, unleashed with vigor and gusto; it's a space to find one's purpose and embody it in daily practice; it's the comforting, secure environment from which we offer ourselves in service to others.

When we ask, "Where's your Living Room?" we pay attention to the answer. We apply the Golden Rule. We know what's at stake, because we understand what our Living Rooms mean to each of us.

As Living Room agents we are students of the ever-evolving real estate market. There is no room for complacency. We are tactically proficient, using the latest industry tools to achieve outstanding results. But we are also alive to the art and nuance of our profession. **It requires patience, humor, intuition, persistence, and field experience to become a capable partner and guide to our clients.**

We are committed to the growth of neighborhoods that are energized, resilient, and peaceful. Our belief is that strong communities cultivate the core values of tolerance, equity, respect, collaboration, and good will. Our actions demonstrate the highest regard for these values.

By investing ourselves in Portland's tapestry of distinctive, community-minded neighborhoods, we seek to build a vibrant, diverse, urban landscape—**a city which nurtures and sustains Living Room for All.**



My Commitment To You



Thank you for the opportunity to learn more about you and your goals in selling your home, as well as the opportunity to earn your trust and your business.

My clients are always my highest priority. I lead with an unwavering commitment to integrity, transparency and responsiveness. I draw upon my legal training and experience to fiercely advocate for your interests with a sharp attention to detail, a keen ear and a focused voice.

My relationships are built on trust and my business is built on personal referrals. It's that simple, and this is how I work to achieve it:

- ★ I am **100% committed** to your success, and available to you **at all times**.
- ★ I am **your advocate** and will help keep you **organized and focused** every step of the way.
- ★ I am **personally invested** in helping prepare your home to realize its premium sales price.
- ★ I use **effective tactics** and **create beautiful marketing** to reach a large audience of local agents and prospective buyers, to obtain as many **quality offers** as possible.
- ★ I help you **efficiently review and weigh** all offers, and **skillfully navigate and negotiate** all aspects of the sales agreement and subsequent repair addendum negotiations.
- ★ I am **your liaison** and in **constant contact** with all parties to facilitate a smooth transaction.

I'm a passionate advocate for our community and I thrive when helping others succeed. Being a real estate broker has allowed me to joyfully combine two different professional careers: environmental and real estate attorney and non-profit manager and fundraiser.

My singular focus is to help my clients achieve their real estate goals efficiently and effectively. This is how I define success, and it's the intention I set every day.

I'm a firm believer in the significance of our places and spaces. Our homes are at the center of our lives, and the good things we do in the world every day begin there.



ANDY MEEKS

Licensed Oregon Broker

971.400.0195 | andy@livingroomre.com | housewellpdx.com



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NW 1636 NW LOVEJOY ST. PORTLAND, OR 97209

SE 2625 SE 26TH AVE, PORTLAND, OR 97202
SW 7650 SW CAPITOL HWY, PORTLAND, OR 97219

Andy Meeks, Living Room Realty



Helped me buy and sell homes

2023-07-17



Andy is an exceptional realtor. A few years ago, Andy helped us sell our house, and the process went so much better than we could have imagined. Thanks to his detailed guidance for prepping the house for sale, we sold for well above asking and wit...

Helped me buy home

2023-06-04



We were first-time home buyers and Andy was caring, attentive, and responsive to our needs and wants. He took the time to answer all our questions and offered his expertise throughout this process. Would wholeheartedly recommend him to others!

Helped me buy home

2023-06-01



Andy is an outstanding realtor extremely helpful and knowledgeable we're so happy to have worked with him to find our home! We would 100% recommend him to anyone looking for a home in the portland area!

Listed and sold a home

2023-05-16



Andy was incredibly thoughtful in marketing and selling our home. We received more than one offer on the first weekend which was no surprise considering the fantastic staging, foot traffic, and hype Andy was able to generate for us. He has built s...

Helped me buy home

2023-05-10



My husband and I purchased our first home with Andy's help, and we couldn't be happier with our experience. Andy is everything you could want in a realtor: responsive, flexible, diligent, yet kind and empathetic. He truly cares about his clients a...

Helped me buy home

2023-05-04



One of our friends recommended Andy and we are so happy we chose to work with him. His knowledge of the area (I say this as a lifetime Portland resident) and in particular of old houses is very deep. He is up to date on code requirements for remod...

Helped me buy home

2023-01-05



Andy Meeks was an exceptional realtor throughout the process of finding a new house. My family was planning a move from New Hampshire to Oregon with numerous moving pieces, including selling a home and moving across the country with several pets...

Helped me buy home

2023-01-04



Andy was everything we were hoping for when searching for an agent to represent us in buying our home: thoughtful, strategic, and effective. After an initial consultation, he crafted a home search and emailed us every morning with new listings tai...

Helped me buy home

2022-12-26



Simply put, Andy is the best! If you are in need of a Realtor, I wholeheartedly recommend his services. We contacted Andy on the recommendation of a mutual friend several months before the birth of our second child. Finding a home in that timef...

Helped me buy home

2022-09-28



Andy is incredibly professional and very knowledgeable. He knew the neighborhoods and was always able to provide additional insight beyond what was obvious to my wife and I. I would recommend him with the highest star rating possible.

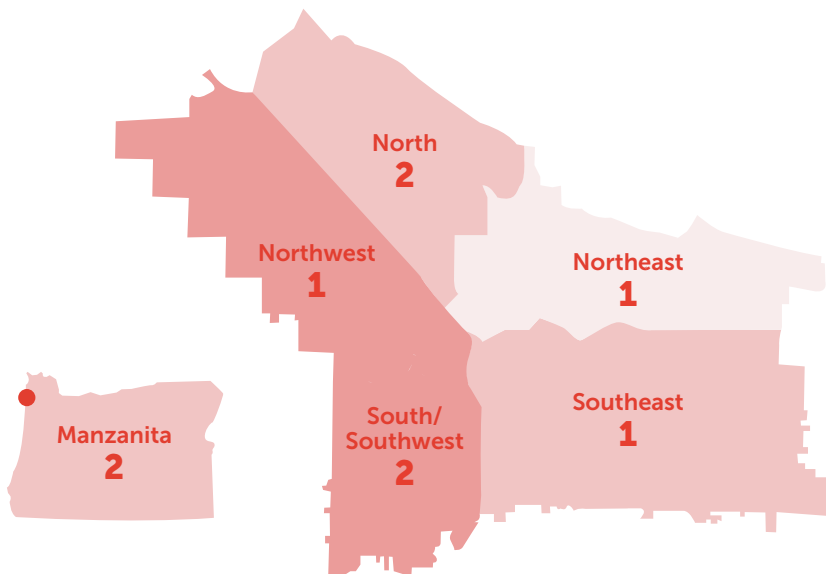


SELLING YOUR HOME

EARN TOP DOLLAR from your investment by selling with a Living Room agent. Our agents leverage their network and our marketing strategy to bring potential buyers to your home.

2021 RANKING & STATS

Living Room is one of the top agencies throughout the Portland Metro:



15
DAYS

In 2021, our listings sold 15 days faster than the Portland Metro market average.

#1

We are the top office in Portland for homes selling at the median price and above.

\$25.5k

On average, our listings sold for \$608,011. That's \$25.5k more than the Portland Metro market average.

SELLING PROCESS

- 1 Meet with your Living Room Agent** and sign a Listing Agreement.
- 2 Prepare your home for the market.** Your agent will recommend ideas about repairs, staging, and the advantages of each.
- Your agent **lists your home.** Your property will be marketed on multiple social media platforms, in addition to signage, postcards, flyers, and representation in the MLS.
- 4 Review offers** and select a buyer with your agent. Your agent will negotiate so that you receive the best price and terms.
- 5 Inspection and Repair Negotiations:** The buyer may have more than one inspector (radon, oil tank, roofing, etc). Your agent will negotiate to resolve issues.
- 6 Appraisal:** If the buyer is getting a loan, an appraiser will determine the home's value.
- 7 Signing Day:** The buyer and seller meet at separate appointments to sign all documents.
- The lender **disburses funds** to your account, and records the transaction with the state. Success, you have sold your home!

MAXIMUM EXPOSURE

TODAY, WE KNOW THAT 90% OF CONSUMERS BEGIN THEIR HOME SEARCH ONLINE.

Contrary to what you might expect, buyers who conduct online research—or are the most technically savvy—also rely on offline tools when shopping for a home. Living Room agents understand that selling a home requires an integrated approach, combining traditional marketing with web-based, mobile, and social media strategies. That’s why you’ll see our yard signs all over town and also find a video of every home we list on our own Youtube channel; we not only create a brochure for every property, but have our own mobile app and popular Facebook page, to connect with buyers on the go. At Living Room we are committed to presenting your home to as many buyers as possible, however or wherever they choose to search.

TRADITIONAL MARKETING



Newsletter



Flyers at Living Room



Just Listed Postcards



Sign in Your Yard

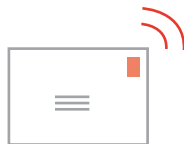


Home Brochure

WEB MARKETING



The Nation's Leading Network for Marketing Real Estate



Email Campaign



Living Room Website



Living Room App

Our free **App** instantly connects potential buyers to your property.

SOCIAL MEDIA

Living Room Realty has **more Facebook followers** than any other Portland Metro real estate company.



Facebook



YouTube Slideshow



Twitter

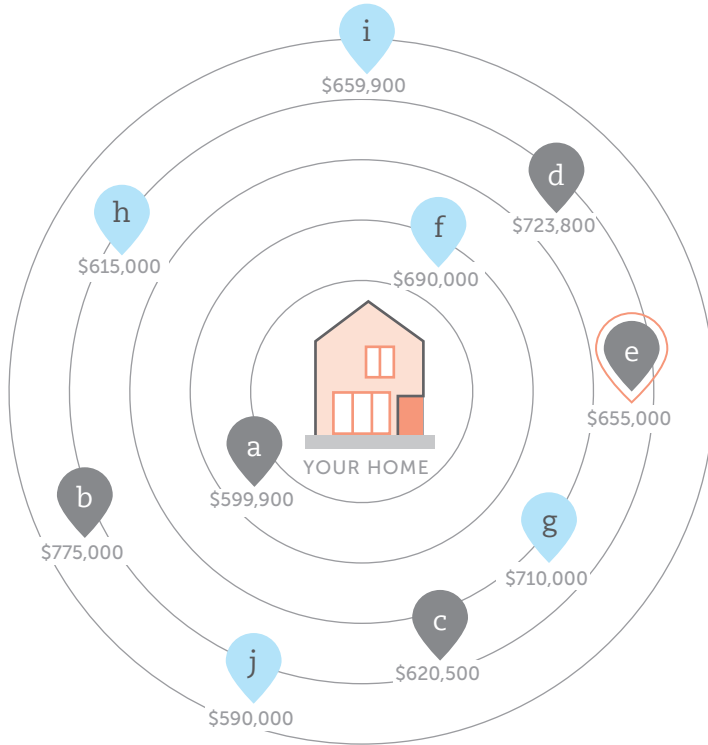


Instagram

PRICING PHILOSOPHY

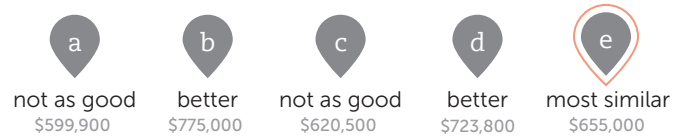
Our Golden Rules

WE PRICE YOUR HOME AT THE VALUE where we believe it will sell. Here are our steps for determining a listing price:



1 Determine an **appropriate search radius** around the home for comparative analysis.

2 Using your CMA, compare your home to **recently sold homes** that have similar features (size, condition, style, etc.) These are called comparables.



3 Visit houses that are **currently for sale** and compare them to your house.

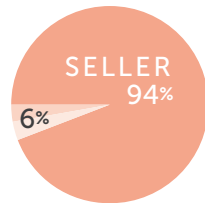


4 Collaborate with other agents who have recently sold similar homes. **Learn from their experience** regarding pricing, and time on the market.



HOW DO AGENTS GET PAID?

There are no upfront costs or fees associated with us marketing your property, and the marketing dollars we spend are included in our fee. We get paid at the close of your sale.



LIVING ROOM REALTY AGENT'S STANDARD COMMISSION IS 6%
3.3% Living Room Agent
2.7% Buyer's Agent

5 **Determine an appropriate listing price based on our analysis.** Price reductions and seller concessions are not our focus.

OFFERED AT **\$649,900**

JUST LISTED! Modern Home in Great Location

A Typical Listing Timeline



After initial consultation

Preparation of CMA
Listing agreement signed



Weeks prior to Going Live

Staging consult
Conduct necessary and desired repairs and updates
Declutter / pack excess personal belongings



7-10 days prior to Going Live

Home Energy Score contractor visit
Floorplan contractor visit
Landscaping treatments



"Going Live" Week

Full, deep house cleaning
Staging installed
Professional photography
Custom marketing materials proofed and printed
Discussion and agreement on listing price
Thursday / Friday: Listing goes live on RMLS, email blast sent to all Portland-area brokers
Saturday / Sunday: Hosted open houses
Tuesday: Hosted broker's open house



Reviewing & Selecting Offers

Andy organizes offers & vets buyers with their lenders
Review offers together
Select back-up offer, if applicable



Under Contract & Closing

Act as your advocate and liaison with all parties
Prepare you for closing

ANDY MEEKS

Licensed Oregon Broker

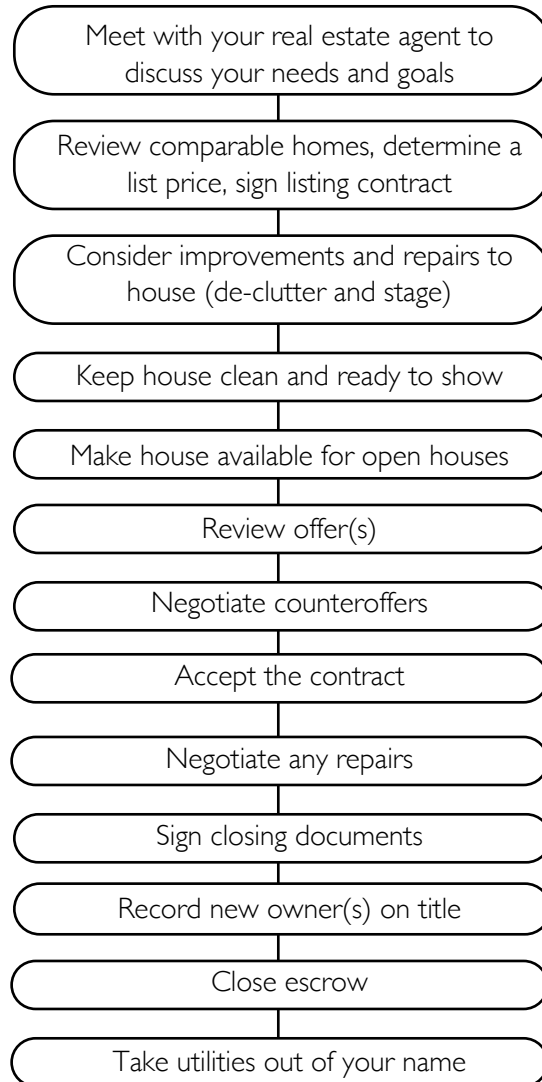
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The Home Selling Process (Overview)



The Listing Dozen

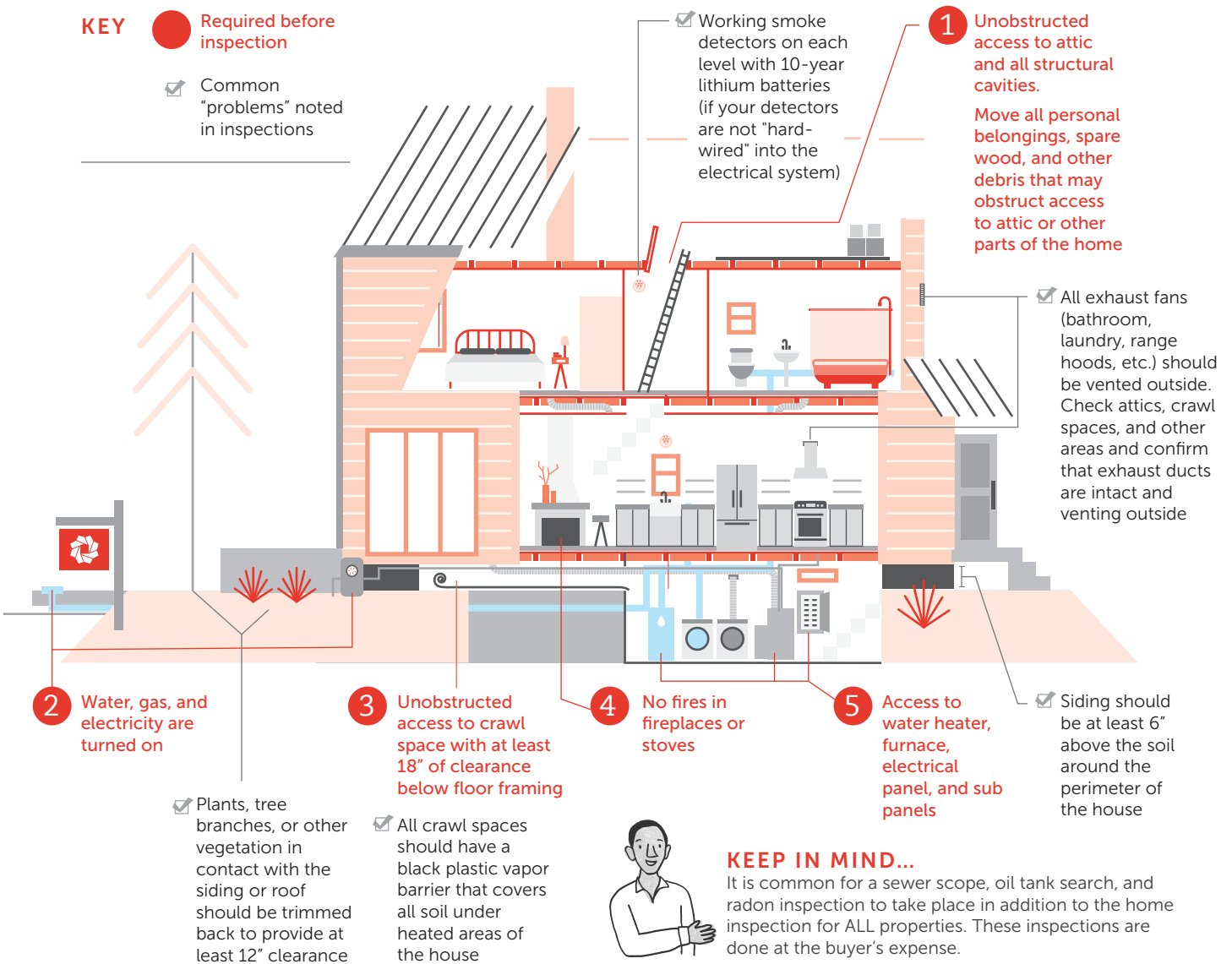


1. **Explore your motivation for selling.** Make sure that you have completely thought through the process and are committed to the idea. Once you have accepted an offer from a buyer it is very difficult to go back.
2. **Plan ahead.** Most people who sell, do so to buy another house. Put together a list of neighborhoods you think you would like to move to and drive by to get the feeling of what it would be like to make the change. Let us help you compare the price of your current house to the homes you are interested in. Weighing your options and understanding the market will ensure that you are not setting yourself up for disappointment.
3. **Sell before buying.** As tempting as it is to look for a new home before your house is for sale, the most powerful offer you can make it one that has no contingencies. Of course, many people will need the proceeds of their existing home sale to purchase their new home. This is a contingent offer situation and, while more complicated, it's certainly a viable approach. Let's talk about which option is best for you.
4. **Learn to look at your house as a product for sale.** This will help lessen the emotional tie of de-personalizing and de-cluttering. The ideal environment will make a buyer think "I can see myself living here," rather than "I wonder what kind of people live here." This process can be a challenge - seek the expertise of a staging professional.
5. **Rearrange bedroom closets and kitchen cabinets and clear countertops.** Buyers love to snoop and without fail will open the majority of your closets and cabinets. Think of the message it sends when you open a bedroom closet and shoes fall out. You want buyers to think of your house as spacious and easy to organize. The simple steps of neatly stacking dishes, turning coffee cup mugs the same way, lining your shoes up and arranging your closet by clothing type will go a long way.
6. **Consider renting a storage pod.** Less is more! The more room and mental space buyers have to explore, the larger the house feels and the less they are distracted. Place the focus on your house, not your possessions.
7. **Remove items in the house that are of significant value to you.** There is always a chance something could get broken or stolen during a showing. Please help us to protect your favorite valuables.

8. **Make minor repairs & touch ups.** We will help you determine which, if any, repairs or changes should be made before going on the market. We know what buyers are looking for and will help make sure your home shows great. A few simple suggestions: make sure light bulbs are all working, fix doors that don't open properly, touch up paint, fix leaky faucets, etc.
9. **Let your house sparkle.** Have your house professionally cleaned. Wash windows, pressure wash sidewalks, polish faucets and mirrors, organize and clean the fridge, vacuum, dust, keep things neat and tidy.
10. **Beef up your curb appeal.** Buyers can be fickle - make sure you do everything in your power to not lose buyers as they drive up. Mow the lawn, paint faded trim, plant flowers. All of these things create the image of a well-maintained home.
11. **Scrutinize.** Walk around your home slowly and pretend you are a buyer. How does everything look to you? Examine if your pictures are straight, if your furniture fits the rooms, if your towels match. Attention to detail could mean the difference for an offer.
12. **Communicate.** Be open with us about your expectations and ideas in regard to marketing your home. We know that you know your house better than anyone.

PREPARING YOUR HOME for INSPECTION

THE HOME INSPECTION is the buyer's first chance to slow down and really get a good look at the house they may soon call home. It is important that they are allowed to explore the house top-to-bottom with their inspector & agent in a stress-free environment. For this reason, we ask that you be considerate and allow 4 full hours for the buyer, the inspector, and the agent to be in your home privately.



**OREGON REAL ESTATE AGENCY
INITIAL AGENCY DISCLOSURE PAMPHLET
OAR 863-015-0215 (5)**

1 *This pamphlet describes the legal obligations of real estate agents in Oregon. Real estate agents and Principal Brokers are*
2 *required to provide this information to you when they first meet you.*

3 *This pamphlet is informational only. Neither the pamphlet nor its delivery to you may be interpreted as evidence of intent to*
4 *create an agency relationship between you and an agent or a Principal Broker.*

5 **Real Estate Agency Relationships**

6 An "agency" relationship is a voluntary legal relationship in which a licensed real estate agent or Principal Broker, agrees to act on
7 behalf of a buyer or a seller (the "client") in a real estate transaction.

8 Oregon law provides for three types of agency relationships between real estate agents and their clients:

9 **Seller's Agent** - Represents the seller only;

10 **Buyer's Agent** - Represents the buyer only;

11 **Disclosed Limited Agent** - Represents both the buyer and seller, or multiple buyers who want to purchase the same
12 property. This can be done only with the written permission of all clients.

13 *The actual agency relationships between the seller, buyer and their agents in a real estate transaction must be acknowledged at*
14 *the time an offer to purchase is made. Please read this pamphlet carefully before entering into an agency relationship with a real*
15 *estate agent.*

16 **Definition of "Confidential Information"**

17 Generally, agents must maintain confidential information about their clients. "Confidential information" is information communicated
18 to the agent or the agent's Principal Broker by the buyer or seller of one to four residential units regarding the real property
19 transaction, including but not limited to price, terms, financial qualifications or motivation to buy or sell. "Confidential information"
20 does not mean information that:

- 21 a. The buyer instructs the agent or the agent's Principal Broker to disclose about the buyer to the seller, or the seller
22 instructs the agent or the agent's Principal Broker to disclose about the seller to the buyer; and
23 b. The agent or the agent's Principal Broker knows or should know failure to disclose would constitute fraudulent
24 representation.

25 **Duties and Responsibilities of Seller's Agent**

26 Under a written listing agreement to sell property, an agent represents only the seller unless the seller agrees in writing to allow the
27 agent to also represent the buyer. An agent who represents only the seller owes the following affirmative duties to the seller, the
28 other parties and the other parties' agents involved in a real estate transaction:

- 29 1. To deal honestly and in good faith;
30 2. To present all written offers, notices and other communications to and from the parties in a timely manner without regard
31 to whether the property is subject to a contract for sale or the buyer is already a party to a contract to purchase; and
32 3. To disclose material facts known by the agent and not apparent or readily ascertainable to a party;

LINES WITH THIS SYMBOL ← REQUIRE A SIGNATURE AND DATE

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33 A Seller's Agent owes the seller the following affirmative duties;

- 34 1. To exercise reasonable care and diligence;
- 35 2. To account in a timely manner for money and property received from or on behalf of the seller;
- 36 3. To be loyal to the seller by not taking action that is adverse or detrimental to the seller's interest in a transaction;
- 37 4. To disclose in a timely manner to the seller any conflict of interest, existing or contemplated;
- 38 5. To advise the seller to seek expert advice on matters related to the transactions that are beyond the agent's expertise;
- 39 6. To maintain confidential information from or about the seller except under subpoena or court order, even after termination
- 40 of the agency relationship; and
- 41 7. Unless agreed otherwise in writing, to make a continuous, good faith effort to find a buyer for the property, except that a
- 42 Seller's Agent is not required to seek additional offers to purchase the property while the property is subject to a contract
- 43 for sale.

44 None of the above affirmative duties of an agent may be waived, except #7. The affirmative duty listed in #7 can only be waived by
45 written agreement between seller and agent.

46 Under Oregon law, a Seller's Agent may show properties owned by another seller to a prospective buyer and may list competing
47 properties for sale without breaching any affirmative duty to the seller.

48 Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise, including
49 but not limited to investigation of the condition of property, the legal status of the title or the seller's past conformance with law.

50 **Duties and Responsibilities of Buyer's Agent**

51 An agent, other than the Seller's Agent, may agree to act as the Buyer's Agent only. The Buyer's Agent is not representing the
52 seller, even if the Buyer's Agent is receiving compensation for services rendered, either in full or in part, from the seller or through
53 the Seller's Agent.

54 An agent who represents only the buyer owes the following affirmative duties to the buyer, the other parties and the other parties'
55 agents involved in a real estate transaction:

- 56 1. To deal honestly and in good faith;
- 57 2. To present all written offers, notices and other communications to and from the parties in a timely manner without regard
- 58 to whether the property is subject to a contract for sale or the buyer is already a party to a contract to purchase; and
- 59 3. To disclose material facts known by the agent and not apparent or readily ascertainable to a party.

60 A Buyer's Agent owes the buyer the following affirmative duties:

- 61 1. To exercise reasonable care and diligence;
- 62 2. To account in a timely manner for money and property received from or on behalf of the buyer;
- 63 3. To be loyal to the buyer by not taking action that is adverse or detrimental to the buyer's interest in a transaction;
- 64 4. To disclose in a timely manner to the buyer any conflict of interest, existing or contemplated;
- 65 5. To advise the buyer to seek expert advice on matters related to the transaction that are beyond the agent's expertise;
- 66 6. To maintain confidential information from or about the buyer except under subpoena or court order, even after termination
- 67 of the agency relationship; and
- 68 7. Unless agreed otherwise in writing, to make a continuous, good faith effort to find property for the buyer, except that a
- 69 buyer's agent is not required to seek additional properties for the buyer while the buyer is subject to a contract for
- 70 purchase.

71 None of these affirmative duties of an agent may be waived, except #7. The affirmative duty listed in #7 can only be waived by
72 written agreement between buyer and agent.

73 Under Oregon law, a Buyer's Agent may show properties in which the buyer is interested to other prospective buyers without
74 breaching an affirmative duty to the buyer.

LINES WITH THIS SYMBOL ← REQUIRE A SIGNATURE AND DATE

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75 Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise, including
76 but not limited to investigation of the condition of property, the legal status of the title or the seller's past conformance with law.

77 **Duties and Responsibilities of an Agent**
78 **Who Represents More than One Client in a Transaction**

79 One agent may represent both the seller and the buyer in the same transaction, or multiple buyers who want to purchase the same
80 property, only under a written "Disclosed Limited Agency Agreement" signed by the seller and buyer(s).

81 Disclosed Limited Agents have the following duties to their clients:

- 82 1. To the seller, the duties listed above for a seller's agent; and
83 2. To the buyer, the duties listed above for a buyer's agent;
84 3. To both buyer and seller, except with express written permission of the respective person, the duty not to disclose to the
85 other person:
86 a. That the seller will accept a price lower or terms less favorable than the listing price or terms;
87 b. That the buyer will pay a price greater or terms more favorable than the offering price or terms; or
88 c. Confidential information as defined above.

89 Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise.

90 When different agents associated with the same Principal Broker (a real estate agent who supervises other agents) establish
91 agency relationships with different parties to the same transaction, only the Principal Broker will act as a Disclosed Limited Agent
92 for both buyer and seller. The other agents continue to represent only the party with whom the agents have already established an
93 agency relationship unless all parties agree otherwise in writing. The Principal Broker and the real estate agents representing either
94 seller or buyer shall owe the following duties to the seller and buyer:

- 95 1. To disclose a conflict of interest in writing to all parties;
96 2. To take no action that is adverse or detrimental to either party's interest in the transaction; and
97 3. To obey the lawful instruction of both parties.

98 No matter whom they represent, an agent must disclose information the agent knows or should know that failure to disclose would
99 constitute fraudulent misrepresentation.

100 ***You are encouraged to discuss the above information with the agent delivering this pamphlet to you. If you intend for that***
101 ***agent, or any other Oregon real estate agent, to represent you as a Seller's Agent, Buyer's Agent, or Disclosed Limited***
102 ***Agent, you should have a specific discussion with the agent about the nature and scope of the agency relationship.***
103 ***Whether you are a buyer or seller, you cannot make an agent your agent without the agent's knowledge and consent, and***
104 ***an agent cannot make you their client without your knowledge and consent.***

As one of our values, **EXCELLENCE** drives everything we do. We are proud to say that over the course of five years we've received the following awards and certifications:

