

Bryce Lingo
& Shaun Tull
TEAM



Jack
LINGO
REALTOR



SELLERS

REFERENCE GUIDE

Bryce Lingo & Shaun Tull TEAM

Thank you for taking the time to learn about the Bryce Lingo & Shaun Tull Team. To request an in-depth and customized marketing plan for your property, please complete the contact form on our website, RBRE.com, or email one of our agents. Thank you again and we look forward to the opportunity.

YOUR REAL ESTATE EXPERTS,

Bryce Lingo, *Associate Broker*

Shaun Tull, *REALTOR®*

Amanda Ryan, *REALTOR®*

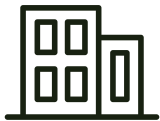
Tina Gambino, *Settlement Coordinator*

Renee Robinson, *Executive Assistant*

Jack Lingo REALTOR®

At Jack Lingo, REALTOR®, we pride ourselves on operating with unparalleled professionalism, and we promise to treat all our customers and clients equally, fairly, and with the utmost integrity. By offering the highest level of service and maintaining continuous communication throughout every transaction, our REALTORS® remain the most qualified sales and rental agents in Southern Delaware. Our agents' expertise allows our family-owned company to dominate the market year after year.

With a tradition of excellence spanning over 50 years, we are the largest locally owned brokerage in Delaware. Our company has a rich history in the area and is proud to embrace the core values laid down by our founder, Colonel Jack Lingo. By operating independently of a larger company, our experienced management team is able to make all decisions internally and provide specialized solutions for each client.



**THREE
OFFICES**



**116
AGENTS**



**50+
YEARS OF
HISTORY**



**899
RENTAL
PROPERTIES**



Bryce Lingo & Shaun Tull Team

The Bryce Lingo & Shaun Tull Team are stand-out agents & consistently top producers at Jack Lingo REALTOR®. With over 100 years of combined experience in the real estate business, they are considered trusted and seasoned professionals who service the Coastal Delaware region with a strong focus in Rehoboth Beach, Dewey Beach and Lewes. Their repertoire includes an extensive knowledge base in all areas of real estate including residential and commercial property. The Bryce Lingo & Shaun Tull Team is known for professionalism and kid-glove treatment with an emphasis on building lasting relationships through seamless transactions.

Experience



Over **100 YEARS** of Combined Experience



Our team of agents work together rather than independently, with **4** licensed agents, settlement coordinator, and administrator. Our team is small and mighty and has what it takes to rank nationally year after year for sales volume.



LOCAL Knowledge & Connections

Our team and company have deep roots in the Coastal Delaware region equipping us with valuable local knowledge and connections ranging from potential buyers and investors to local contractors and trades.



Over **2,000** transactions completed worth over a combined **\$2 BILLION**

**BY COMPLETING THIS NUMBER OF TRANSACTIONS,
WE HAVE UNPARALLELED EXPERIENCE ALLOWING US TO
NAVIGATE ANY CHALLENGING SITUATION WITH EASE.**

YEAR	VOLUME (\$)	TRANSACTIONS
2023	\$149,000,000	106 TRANSACTIONS
2022	\$141,000,000	92 TRANSACTIONS
2021	\$228,000,000	135 TRANSACTIONS
2020	\$192,000,000	167 TRANSACTIONS

Client Testimonials

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“What makes them so good? No one has a **better knowledge of the market**. No one **knows more people** in the community (*future sellers*). Honest as the day is long. No time is wasted. The best at knowing how to close a deal. There are an unlimited number of brokers in the market place, but just a small handful full truly know how and when to close on any give transaction. **Never pushy**. Solid citizens who are a joy to work with. **Numbers don't lie and the numbers say that Bryce and Shaun are at the very top – year in and year out**. It's not by luck. It's by hard work and, frankly, just being **very good at what they do for a living**.”



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“Bryce sold me my first house in Rehoboth (Indian Beach) almost 25 years ago. Last year Bryce and Shaun sold me a property in Henlopen Acres. It was a complicated transaction with the desired results being achieved in record time. The same professional approach that prevailed in the 80’s is very much alive today. Actually, it’s better because Bryce now has this wonderful and talented support from Shaun. They are the best one-two punch I’ve witnessed in all of my years of buying and selling residential real estate.”

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“I have known Shaun Tull for a while now, as it took me a few years to make a final decision on a house. He was never pushy and never rushed me and always gave me very good counsel on houses. I always felt he was in my corner and never just trying to make a sale. Everyone at Lingo/Tull was helpful, knowledgeable and responsive. If I were to buy again or sell at the beach, I would use no one else. Shaun and his team are the best.”

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“Amanda was very professional and was a great advocate for us throughout the whole selling process. She truly listened to us and was on-board with the strategy we wanted to take during the sale. She offered her advice when we wanted and/or needed it, but was ultimately open to our opinions and our plan for selling our home. I would recommend her in a heartbeat to anyone looking to buy or sell a home in the area.”

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“Shaun provided us excellent service. He worked to understand our preferences and quickly identified properties for us to consider. He was patient with us as we made decisions. Shaun’s support during the negotiation process and depth of knowledge of the local Rehoboth Beach market enabled us to get a great home for a great value! Highly recommend!”

Amanda Ryan Receives Staging Certification

MEMBER OF BRYCE LINGO & SHAUN TULL TEAM

The Bryce Lingo & Shaun Tull Team of Jack Lingo REALTOR® announced that associate Amanda Ryan has completed the Art of Staging course and received her certification in residential staging. With a degree in fashion design and a background in the fashion and merchandising industry, Ryan's passion lies in making every listing look its very best.

First impressions are everything, and it is especially true in the world of real estate. The internet is the No. 1 resource for a buyer's home search, and numerous studies have found that a staged home with professional photos will sell faster and generally

at a higher price. Preparing the home for the sale and creating perfect images on one's own can be quite challenging. For this reason, the team prefers to be involved early in the process to assist clients in making decisions with regard to furniture arrangement, decluttering, paint colors and minor (or major) renovations.

Ryan often works with items clients have in their home and adds in-house designer touches to set a home apart from the rest. Below are photos of a condo recently staged by Ryan. After staging that included decluttering, removing furniture, painting and



other minor improvements, the unit was listed, received multiple offers and was under contract over the list price within two days!

The Bryce Lingo & Shaun Tull Team will always take the extra time to highlight a home's most spectacular features. For more information or to request a customized listing presentation, go to **WWW.RBRE.COM**, email **SHAUN@RBRE.COM** or call **(302) 226-6417**.

PROFESSIONAL STAGING SERVICES

Staging has become the best way to make an indelible first impression on potential buyers. Our team works with what you have in your home and adds designer touches to create a beautiful space home buyers can picture themselves moving into.



PROFESSIONAL PHOTOGRAPHY & VIDEOGRAPHY

According to a study performed by the National Association of REALTORS®, 93% of all home buyers use an online website at some point in their home search. Our team makes it a top priority to ensure your home stands out among the competition online. A key way we achieve this is through professional photography, both aerial and ground level. Our photographer works diligently to ensure we capture your home's best features in a way that will leave a lasting impression on potential buyers. In addition, our videographer combines aerial footage and interior video to create a captivating and interactive tour of your property.



116 W. CAPE SHORES DRIVE
SOLD BY THE BRYCE LINGO & SHAUN TULL TEAM