

REALTY **ONE** GROUP RESULTS

SIGNATURE BUYER PROCESS · NORTH CAROLINA

The Buyer *Success* System™

See every home across the entire state.

Vet it honestly before you fall in love.

Win the offer without overpaying.

TERESA OVERCASH

BROKER-IN-CHARGE · 30 YEARS · TOP 1% NATIONALLY RANKED

336-262-3111 · HOMESINTRIADNC.COM · WINSTON-SALEM, NORTH CAROLINA

THE HONEST TRUTH

Most buyers shop with one set of *eyes*.

Here's how most buyers shop: they scroll Zillow at 11 p.m., fall for the photos, and hope their agent can get them in before someone else does.

That isn't a strategy. That's luck. And luck is a terrible thing to stake the largest purchase of your life on.

The Buyer Success System™ is the buyer side of everything we've built — engineered so you make a confident, fully-informed decision instead of a hopeful one. It starts with a **Buyer Strategy Session** before you tour a single home. Then we put the **Trifecta Buyer Edge™** to work — ChatGPT, Claude, and Perplexity, each doing a different job. You search the **entire state through one agent** across four MLS systems. You get **First-Look access** to listings before they hit Zillow. And when you find it, the **Offer War Room** structures an offer that wins without overpaying — backed by five proprietary tools we call the **Buyer Intel Suite™**.

We don't hand you luck. We hand you the whole state, the truth about every home, and an offer built on this week's data.

Our buyers shop with three AI engines, four MLS systems, and thirty years of judgment — and they see the right homes first. What follows is exactly how that works, start to keys.

WHAT STANDS BEHIND YOU

1
AGENT
ONE RELATIONSHIP

4
MLS SYSTEMS
DIRECT MEMBERSHIP

3
AI ENGINES
FIND · VET · WIN

5
PROPRIETARY TOOLS
BUYER INTEL SUITE™

The Trifecta *Buyer Edge*™

The same three AI engines that power our award-winning seller system — flipped to work for *you*. Three engines, three jobs: Find. Vet. Win.

01

FIND

ChatGPT

Buyers search specs — “4 bed, 2 bath, under \$500K” — and miss the home that was actually right for them. We feed ChatGPT **your real life**: your commute, your family stage, your Saturday morning, your five-year plan. It translates that into property criteria, home types, and neighborhoods you’d never have typed into a search bar.

02

VET

Claude

The honest second opinion — the cold-eyed friend who tells you the truth **before** you fall in love. We run the home through Claude to pressure-test it: the layout flaw the photos hide, the red flag in the disclosure, what would make this hard to resell in five years. You fall in love. Claude doesn’t. It keeps your decision honest.

03

WIN

Perplexity

Before you write, Perplexity pulls **this week’s reality**: live comps, price-cut history (two cuts means leverage), days on market, what’s actually closing versus just listing. You walk into the offer knowing what the home is really worth and exactly where your leverage is — instead of overpaying on a guess.

Three engines comb through more data in an afternoon than a buyer could in a month — so every home you walk into has already been pressure-tested for you.

Five steps, start to *keys*.

I The Buyer Strategy Session

Before you tour a single home, we build your real criteria, your budget reality, and your true cost of ownership — taxes, insurance, HOA, commute, and resale. You see the whole plan first. No wasted Saturdays.

2 The Trifecta Buyer Edge™

Find, Vet, Win. Three AI engines pressure-test every home before you ever walk into it — so your time is spent only on the ones that survive scrutiny.

3 4-MLS Statewide Search

One agent. Four MLS systems. The entire state of North Carolina at your fingertips — including homes a one-MLS agent literally cannot show you.

4 First-Look Access

With 280+ agents constantly feeding our pipeline, our buyers see coming-soon and pre-MLS listings before the public ever does. The same pre-launch machine that protects our sellers gives our buyers first crack.

5 The Offer War Room

When you find it, we don't just send a number. We use live market data, seller-motivation analysis, and the right offer structure to write something that wins without overpaying.

You see the whole plan before you see the first house. That is the difference between shopping and buying.

THE DIFFERENCE NOBODY ELSE OFFERS

One agent. Four MLS systems. The *whole state*.

Most NC buyers work with an agent who belongs to *one* MLS — so they only ever see a quarter of what's out there. We hold direct membership in all four.

TRIAD MLS

The Entire Triad

Winston-Salem, Greensboro, High Point, Clemmons, Kernersville, and Mocksville.

CANOPY MLS

Charlotte Metro

Every Charlotte-area home — whether you're moving in or moving out.

HIGH COUNTRY MLS

The Mountains

Boone, Blowing Rock, Banner Elk, West Jefferson, and Wilkesboro — primary homes and mountain second homes.

TRIANGLE MLS

The Triangle

Raleigh, Durham, and Chapel Hill — the full Triangle market inside one search.

Relocating across North Carolina? Buying a home in Winston and a place in the mountains? Most buyers would need two or three different agents, three sets of paperwork, and three people who each only half-understand what you're looking for.

You need one. One relationship, one person who already knows exactly what you want — shopping all four markets at once.

EIGHT OFFICES · 280+ AGENTS · TRIAD · CHARLOTTE · TRIANGLE · HIGH COUNTRY

The Buyer *Intel Suite*™

Five proprietary tools we built and use in the field every day. Most buyers get an agent. Our buyers get an agent backed by a five-instrument research department.

01 IS THIS THE RIGHT AREA?

Neighborhood Intel™

“Before you waste a Saturday.”

Demographics, home values, income, schools, and commute for any neighborhood across the Triad, High Country, and Wilkes — side by side. Know whether an area fits your life before you ever load the car.

02 WHAT WILL IT REALLY COST ME?

Cash-to-Close Intel™

“Your real number, before you offer.”

Every dollar to the closing table — financed or cash. Down payment, due diligence, earnest money, lender fees, inspections. Most buyers learn their number too late. Ours know it first, with zero surprises.

03 WHAT'S ACTUALLY WRONG WITH IT?

Inspection Intel™

“Turns a 40-page report into leverage.”

Every finding sorted into Structural, Systemic, or Cosmetic so you instantly feel the urgency — costed by local contractor pricing and paired with a negotiation play. This is the one that puts you on top at the table.

04 NEW OR RESALE? WHICH NEW HOME?

New Build Advantage™

“The 37 things builders don't put on the brochure.”

The honest math on new construction versus resale — hidden costs and the full builder-incentive stack — plus a 37-category Build Quality Showdown that reveals which new home is the true value.

05 IS THIS A GOOD DEAL?

Investor Intel™

“Grades the deal so we move fast on the right ones.”

Runs cap rate, cash-on-cash return, and NOI, then assigns any opportunity an A-through-F grade. When a real one hits the market, our investors move in hours — not days.

When we write, the other side
knows *who they're dealing with.*

\$3B+

TEAM SALES
8 YEARS

10,000+

NC TRANSACTIONS
TERESA & TEAM

\$1B+

TERESA'S
CAREER SALES

30 yrs

TERESA'S
TENURE

4

MLS SYSTEMS
DIRECT

280+

AGENTS
8 OFFICES

Top 1%

NATIONALLY
RANKED

4.99★

568 VERIFIED
REVIEWS

What happens on the first call

- Thirty minutes. No pressure, no pitch, no obligation to list a single Saturday on the calendar.
- We build your real criteria — the life underneath the search, not just the bed-and-bath count.
- We run your true cost of ownership so your budget is a fact, not a guess.
- You leave with a plan and a search that already covers the whole state.

Every number on this page is verifiable — and we'd rather you check than take our word for it. Reviews, production, and credentials are public on [Zillow](#), [RateMyAgent](#), [Realtor.com](#), and [RealTrends Verified](#).

AS FEATURED IN RISMEDIA · 2024 NEWSMAKER · POWER BROKER

REALTY **ONE** GROUP RESULTS

Let's go find your home — the *right way*.

Pick up the phone. The first call is a thirty-minute Buyer Strategy Session. No pressure, no pitch — just the plan, before the first house.

CALL

336-262-3111

EMAIL

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ONLINE

homesintriadnc.com

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