

A stylized white outline of a house with a chimney on the left side, positioned to the left of the name.

MARY CATHERINE
THOMAS
REAL ESTATE BROKER | Since 1987

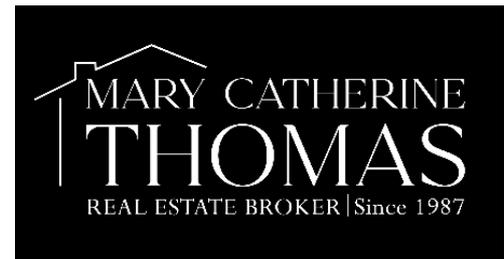
Mary Catherine Thomas

Knowledgeable, Experienced and Professional



**Full time Real Estate Professional
since 1987**

- **Mary Catherine Thomas**
- **BS- East Carolina University 1987**
- **Real estate license 1987**
- **Broker license 1988**
- **Graduate REALTOR® Institute 1992**
- **Certified Residential Specialist 1994-
“the PhD for Real Estate Brokers”**
- **Certified Negotiation Expert 2009**
- **ePro & ABR Designations**
- **Broker In Charge license 2014**
- **DRS Doctor Residential Specialist**
- **MaryCatherineThomas.com**
- **(252) 717-9119**





Earning the Graduate, REALTOR® Institute (GRI) designation is a way to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth market knowledge, increased proficiency in a broad array of subjects to enhance professionalism and business success.



Certified Residential Specialist

The Proven Path To Success

Certified Residential Specialist (CRS) is the highest credential awarded to residential sales agents, managers and brokers. Members have access to the Council's referral network.

RENE

Real Estate
NEGOTIATION EXPERT

Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.



**NATIONAL
ASSOCIATION OF
REALTORS®**
OFFICIAL
CERTIFICATION



- **NAR's e-PRO® certification program helps REALTORS® master the advanced digital marketing techniques of today. With the e-PRO® certification, REALTORS® increase their ability to reach customers, expand their capabilities, and build trust by safeguarding client information.**



As of May, 2023, Mary Catherine is 1 of only 12 DRS certified agents in NC

- Endorsed by the largest medical associations for doctors and doctors in training, the DRS Network of agents, is the GO TO source for realty services for the medical community. The DRS Agent Network is an exclusive agent network that certifies real estate agents with the powerful Certified DRS Agent designation. The designation is for agents who are serious about and committed to serving the needs of the medical community. Only agents that have demonstrated a required level of professionalism and success and who wish to enhance their presence in the medical community are in the network. As a DRS Agent, you are held accountable to a high standard within the network as well as the standards of our Partners.

WHAT IT TAKES TO SELL

more than just a license...

PREPARING YOUR HOME FOR SALE

- Discuss property enhancement options
- Staging advice
- Coordinate service items
- Seller Disclosure
- Property profile
- Prepare Listing Paperwork
- Home warranty review
- Photo for flyer, internet and virtual tours
- Comparative Market Analysis
- Establish offering price
- Establish marketing plan

MARKETING YOUR HOME

- Execute Promotional Plan
 - Online
 - Print
 - Direct Mail
 - MLS
 - On-Site Signs
 - In-Person Showing
 - Weekly office presentations
 - Promotion to other brokers
- Communicate progress
 - Showing feedback
 - Online traffic report
- Product and Pricing Updates
 - Comparables
 - Market Conditions

NEGOTIATING THE CONTRACT

- Review current market conditions
- Review other buyers' interest
- Review current comparable sales
- Suggest contract terms
- Coordinate Offers
- Buyer pre-qualification
- Prepare contracts
- Coordinate Review by client's Attorney, if needed

TRANSACTION SERVICES

- Manage conditions of contract
 - Application for financing
 - Application for insurance
 - Inspections
 - Financing
 - Appraisals
 - Work orders
 - Document Preparation
- Negotiate agreement to best satisfy the conditions of the contract
- Recommend vendors for seller consideration
- Follow up to ensure conditions met

CLOSING SERVICES

- Coordinate Attorney order and review
- Coordinate conditions of closing
- Track buyer's lender progress
- Review any final contract changes with escrow
- Review estimated settlement statement
- Discuss final details with client
- Confirm Closing Recordation

COMMUNICATION

MY PROMISE TO YOU



FEEDBACK

I will communicate with you after each showing to give feedback from the agent and potential buyer after they have seen your home.

RESEARCH

I will update you monthly on recently solds, pending properties, and listings that could affect the sale of your property.

MARKETING

I will review all the marketing efforts that will bring us a buyer for you in the least amount of time.

PARTNER

I will be your partner the day your home goes on the market.

You will constantly be informed on the status of your home selling process

Key Market Factors

How long does it take to sell a property?

Some properties sell in days and others take months. By recognizing some key factors that influence marketing a home, you can get control over market time. The proper balance of these factors will expedite your sale. That is why you need an experienced agent to guide you.

LOCATION- the single greatest factor affecting value.

COMPETITION- buyers compare your property against others and interpret value on based on available properties on the market.

CONDITION- affects price and speed of sale. Optimizing the appearance of your home before marketing, maximizes value.

TERMS- the more terms available, the larger the market, quicker sale and price.

PRICE- Not pricing a home correctly may delay or prevent its sale. Reviewing a Market Analysis assists you in determining the best pricing.

Key Market Factors

COMMISSION- I offer fair compensation to buyer agents/firms

Did you know that many agents do not share the seller paid commission equally with other agents/firms?

Part of a smooth closing is having agents that work hard on both sides. Part of my success stems from working well with other agents. Other agents enjoy showing and selling my listings. WHY? Because they know I will do not share of the work, be in communication throughout the entire transaction, and offer them fair compensation for introducing their buyer client to your home. Everyone likes to feel appreciated and treated fairly.

The Home Search Process

- For 47 percent of recent buyers, the first step that they took in the home buying process was to look online at properties for sale, while 18 percent of buyers first contacted a real estate agent.
- Eighty-six percent of recent buyers found their real estate agent to be a very or somewhat useful information source.
- Buyers typically searched for 10 weeks and looked at a median of five homes, and viewed four homes only online. The number of weeks searching for a home grew from eight weeks seen in the 2020 and 2021 reports.
- Nearly all buyers used online tools in the search process at 96 percent.
- When asked where their internet searches were conducted, they typically conducted 60 percent of their search on a mobile device(s), and 34 percent from a desk or laptop.
- Ninety-one percent of recent buyers were at least somewhat satisfied with their home purchases. Source- National Association of REALTORS®

I offer free staging advice to clients



With high housing costs forcing more home buyers to max out their budgets, many are seeking a move-in-ready property for which they don't have to sink money into renovations. Even for a listing that may need minor repairs, proper home staging can beef up the appeal of low maintenance and speed up the sale, according to the National Association of REALTORS®' 2023 Profile of Home Staging.



Where will your home be online?

I am a member of ListHub

Listing syndication is a method of advertising whereby brokers distribute or 'syndicate' active listing information to a wide variety of websites, mobile apps, and print publications to reach diverse consumers searching for properties to buy. **ListHub** is the leading platform nationwide for listing management, serving more than 66,000 brokerage firms, and synchronizing listing information from nearly 600 MLS data sources. Your property may be syndicated to 88 websites.



I have been affiliated with some of the top franchise companies in the country. They are all a great option for newer agents to work along side a Broker in Charge to help train them. This past year, I received one of the top franchise awards.



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SERVING EASTERN NC
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 REALTOR  GRADUATE
REALTOR
INSTITUTE  Certified Residential Specialist
The Proven Path To Success



After being affiliated with some of the top franchises in the industry, I decided to branch out on my own in April, 2023. The biggest factor behind this decision was that I have more experience and real estate education than the people I used to work for and the majority of agents in NC. I do not know any other agents that studied real estate in college and chose it as a life long career.

Sales in the past 60 days



Why work with Me?

You hire me to market your home, paying for my expertise, wisdom, and network. I have excellent relationships with lenders, real estate attorneys, inspectors and especially other agents.

I have integrity. I am trustworthy, well respected, and can make things happen.

There are so many things that go into selling a home, that you want the advantages that come with working with me.



FOR SALE

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www.MaryCatherineThomas.com



I welcome the opportunity to put all of my years of learning on the job to work for you!

Thank you,

Mary Catherine Thomas