

# YANCEY-MITCHELL BOARD OF REALTORS<sup>®</sup>, INC.



153 Oak Avenue • Spruce Pine, NC 28777  
828-765-0880 • ymboard@gmail.com



## Trust in the REALTOR'S Expertise

REALTORS have the experience and knowledge to guide you through the buying or selling of your home. If you are looking to sell your home, or buying a home, they are here to assist you. REALTORS have a pulse of the community and know what is hot and what is not. They will give you facts based on data and research. Including what homes are selling for, and to assist you in deciding on the correct price for your home. If you are buying property, REALTORS will show you the best options, on the information you give them. Everyone is different in their wants and needs. It is best to be specific.

When selling your home, contact a REALTOR to assist you on the price, some possible projects to do, and guidance on the whole process. Most interested people may have a Pre-Qualification Letter when they submit an Offer to Purchase. (Provided by Mortgage Lender or your bank). This shows motivation on the buyers' part. The REALTOR will schedule appointments for showings and go through all the steps of getting to an Offer to Purchase to you. After that process is done, they will begin working with the Closing Attorney, assist in Home Inspection schedules, communicate with your Mortgage Lender if need be. There is a great deal to be done between the Contract Date and Due Diligence Period. That is the time when you get your Home Inspections, Pest Inspections, Survey (If necessary) completed, before closing.

All REALTORS must have Continuing Education every year and pay their various dues, to maintain their licenses' active. Their education is regarding changing laws and contracts within the organization; trends in the field, safety and much more. They are involved with local, state and national associations. When there has been a disaster here or abroad, your local REALTORS work together with others to assist where and when they can. They work on local clean up jobs and programs. They donate scholarships to students in both Yancey and Mitchell Counties. They are members of both County Chambers of Commerce's and more.

Your local REALTOR will:

- *Assist in your pricing your home, and negotiating a good sales price for a contract*
- *Market your home on various networking platforms and materials*
- *Will communicate with you, as a buyer or seller, on a constant basis*
- *Inform you of any changes that may affect your closing date*
- *Work together with all the people involved in your closing*

These are some of the things that REALTORS do, to try to make your buying and/or selling experience a pleasant one. Trust in their experiences in this field. Most people sell and/or buy their home once or twice in their lives. REALTORS do this every day and they know the in's and out's of the business. Thank you for trusting in your local REALTOR!

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