

PETERS & ASSOCIATES

"Your Leader in Luxury"



Nicholas Peters 704.264.4572 | Miriam Peters 704.264.4080

www.YourLeaderinLuxury.com



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photography

Listing To Sell

"With tough economic times many Realtors have thrown in the towel and decided that placing their listings on MLS and a sign in the yard is enough and sometimes all they can do". Let's face it marketing is not cheap. However your home will NOT sell unless you have an aggressive marketing campaign and an experienced agent with the knowledge, quality of salesmanship and global connections to sell your home. So now I must ask "are you ready to sell your home"? If the answer is yes let's get together and discuss what it's going to take and how we can assist you in the sale of your home.

About Peters & Associates, Inc:

With Nicholas & Miriam, our approach to real estate sales and marketing begins with integrity and experience. At all times, we operate with the utmost integrity and professionalism, remembering that our practice is client-centered and client-driven. Simply, We listen.

Whether it's a vacation property or a year-round palace, you expect the best. That's why Peters & Associates, Inc. has created a higher standard of performance for affluent clients, from first-time home buyers to savvy luxury property investors.

Key components that set us apart:

Knowledge - We know the what, where, when, how, and why; from appraisals to civic opportunities, if we don't know, we will find out!

Integrity - Count on it! Our reputation and character set us apart. Telling the truth is sometimes unpopular, but always what the client deserves to hear.

Professionalism - Going the extra mile for our clients, making sure the myriad details are handled, and exceeding the goals and objectives of the client is our trademark.

Discretion - With our experience working exclusively in the luxury real estate market we understand the meaning of Discretion & the importance of this for our clientele.

Please look over our current listing book for information about our company. We look forward to exceeding your expectations.

Miriam E. Peters
Broker / Owner
Peters & Associates, Inc.
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704.264.4080



Miriam Peters

With over 15 years of real estate and mortgage lending experience, and over 10 years of brokerage management experience, Miriam Peters provides an unparalleled combination of knowledge and skill. Miriam has sold over \$200 million in residential real estate in the Charlotte metro and surrounding areas, as well as Virginia and South Carolina. She currently holds an active Broker license in both North Carolina and South Carolina. Miriam's use of the latest technology available and her availability to the most effective marketing in the area ensure that her seller clients have a distinct advantage over others in getting their homes sold quickly and at top market value.

Experience

Broker /Owner, Peters & Associates; Charlotte, NC - 2007-Current

Broker/Realtor, Remax Signature Properties; Charlotte, NC - 2005-2007

Broker/Realtor, Coldwell Banker United; Charlotte, NC - 2004-2006

Designations & Affiliations

- * Top 1% in Sales in the Charlotte area
- * Licensed in North & South Carolina
- * Short Sales and Foreclosure Certified (SFR)
- * Carolina Multiple Listing Service (CMLS)
- * National Association of Realtors (NAR)



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Nicholas Peters

Leading International Agents and Developers, recently congratulated Nicholas Peters for his outstanding real estate marketing and customer service through his 400+ homes sold. He is one of the top Luxury real estate agents for Charlotte, North Carolina, Nationally and Internationally with sales in excess of \$200 million.

Nick has changed the face of real estate in Charlotte & is clearly in a league of his own. Nick credits his success to hard work, extensive networking, having integrity & putting his clients interest first. He makes deals happen, always trying to be a part of the solution; facing challenges head on & focusing on the positive.

He has built relationships with high net worth individuals including corporate executives, athletes and other various investors, as well as builders and developers, which has provided him with the resources needed to sell property quickly and for top dollar.

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Real Estate Home Marketing Plan

1. Market Analysis

- * Thoroughly inspect your home and outline all the important features and upgrades.
- * Determine the Fair Market Value of your property by doing a detailed written market analysis.
- * Provide an estimate of the selling expenses to show your net proceeds.
- * Execute a listing agreement authorizing us to market your property.

2. Property Enhancement

- * Prepare a written home enhancement proposal and budget for your approval.
- * Recommend repairs and improvements to sell your property for the highest price.
- * Schedule and supervise the home enhancement program, with your approval.
- * Suggest additional enhancement and repairs based on buyer feedback.

3. Home Marketing Plan

- * Prepare and submit accurate information to the Multiple Listing Service (MLS).
- * Schedule a professional photographer, videographers & aerial photos.
- * Display your home to luxury real estate agents around the world.
- * Create a custom color photo brochure outlining the key property features.
- * Mail Just Listed and Just Sold Postcards to Charlotte's premiere communities.
- * Install a for sale sign on your property to generate buyer calls.
- * Feature your home on over 200 websites.
- * Feature your home in various local publications.
- * Feature your home in national and international publications.

4. Communication

- * Send you a printed copy and a link to the MLS presentation for your approval.
- * E-mail you links to all the Internet presentations for your approval.
- * Visit your home regularly to check on showings and refill brochures.
- * E-mail you direct feedback from other agents on all showings.
- * Provide regular updated written market reports showing the latest market activity.
- * Constantly review our marketing strategy and adjust as needed to get your home sold.

5. Structure the Sale

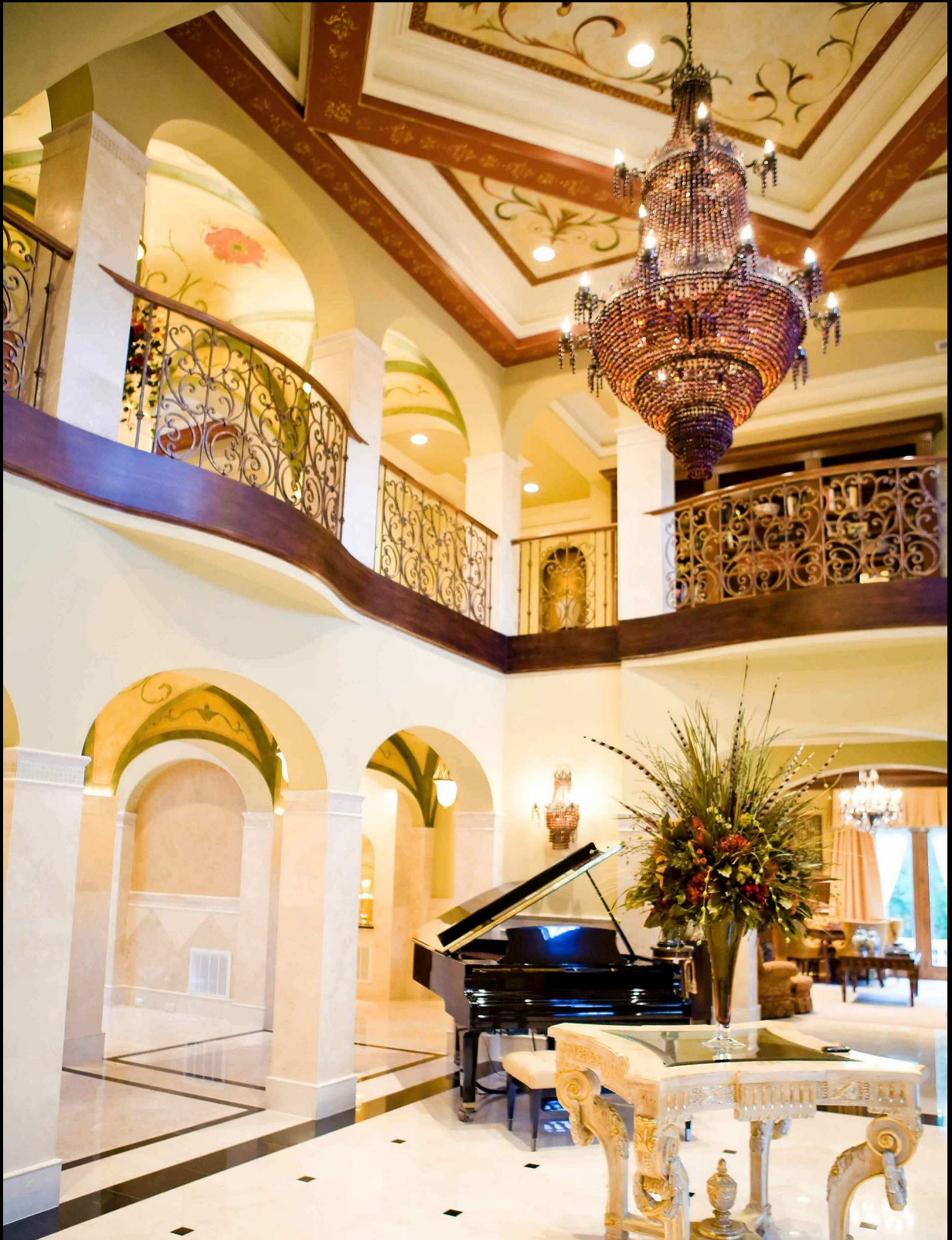
- * Carefully review and present all offers for your consideration.
- * Qualify the prospective buyers to be sure they are able to purchase your property.
- * Prepare a strong counter offer to create a solid transaction that will close on time with no surprises.
- * Determine an adequate purchase deposit to solidify the transaction.

6. Transaction Management

- * Manage all the details of your real estate transaction.
- * Arrange for the property, termite and other inspections.
- * Supervise any agreed-upon home repairs.
- * Oversee the loan approval process to be sure your transaction closes on time.
- * Provide updated preliminary closing statements for your review.
- * Stay on top of all other matters to be sure your real estate transaction closes on time & is hassle-free.

7. Service After the Sale

- * Arrange for your net proceeds to be wired into your bank account.
- * Review the final closing statement for accuracy.





Testimonials are one of our best sales tools as word-of-mouth referrals create 1/2 of our business. Please allow us to share what our customers are saying about us.

Summary: "My husband and I have bought and sold 7 homes and Nick and Miriam are the best in the business! I would highly recommend them and we will use their services again. They are extremely professional and we could not have been more pleased with the work they did for us and how they communicated with us in selling our home. Hands down, they are the best Realtors in Charlotte." Nancy & Edward J.

Summary: "Nick was very patient and pleasant to work with. He is very knowledgeable of the Charlotte area and was able to show us homes that he felt would be of interest to us. He was very helpful in pointing out attributes as well as construction flaws. He made himself available to meet with us around our schedule. His familiarity of Charlotte, it's neighborhoods, it's builders, and information about houses was very helpful. Overall, we had a very good experience and would consider him again in the future if so needed." Sean & Michelle S.

Summary: "My Husband and I have worked with Nick and Miriam over the last few months to find our dream home & now to list our previous residence. They are amazing to work with and extremely professional. Their subject matter expertise on properties, market, and their guidance is invaluable. I have never met a real estate broker which spends as much time and effort as they do. I truly feel like they are a part of my family and have partnered with our family through the entire home purchase and sale process. I can't imagine any other company even comparing to the level of exceptional service they provide. This is our third and best home purchase in a challenging market." Conrad & Yvonne C.

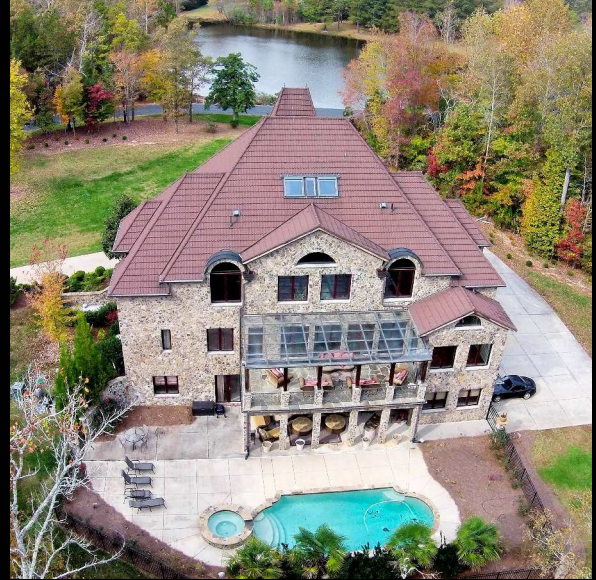
Summary: "Nicholas and Miriam Peters are the best Realtors in the Charlotte area! Nicholas helped my family find the perfect home. He is flexible with his time and worked hard to find a special home that met the needs / desires of my family. We got an excellent price for an exceptional home with his support and advice. I would highly recommend contacting the Peters! Good luck with your search". Mahdavi R.

Summary: "Nicholas & Miriam were excellent in communicating their plan of action with the less than stellar market conditions. They came up with innovative tactics and thought outside the box to boost traffic for showings, etc. ... We highly recommend their services. They and their team were always a pleasure to deal with!" Stacey & Terry J.

Summary: "Nick and Miriam are by far the best Realtors I have ever worked with. They took the time to make my search feel special and personal. They worked long hours to fit into my schedule and always made me feel like I was the only customer they had, even taking my calls at 10pm at times. They were proactive with my negotiation and I feel very confident no one could have gotten me a better price. I would recommend them with the absolute highest level of confidence! Totally first rate!" Herbert K.



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photography



20 Best Questions to Ask a Real Estate Agent Before You Hire One to Sell Your Home.

Looking to hire a real estate agent to sell your home? Peters & Associates, Inc. always recommends comparing as many agents as you need until you feel comfortable and confident with one.

1. Do you work full or part-time as a real estate agent?
2. How many homes have you sold in my area in the past year or two?
3. How many sellers are you representing now?
4. What aspects of the transaction will you personally handle and which will be delegated to others?
5. Are your fees negotiable?
6. At what price do you think my house will sell in the current market? And why?
7. Can you give me a written CMA and a list of homes currently on the market?
8. What is your advertising and marketing plan for my house?
9. How long must I list my house with you?
10. How long have you been a real estate agent and how much education have you received?
11. Is your real estate license in good standing and have you ever been subject to a client complaint?
12. Can you provide me the names and phone numbers of past clients as references?
13. Do you work with stagers or will you stage my home?
14. How often will you communicate with me?
15. Why should I hire you over your competition?
16. May I see the documents I will have to sign?
17. What will be my closing costs?
18. Can you explain the process to me?
19. Do you have a website and/or blog?
20. What haven't I asked you that I need to know?



Marvin Road, Charlotte NC

Sold / \$4,150,000

This European mansion has an array of handpicked, imported materials and unique finishes from exquisite granite and marbles to spectacular ceiling treatments and faux finishes throughout. Features ballroom, outdoor kitchen, second living quarters, study, billiard room, playroom, exercise room, four car garage and a Porte cohere.

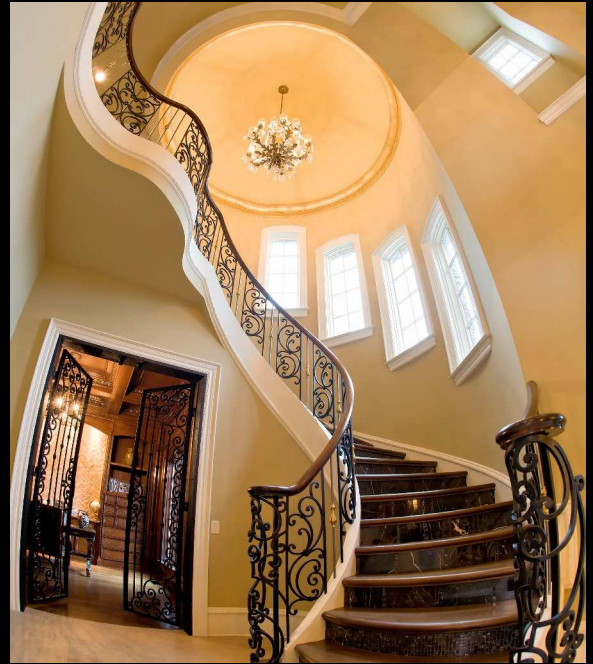
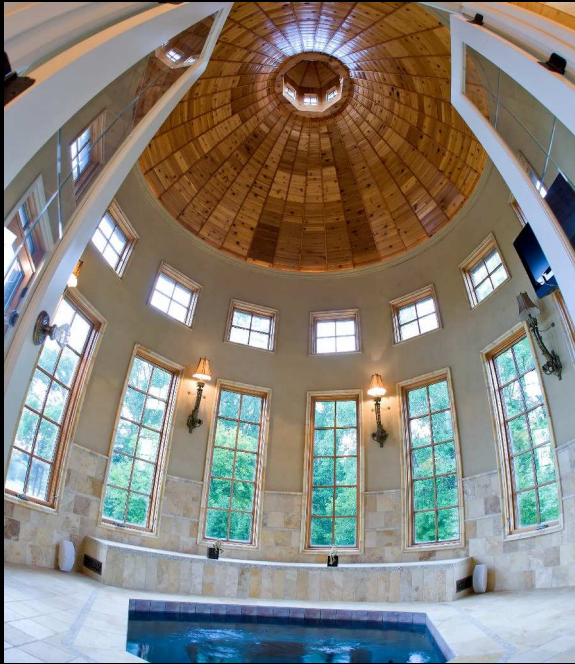




Oakmont Lane, Waxhaw NC

Sold / \$2,250,000

An absolute masterpiece located within the Jack Nicklaus Signature Golf Course gated community of Longview where no detail has been spared. Designed for distinctive views of golf and water, this home gives true meaning to private, exclusive luxury. With almost 10,000 sqft of HLA, and nearly 14,000 sqft under roof, this residence can only be experienced first-hand.





Saratoga Woods, Waxhaw NC

For Sale / \$4,495,000

This Exquisite Manor is among the most exceptional properties in the Charlotte and surrounding areas. Featuring grand-scale luxury and exclusivity the home is approx. 10,000 sqft of elegant living space. Enter via a grand entry w/ dramatic ceilings into the living room, superb formal dining room, spacious family room and projection room.



A Preview of Our Recent Sales

- * 16424 Marvin Road, Charlotte NC 28277, \$4,150,000 (Represented Seller)
- * 8406 Eagle Glen Road, Charlotte NC 28210, \$3,999,000 (Represented Seller)
- * 302 Oakmont Lane, Weddington NC 28173, \$3,007,000 (Represented Seller)
- * 1929 Iverson Lane, Waxhaw NC 28173, \$2,690,000 (Represented Buyer)
- * 1989 Carmel Road, Charlotte NC 28226, \$2,550,000 (Represented Buyer)
- * 8714 Chewton Glen Drive, Waxhaw NC 28173, \$2,430,000 (Represented Buyer)
- * 417 Oakmont Lane, Waxhaw NC 28173, \$2,250,000 (Represented Buyer)
- * 1012 Clover Crest Lane, Weddington NC 28104, \$2,000,000 (Represented Buyer)
- * 1219 Parkhill Court, Matthews NC 28104, \$1,999,900 (Represented Buyer & Seller)
- * 8407 Winged Bourne Road, Charlotte NC 28210, \$1,829,710 (Represented Buyer)
- * 132 Quaker Road, Mooresville NC 28117, \$1,625,000 (Represented Seller)
- * 130 Bluebird Lane, Weddington NC 28173, \$1,600,000 (Represented Buyer & Seller)
- * 105 Grey Lady Court, Mooresville NC 28117, \$1,375,000 (Represented Buyer)
- * 4061 Blossom Hill Drive, Matthews NC 28104, \$1,325,000 (Represented Seller)



- * 7913 Skye Lochs Drive, Waxhaw NC 28173, \$1,275,000 (Represented Buyer)
- * 1816 Funny Cide Drive, Waxhaw NC 28173, \$1,160,000 (Represented Seller)
- * 4017 Alexandra Alley Drive, Charlotte NC 28210, \$1,148,675 (Represented Seller)
- * 8802 Bonds Grove Church Road, Waxhaw NC 28173, \$1,125,000 (Represented Seller)
- * 9108 Monarchos Court, Waxhaw NC 28173, \$1,100,000 (Represented Seller)
- * 2623 Mt Isle Harbor Drive, Charlotte NC 28214, \$1,100,000 (Represented Buyer)
- * 1200 Baron Road, Waxhaw NC 28173, \$1,050,000 (Represented Buyer)
- * 1401 Meadowood Lane, Charlotte NC 28211, \$1,000,000 (Represented Seller)
- * 4017 Alexandra Alley Drive, Charlotte NC 28210, \$975,000 (Represented Buyer)
- * 6048 Oxfordshire Road, Waxhaw NC 28173, \$976,000 (Represented Seller)
- * 2010 Belle Forest Court, Waxhaw NC 28173, \$975,000 (Represented Seller)
- * 1343 Shinnecock Lane, Indian Land SC 29707, \$970,000 (Represented Buyer)
- * 5020 Oxfordshire Road, Waxhaw NC 28173, \$926,100 (Represented Seller)
- * 314 Hampshire Hill Road, Charlotte NC 28105, \$901,399 (Represented Buyer)
- * 9110 Woodhall Lake Drive, Waxhaw NC 28173, \$900,000 (Represented Buyer)
- * 5020 Oxfordshire Road, Waxhaw NC 28173, \$899,000 (Represented Buyer)
- * 5018 Sharon View Road, Charlotte NC 28226, \$830,000 (Represented Seller)
- * 344 Kemp Road, Mooresville NC 28117, \$780,000 (Represented Buyer)
- * 8944 Heydon Hall Circle, Charlotte NC 28210, \$775,500 (Represented Seller)
- * 7821 Pemswood Street, Charlotte NC 28277, \$760,000 (Represented Buyer & Seller)
- * 1103 Lookout Circle, Waxhaw NC 28173, \$760,000 (Represented Seller)
- * 8615 Fairview Road, Charlotte NC 28226, \$750,000 (Represented Seller)
- * 9214 S Unbridle Lane, Waxhaw NC 28173, \$732,000 (Represented Seller)
- * 2008 Streamview Court, Marvin NC 28173, \$730,000 (Represented Buyer)
- * 6122 Lansing Drive, Charlotte NC 28270, \$707,000 (Represented Seller)
- * 9106 Woodhall Lake Drive, Waxhaw NC 28173, \$690,000 (Represented Seller)
- * 3023 Carmel Road, Charlotte NC 28226, \$650,000 (Represented Buyer)
- * 14264 Nolen Lane, Charlotte NC 28277, \$640,564 (Represented Buyer)
- * 890 Arrow Point Lane, Davidson NC 28036, \$637,000 (Represented Seller)





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