



Margaret Vestal

RE/MAX EXECUTIVE



Buyer's Guide

FROM SEARCH TO HOME



RE/MAX
EXECUTIVE

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RE/MAX

RE/MAX agents average more sales than other agents

About Margaret



Thank you for giving me the opportunity to win your business!

As a full-time solo agent since 2001, I have the experience and knowledge to assist you through the home buying process from search to home!

I will give you my best advice in straightforward, uncertain terms and invest my time and energy in guiding you through the process to a new home.

What makes Margaret different?

Are you going to be frank and give me good advice rather than telling me what I want to hear?

Yes, I may be more straightforward than you are ready for, but I will give you my best advice and expertise to keep you focused and realistic.

What makes you different?

I am 100% hands-on. I work directly with my clients and don't hand you off to a "buyer agent" or administrative assistant. I am going to be the one who responds when you call, text, or email. I don't just have years in the business, I have hundreds of successful transactions. I have earned accreditations that go far beyond basic licensing. I stay fresh and on top of the market, trends, and technologies. I love my job!

What can I count on?

- Clear communication, both with you and with other agents, inspectors, etc.
- Proven and honed negotiation strategies
- Education - I will help you understand process and strategy
- Excellent reputation with other agents, lenders, inspectors

HUNDREDS OF HAPPY BUYER CLIENTS OVER 20+ YEARS!

Certifications

- CRS: Certified Residential Specialist
- ABR: Accredited Buyer Representative
- CLHMS: Guild Certified Luxury Home Marketing Specialist
- ECO: Certified Eco Consultant
- e-Pro: Internet Specialist
- CDPE: Certified Distressed Property Expert
- CNHS: Certified New Housing Specialist

Experience

- 2001 – Present: NC Real Estate Broker serving Asheville and surrounding counties
- 2006 – Present: RE/MAX Affiliated

Awards

- RE/MAX Hall of Fame (22% of RE/MAX agents)
- RE/MAX Platinum
- Asheville Board of REALTORS® Top 100 Agent
- Angi Super Service Award



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The Buying Process



Depending on your situation and the real estate market, buying a home can be exciting or stressful (often both!). The right agent partner advocates for you and advises you through the process.

My goal is to make the buying process a positive one for you. My years of experience enable me to help you guide you to a strong and informed position.



Meet with Agent

How agents work in NC
Discuss the process
Make an action plan
Get Started



Financial Prep

Loan Preapproval
Cash Funds Proof



The Search

Needs and Wants
Drive-by scouting
Scheduling showings
Contact me!



Offer

Strategize
Make it official
Due Diligence Fee
Earnest Money Deposit



Due Diligence

Inspections
Appraisal
Re-negotiation



Closing

Cleared to Close
Final Walk Through
Bank Check or Wire
Sign at law office
Deed gets recorded
CLOSED!

Meet with Agent



Showings



Once we decide to work together,

we will hit the ground running with the following action steps:



THE SEARCH

We will discuss your criteria and start with everything on your list. No matter the price range, there will be compromises along the way. You will likely find yourself “filtering” as you go through the search process. It is ok if you change your mind about details or location. We all need to be flexible as the search unfolds!

DRIVE-BYS

It is so beneficial for you to do “drive-bys” of homes you find interesting online. A drive-by can rule a house in or out due to location, condition, highway, driveway, etc. And, this is a great way for you to become familiar with different areas and neighbourhoods.

GETTING STARTED

With your financials ready, we will schedule showings. Contact me, not the listing agent, to see a home! Let me know if your availability is evenings or weekends so we can plan. Sundays are generally my day off.



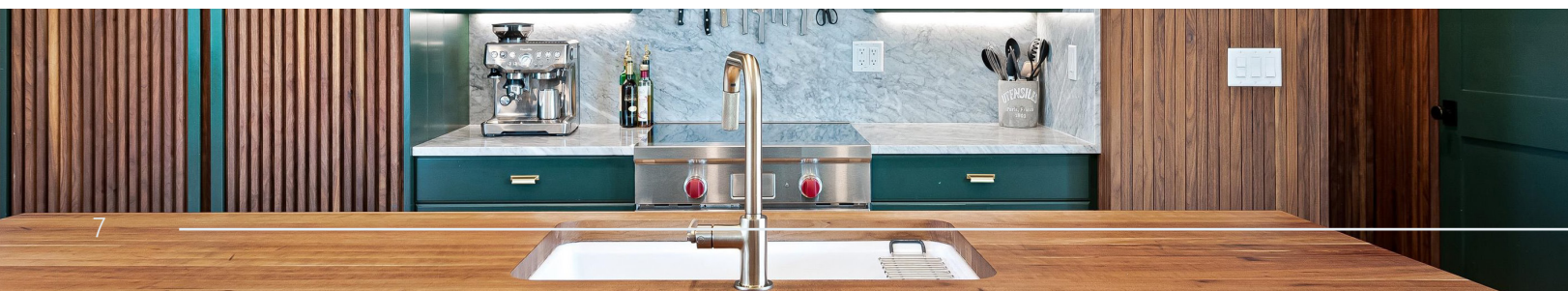
Homeowners allow you to see their property, so remember to be respectful that it is someone’s home.

Showing the Property

When you want to see a property, I will schedule the showing for a specific time. All showing requests must be confirmed, and some are confirmed instantly while others may take some time. Generally, sellers will vacate the home for showings, but they are not required to do so.

SHOWINGS: BEST PRACTICES & TIPS

- o Cameras may be on and sellers may be observing and listening
- o Refrain from touching personal items or sitting on furniture
- o Do not turn on faucets & showers
- o Do not use their bathroom
- o Do not take video or photos without prior consent
- o Be mindful of pets and keep doors closed
- o If you bring children, they must stay with you at all times
- o Your pets should remain in the car





OFFER TO PURCHASE

We will put the terms of your offer together on the NC Offer to Purchase and Contract form. After you review and sign, I will submit the offer along with your financial qualifications to the listing agent.

Generally, we negotiate verbally until there is a “meeting of the minds” or either party ends negotiation.

STRATEGY

Effective offers often involve more than price, and other terms can determine success.

There are several terms to consider when making an offer:

- 💰 Purchase Price
- 💰 Due Diligence Fee
- 💰 Due Diligence Period
- 💰 Closing Date
- 💰 Specific Considerations



Offers and Negotiations

FACTORS TO CONSIDER

Purchase Price is the first thing a seller will consider, but other factors may sway them to your offer over another one.

FINANCIAL POSITION

A cash offer will be hard to beat, and if you don't require financing, that puts you in a strong position. If you are financing, be as strong as possible by having a preapproval letter from a reputable local lender to present with your offer.

CLOSING DATE

Your flexibility on closing (completing the purchase) could have a big impact on a seller. Some sellers are eager to close as soon as possible, but some prefer or need a longer period to close.

CLOSING COSTS

Be sure to consider what your closing costs will be so that you don't over-extend yourself. Most closing costs are associated with the loan, and your lender should provide you with an estimate. You will also need to consider the costs of inspections that you will have done.

CONTINGENCY CLAUSES

The North Carolina contract does not contain any contingency clauses. Instead, it gives the buyer a “Due Diligence Period” to examine the house, get loan approval, and any other typical “contingencies.” During the DD period, the buyer can terminate the contract for any or no reason and be refunded their earnest money.

REMEMBER

Being prepared and flexible will help the offer and negotiation process go smoother, moving you one step closer to finalizing the purchase.

Under Contract



As soon as you and the seller have agreed on terms, a sales contract is signed and you are officially under contract.

So how do we go from being under contract to closed?

Under Contract

INSPECTION

Property inspections are done to examine the condition of the property. Inspections include but are not limited to a general home inspection and other system inspections. If the inspectors find any issues, you can decide if you want to back out of the contract or renegotiate the terms of the sale. The seller may agree to making repairs or concessions, but they are not required to do so.

POSSIBLE REPAIR REQUESTS

The inspections may discover defects or repairs to be made. It is necessary for both parties to come to an agreement on what will be repaired and what will not or if there will be a price deduction in order to compensate for the repairs. However, the buyer can decide to terminate the contract. Remember that your due diligence fee is always non-refundable.

APPRAISAL INSPECTION

With a loan, the bank orders an appraisal to confirm that the home is worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property. We will discuss options if the property does not appraise.

FINAL WALK THROUGH

Before you sign the closing paperwork, we will do a final walk through. This last step is to verify that no damage has been done to the property since the offer was made, that any agreed upon repairs have been completed, and that nothing that should remain has been removed from the home.

Cleared to Close

With financing, you are "cleared to close" by the lender when they issue their final approval, generally a few days before closing. Additionally, you can consider yourself cleared to close when you are satisfied with your due diligence process and have your funds in order.

Closing Day

SETTLEMENT AND CLOSING

Settlement and closing are the final steps in the selling process. On the day of closing, both parties sign documents (settlement) and then the new deed is recorded (closing). The property ownership is transferred only after the new deed is officially recorded at the Register of Deeds. Then, you can take possession of the property.

ITEMS TO BRING TO CLOSING:

- Government Issued Photo ID
- Bank Check for any funds that were not wired.

Next Steps

What Others are Saying

1. Timeline

We will determine when you should begin actively looking at homes.

2. Financials

Have your preapproval letter or proof of cash funds ready to go.

3. Search

I will set-up an interactive home search for you in my RealScout program.

4. Showings

We will have a plan for viewing properties!

“

This was my second time working with Margaret and that should tell you something right there. Listening to her advice allowed me to sell my home in one day at \$50k over asking. She is knowledgeable, honest, friendly, responsive and experienced. Furthermore, she puts the client's needs ahead of her own. If you are looking for an agent you can depend on for results, you found one.

JERRY S.

“

Margaret is an awesome real estate professional. She is down-to-earth, listens well, exhibits great patience, and really knows what she is doing. She can figure out how to handle all the bumps in the road, and she makes you feel as if you are her only client.

MARCI S.

”

“

“

I cannot recommend Margaret strongly enough. Her experience, advice, responsiveness and professionalism are among the best I have dealt with. Do yourself a big favor and go with Margaret.

JODY B.

”

“

My spouse and I have dealt with 8 realtors in our 55 years of marriage. Margaret was our 7th and 8th. She is hands down the best. Margaret treated us with respect throughout. Her positive, easy going personality is what we like about her . . . You're the best!

ADAIR A.

”

I pride myself on satisfied clients. Here's what a few former clients who have sold homes with me have to say about their experience.

WANT MORE? Visit my website www.AtHomeInAsheville.com to find reviews linked to Zillow, Google, and Angie's List



Who Does What?

Buying a house is truly a team effort. I am here to help facilitate and coordinate your team members.



Agent

I am here to facilitate the process from start to finish. I am your guide, advisor, and advocate.



Lender

Chose a lender with whom you can communicate and is readily available. Local is best!



Inspectors

At the least, you will want to do a home inspection. You may also engage other specialized inspectors.



Attorney

In North Carolina, attorneys do real estate closings. You want an attorney who is hands-on and available for questions, though the legal assistant will be your primary contact.



Typical Buyer Expenses

STANDARD INSPECTIONS (OPTIONAL BUT RECOMMENDED):

- Home Inspection: \$500+ (depends on home size)
- Pest Inspection: \$120+/-
- Radon test: \$120 +/-

OTHER POSSIBLE INSPECTIONS:

- Water/Well testing: apx \$100 for basic to \$400+ for well test and full spectrum water test
- Septic inspection: typically about \$550+
- HVAC inspection: apx. \$130+ per system
- Chimney/ Fireplace inspection: \$200 + (varies quite a bit)
- Landslide Geologist: \$1000+ (rarely necessary)
- Survey: depends on size of lot: \$700 to 1000s
- Structural Engineer: \$500+ (rarely necessary)

CLOSING COSTS:

- Loan costs given to you by the lender and should include appraisal and attorney fees

At the close of your sale, I will make a donation in your honor to Manna Food Bank

I also support:
Asheville Humane Society
ABCCM



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