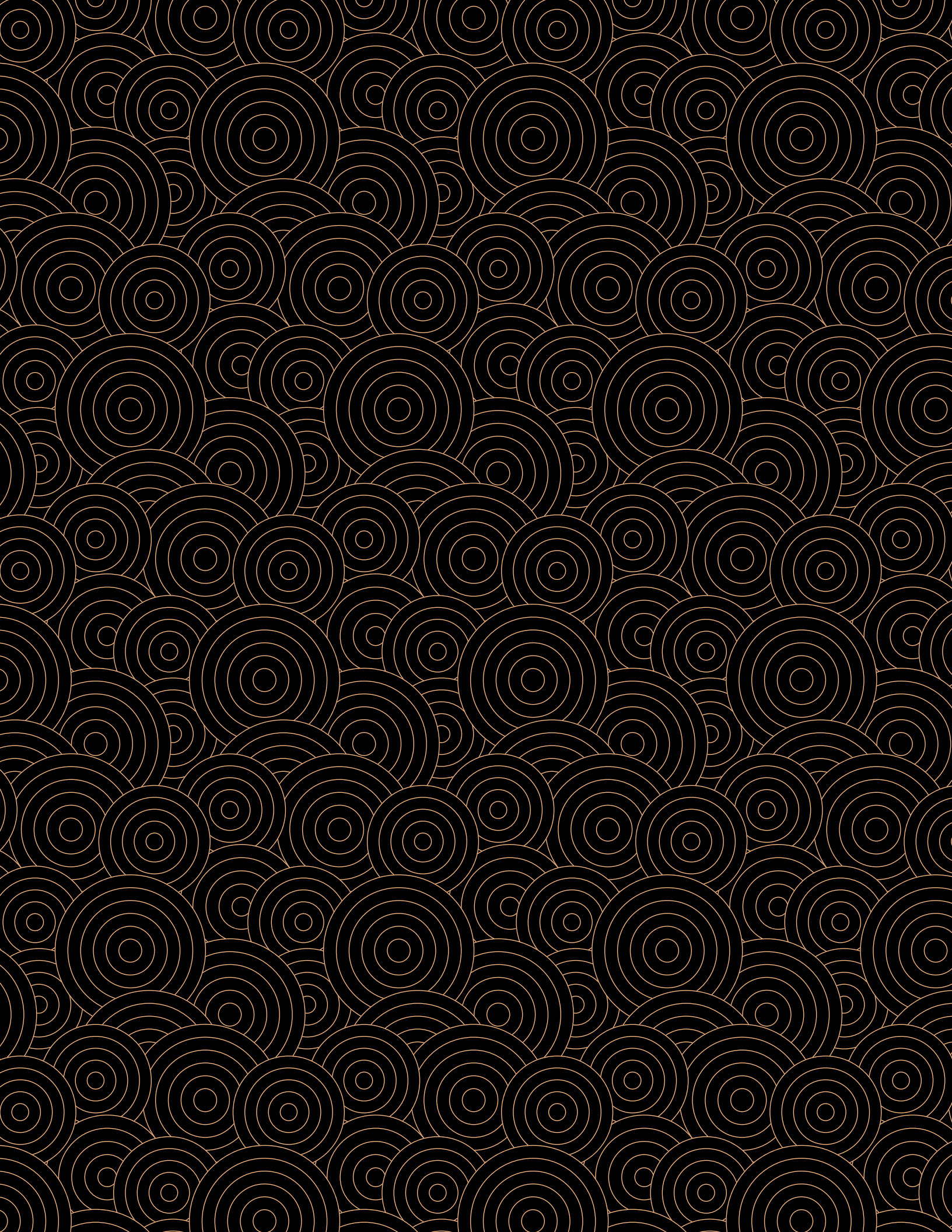


# Peters & Associates, Inc.

## "Your Leader in Luxury"

NICHOLAS PETERS 704.264.4572



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## Promotional Listing Fees

**5%** Another agent represents the buyer. Our commission is 2% and the other agent receives 3%.

**4%** We find the buyer and write the contract with no other agent involved. Our commission is just 4%.

# Listing To Sell

## 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 appraisers 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.











# Miriam Peters

## 704.264.4080

With over 20 years of real estate and mortgage lending experience, and over 12 years of brokerage management experience, Miriam Peters provides an unparalleled combination of knowledge and skill. Miriam has sold over \$250 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

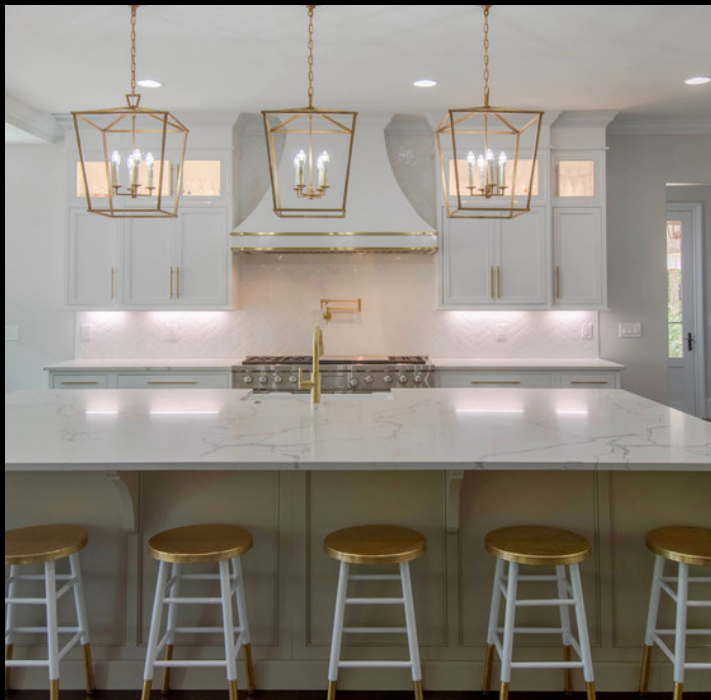
Peters & Associates, Inc. "Your Leader in Luxury"  
Broker/Owner 2007 - Current

Remax Signature Properties  
Broker/Realtor 2005 - 2007

Coldwell Banker United  
Broker/Realtor 2004 - 2005

### Designations & Affiliations

- \* Top 1% in Sales in the Charlotte metro area
- \* Licensed in North and South Carolina
- \* Carolina Multiple Listing Service (CMLS)
- \* National Association of Realtors (NAR)





# Nicholas Peters

## 704.264.4572

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 \$250 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.

### Experience

Peters & Associates, Inc. "Your Leader in Luxury"  
Broker/Owner 2007 - Current

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Marketing

The background of the image is a dense, repeating pattern of concentric circles. Each circle is composed of multiple thin, light brown lines, creating a textured, ripple-like effect across the entire surface. The circles are of varying sizes and are arranged in a way that they overlap and fill the space completely.

ng 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.

### 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.

## 2

## 3

### Home Marketing Plan

- \* Prepare and submit accurate information to the Multiple Listing Service.
- \* 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 from 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.

**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 surprise.
- \* Determine an adequate purchase deposit to solidify the transactions.

## 5

## 6

**Transaction Management**

- \* Manage all 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.

**Service After the Sale**

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

## 7

# 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.

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

# 500+

Real Estate Transactions

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# Luxury

---

# \$1.6

Average Sales Price

---

# 29

Cities Served

# 72

Days on Market (Average)

---

2

States Licensed In (NC & SC)

11

Professional Designations

---

# Real Estate

---

0

Reasons to Hire Any Other Agent

5

Professional Associations

---

30+

Years Experience (Combined)

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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." 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 and 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! Mahdavi R.

**Summary:** "Nicholas & Miriam were excellent in communicating their plan of action. 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!" Stacy & 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.

# A Preview of Our Sales

Street	City	Sales Price	Representation
16424 Marvin Rd	Charlotte	\$4,150,000	Seller
8406 Eagle Glen Rd	Charlotte	\$3,999,000	Seller
8407 Winged Bourne Rd	Charlotte	\$3,250,000	Buyer & Seller
302 Oakmont Ln	Waxhaw	\$3,007,000	Seller
130 Bluebird Ln	Waxhaw	\$2,899,000	Seller
1929 Iverson Ln	Waxhaw	\$2,690,000	Buyer
202 Brownstone Dr	Mooresville	\$2,648,500	Buyer
1989 Carmel Rd	Charlotte	\$2,550,000	Buyer
8714 Chewton Glen Dr	Waxhaw	\$2,430,000	Buyer
417 Oakmont Ln	Waxhaw	\$2,250,000	Seller
160 S Canterbury Rd	Charlotte	\$2,050,000	Buyer & Seller
1012 Clover Crest Ln	Weddington	\$2,000,000	Buyer
1219 Parkhill Ct	Matthew	\$1,999,900	Buyer & Seller





8407 Winged Bourne  
Charlotte, NC



# A Preview of Our Sales

Street	City	Sales Price	Representation
8407 Winged Bourne	Charlotte	\$1,829,710	Buyer
132 Quaker Rd	Mooresville	\$1,625,000	Buyer & Seller
130 Bluebird Ln	Waxhaw	\$1,600,000	Buyer & Seller
611 Bridlepath Trl	Davidson	\$1,550,000	Buyer
7913 Skye Lochs Dr	Waxhaw	\$1,500,000	Seller
5033 Oxfordshire Rd	Waxhaw	\$1,450,000	Seller
105 Grey Lady Ct	Mooresville	\$1,375,000	Buyer
2020 Kings Manor Dr	Matthews	\$1,367,000	Seller
4061 Blossom Hill Dr	Matthews	\$1,325,000	Seller
8407 Skye Lochs Dr	Waxhaw	\$1,275,000	Seller
4910 Carmel Park Dr	Charlotte	\$1,262,500	Buyer & Seller
9110 Woodhall Lake Dr	Waxhaw	\$1,225,000	Seller
506 Magnolia Ave	Charlotte	\$1,200,000	Seller





1420 Saratoga Woods  
Waxhaw, NC



# A Preview of Our Sales

Street	City	Sales Price	Representation
116 N Canterbury Rd	Charlotte	\$1,199,000	Seller
1816 Funny Cide Dr	Waxhaw	\$1,160,000	Seller
4017 Alexandra Alley Dr	Charlotte	\$1,148,675	Seller
8802 Bonds Grove Church Rd	Waxhaw	\$1,125,000	Seller
9108 Monarchos Ct	Waxhaw	\$1,100,000	Seller
2623 Mt Isle Harbor Dr	Charlotte	\$1,100,000	Buyer
2053 Fitzhugh Ln	Weddington	\$1,085,000	Seller
1200 Baron Rd	Waxhaw	\$1,050,000	Buyer
1401 Meadowood Ln	Charlotte	\$1,000,000	Seller
6048 Oxfordshire Rd	Waxhaw	\$976,000	Seller
2010 Belle Forest Ct	Waxhaw	\$975,000	Seller
1343 Shinnecock Ln	Indian Land	\$970,000	Buyer
8000 Skye Lochs Dr	Waxhaw	\$950,000	Seller





16460 Marvin Road  
Charlotte, NC



# A Preview of Our Sales

Street	City	Sales Price	Representation
6007 Lakeview Dr	Charlotte	\$930,000	Seller
5020 Oxfordshire Rd	Waxhaw	\$925,100	Seller
314 Hampshire Hill Rd	Charlotte	\$901,399	Seller
9110 Woodhall Lake Dr	Waxhaw	\$900,000	Buyer
9215 Woodhall Lake Dr	Waxhaw	\$870,000	Buyer & Seller
8015 Skye Lochs Dr	Waxhaw	\$870,000	Seller
212 Glenmoor Dr	Waxhaw	\$870,000	Buyer
8603 Arbor Oaks Cir	Concord	\$850,000	Buyer & Seller
5018 Sharon View Rd	Charlotte	\$830,000	Seller
344 Kemp Rd	Mooresville	\$780,000	Buyer
8944 Heydon Hall Cir	Charlotte	\$775,500	Seller
7821 Pemswwod St	Charlotte	\$760,000	Buyer & Seller
1103 Lookout Cir	Waxhaw	\$760,000	Seller





16424 Marvin Road  
Charlotte, NC





## Contacts

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