

Growth

Access

Support

Collaboration

Community

# Finding your new home

Michael Teets, Salesperson/REALTOR® | Licensed In VA & WV | 540.533.0921

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Value

Productivity

Full-Service



# About Me



## Michael Teets

Salesperson/REALTOR® | Licensed in VA & WV  
Cell: 540.533.0921

Michael Teets is a licensed real estate agent with ERA OakCrest Realty, serving Winchester, VA; Frederick County, VA; and the Northern Shenandoah Valley, including Stephens City, Middletown, Clear Brook, and Front Royal. With real estate rooted in his life from an early age, Michael brings extensive local market knowledge and hands-on experience to every transaction, helping buyers and sellers move forward with clarity, honesty, and confidence.

He is also licensed in West Virginia, providing professional real estate services throughout the Eastern Panhandle, including Martinsburg, Inwood, Charles Town, Ranson, and Berkeley, Jefferson, Hardy, and Hampshire Counties. His dual-state expertise allows him to assist with residential, rural, and relocation transactions across the Virginia–West Virginia border.

Committed to a stress-free, client-focused experience built on transparency, diligence, and strong communication, Michael provides knowledgeable guidance tailored to each client's goals. Whether buying, selling, or relocating in Winchester, Frederick County, the Shenandoah Valley, or the Eastern Panhandle of West Virginia, clients can expect dedicated representation from start to finish.

*At ERA OakCrest Realty and ERA Liberty Realty, we believe that strong relationships are the heart of a thriving community. By connecting people, ideas and resources, we strive to create enriching experiences for everyone we serve. Our dedicated team is committed to providing personalized and innovative real estate solutions that fit your specific needs.*

*With years of experience and a history of success, our agents provide the confidence and support you deserve. Trust us to make your real estate journey not just successful but truly rewarding.*

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# Meet the team



**Suzette Neff**  
Principal Broker



**Rhonda Shade**  
Office Coordinator



**Sally Bennett**  
Prop. Mgmt. & Relocation



**Nancy Rocksandich**  
Accounting Manager



**Nameeta Sahni**  
Marketing Coordinator



**Amy Eychner**  
Admin. & Relocation



**Destiny Soyars**  
Agent Support



**Coley Kilroy**  
Agent Support



**Jason Vickers**  
OakCrest COO



*With over 175+ years of combined experience, our support team is in your corner every step of the way.*

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126 North Kent Street., Winchester, VA 22601 | 540.665.0360 | [www.oakcrestrealty.com](http://www.oakcrestrealty.com)  
1018 Jefferson Avenue, Charles Town, WV 25414 | 304.728.2000 | [www.buyinwv.com](http://www.buyinwv.com) | Suzette Neff, Broker



# ERA OakCrest & ERA Liberty



**40+**  
years in business



**Serving**  
The Northern Shenandoah  
Valley of Virginia and The  
Eastern Panhandle of  
West Virginia



**90+**  
agents



**2**  
offices



**250M±**  
annual volume



**700±**  
annual closed units

Information is from Bright MLS 2024



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1018 Jefferson Avenue, Charles Town, WV 25414 | 304.728.2000 | [www.buyinwv.com](http://www.buyinwv.com) | Suzette Neff, Broker



# 10 Steps to buying a home



## 1. Select an agent

Choose an agent to represent and guide you through the process.



## 2. Get pre-qualified

Meet with a mortgage professional and get pre-qualified.



## 3. Search for homes

Outline your wants and needs for your future home and start browsing.



## 4. Make an offer

You and your agent will discuss the price and terms that you'd like to submit.



## 5. Negotiate

Your agent will negotiate with the listing agent to get you under contract at the best price.



## 6. Under contract

The seller has accepted your price and terms.



## 7. Inspection & appraisal

Conduct a home inspection. Order an appraisal.



## 8. Pre-closing

Your agent will guide you through finalizing all the details.



## 9. Closing

Transfer of ownership. Bring your funds for the down payment and closing costs.



## 10. Move in

Unpack, have a housewarming party and enjoy the benefits of homeownership.

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# Guiding you through the process

## 1. Select an Agent

Choose an experienced real estate agent who will help you navigate the market, find the right home, and negotiate a good deal. Selecting the right agent can make all the difference in your home buying experience.

## 2. Get pre-qualified

Before house hunting, get pre-qualified for a mortgage to know how much you can afford. This streamlines your search and makes you a more competitive buyer.

## 3. Search for homes

It's house hunting time! Define your budget, location, and must-have features. Work with your agent to find listings and schedule showings. Be patient and evaluate homes and neighborhoods carefully.

## 4. Make an offer

Once you find the right home, your agent will help you make a competitive offer, factoring in market conditions, price, and recent sales. Be ready for negotiations.

## 5. Negotiate

The seller may accept, reject, or counter your offer. Key negotiation points include price, repairs, and contingencies. Your agent will guide you through this, balancing flexibility with your priorities.

## 6. Under Contract

After your offer is accepted, the home is under contract. Key steps include inspections, securing mortgage approval, and resolving issues. Stay in close contact with your agent and lender.

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# Guiding you through the process

## 7. Inspection and appraisal

1. Home Inspection: A licensed inspector checks for issues like structural damage or faulty wiring. Major problems may prompt renegotiation.
2. Appraisal: A third-party appraiser ensures the home's value matches the loan amount. A low appraisal may require further negotiation.

## 8. Pre-closing

1. Final Walk-Through: Ensure the property is in agreed condition before closing.
2. Review Closing Disclosure: Double-check the loan terms and closing costs.
3. Confirm Financing: Ensure your loan is fully approved.
4. Gather Documents: Bring necessary documents and payments for closing.

## 9. Closing

Sign documents, pay closing costs, and receive the keys to your new home!

## 10. Move in

Transfer utilities, change locks, update your address, unpack, and explore your new neighborhood. Enjoy your new home!



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# Homebuyer

## GLOSSARY

**Amortization:** The time period for repaying a mortgage, typically up to 30 years.

**Balanced Market:** A market with an equal number of buyers and sellers, leading to stable prices and reasonable selling times.

**Bridge Financing:** Short-term loan for buying a new home before selling the old one, more common in seller's markets.

**Buyer's Market:** A market with more homes than buyers, giving buyers more choices and negotiation power.

**Closing:** The final step in a home purchase, where ownership is transferred to the buyer.

**Closing Costs:** Additional fees, like legal or administrative costs, due at closing.

**Comparative Market Analysis (CMA):** A report comparing nearby homes to estimate a property's value.

**Condominium Ownership:** Owning a unit and shared common areas, with maintenance handled by a condo association.

**Contingencies:** Conditions that must be met for a home purchase to proceed, like mortgage approval or appraisal.

**Contract:** A legal agreement to purchase a home, which may be contingent on factors like financing or inspections.

**Deposit (EMD):** Upfront payment showing the buyer's commitment, applied to the purchase price at closing.

**Down Payment:** The upfront portion of a home's purchase price due at closing. Typically, it is 3.5%-20% of purchase price and may require mortgage insurance if under 20%.

**Equity:** The value of the home minus the mortgage balance.

**First-time Homebuyer Assistance:** Programs to help first-time buyers with financing—check with lenders for eligibility.

**Fixed-rate Mortgage:** A mortgage with a set interest rate for a fixed period.

**Home Appraisal:** A professional assessment of a home's market value, often required by lenders.

**Home Inspection:** An evaluation of a home's condition, helping buyers avoid risks and negotiate better prices.

**Land Survey:** Defines property boundaries; useful for resolving disputes or future property changes.

**Mortgage Loan Insurance:** Insurance typically required if the down payment is less than 20%, protecting the lender in case of default.

**Mortgage Pre-approval:** An assessment of how much you can borrow and enabling a buyer to make immediate offers.

**Offer:** A proposal to purchase a home. Once accepted, it becomes a Contract.

**Seller's Market:** A market with more buyers than homes, often leading to higher prices and multiple offers.

**Title Insurance:** Insurance protecting against financial loss due to title defects like legal issues or code violations.

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