



Relocation Guide

A CLEAR, STEADY WAY TO GET TO KNOW GREATER
— CHARLOTTE AND FIND THE RIGHT HOME, WHETHER YOU
— ARE ACROSS TOWN OR ACROSS THE COUNTRY.

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WELCOME

A note before you *begin*.

Relocating means making a large decision about a place you may not know well yet, often on a shorter timeline than you would choose. My goal is to make that feel clear and steady, from the first conversation through closing, so the move adds up to a good decision rather than a rushed one.

Read this start to finish, or jump to the part you need. The front half helps you get your bearings on Greater Charlotte. The back half walks through how a relocation search actually works with me, including the parts specific to buying in North Carolina. When you are ready to talk specifics, that is a conversation, and I am glad to have it.

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Close & settle in

THE GUIDE AT A GLANCE

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ALSO INSIDE

- How the search works with me
- Buying from a distance
- What is different in North Carolina
- Making a strong offer
- Your settling-in checklist
- A few things to avoid

THE WHY

A region that keeps *drawing* people.

Most relocations start with work, so it helps to know what anchors the local economy. Greater Charlotte has long been one of the country's significant banking and finance centers, with Bank of America and Truist headquartered here and a large Wells Fargo presence among the area's biggest employers. Around that core sits a broad base in energy, anchored by Duke Energy, and in healthcare, led by Atrium Health and Novant Health, along with a growing technology and advanced manufacturing sector.

For someone relocating, the practical takeaway is range. A diverse employer base tends to mean more than one reason a household ends up here, and more than one path if circumstances change later. The other draw is position. Charlotte sits near the North and South Carolina line, within a few hours of the mountains and the coast, and connected to the rest of the country through a major airport.

A TIP FROM TIM

If your move is employer-driven, tell me early what is fixed and what is flexible: the start date, the office location, and whether any of it can flex. Those three facts shape the entire search.

ORIENTATION

How the *region* is laid out.

Charlotte is built around its center city, Uptown, which is divided into four wards and holds much of the business district. From there the region radiates outward into a mix of established in-town neighborhoods and a wide ring of towns and newer communities, reaching across the South Carolina line to the south and out toward Lake Norman to the north.

Getting around is mostly by car. The interstate grid, I-77 running north to south and I-85 running southwest to northeast, with I-485 looping the county, defines most commutes, so where a home sits relative to those roads matters as much as the mileage. There is a light rail line, a streetcar, and bus service centered on the core, useful in and near Uptown but not a substitute for a car across most of the region. Charlotte Douglas International is a major hub, a real advantage when your move involves travel back to where you came from.

ANCHOR POINTS TO KNOW

- **Uptown.** The center city and business district, organized into four wards.
- **I-77 / I-85 / I-485.** The commute backbone. Position relative to these matters as much as distance.
- **Lake Norman.** The large lake to the north, along the I-77 corridor.
- **CLT airport.** A major connecting hub, west of the center.

THE APPROACH

Start with your *priorities*, not a map.

The most common relocation mistake is choosing an area before knowing what you actually need from it. Here is how I would think about it. Before we compare places, we get clear on what matters most to you, and then match the region to that, rather than the other way around.

WORTH DECIDING EARLY

- ☐ **Commute.** How much daily drive time is acceptable, and to where.
- ☐ **Home style and era.** Newer construction, or established homes with more character.
- ☐ **Space.** Lot size, yard, and how much square footage you actually use.
- ☐ **Walkability.** Whether you want to walk to things, or that is secondary.
- ☐ **Setting.** In-town density, or more room as you move outward.
- ☐ **Schools.** If relevant, your own criteria, which we then verify by address.

The tradeoff that comes up most is space versus proximity. Generally, the closer in you stay, the older the housing stock and the smaller the lots; the farther out you go, the newer the construction and the more room, with a longer commute as the cost. There is no right answer, only the one that fits your priorities. Once yours are clear, the list of areas narrows quickly.

THE LAY OF THE LAND

A high-level *orientation.*

This is a feature-based overview to help you place the regions relative to each other. It is intentionally general. The neighborhood pages on qchomeadvisors.com go far deeper, area by area, and are where we do the real comparison once your priorities are set.

IN-TOWN, SOUTH OF CENTER

Established neighborhoods, mature tree canopy, older and varied housing stock, smaller lots, high walkability. Closest commutes, higher price posture.

SOUTH & SOUTHEAST

A mix of established and newer construction moving outward, larger lots farther out, served by I-485. A long-established move-up path.

NORTH, TOWARD LAKE NORMAN

The I-77 corridor and the towns along it, with lake access, a range of construction eras, and commutes tied to I-77 conditions.

EAST

Generally newer construction and more home for the price, with commutes shaped by the eastern arterials and I-485.

WEST & THE GASTON SIDE

More varied housing and often more space for the budget, with commutes defined by I-85.

THE SOUTH CAROLINA SIDE

Towns just across the line, often newer construction, with their own school districts and a different tax structure.

A TIP FROM TIM

Price ranges shift constantly, so I keep current figures off this page on purpose. When we talk, I pull live numbers for the specific areas you are weighing.

SCHOOLS

Factual first, *verified* by address.

School information is one of the easier places to be led astray, because so much of what circulates online is opinion dressed up as fact. I keep it factual and source-based, and I never treat a school as a selling point for a home. What I can do is help you research accurately.

The structure matters first. Mecklenburg County is served by Charlotte–Mecklenburg Schools, which assigns by home address with magnet and choice options layered on top. The surrounding counties run their own districts, including Union, Cabarrus, Iredell with the independent Mooresville system, Gaston, and Lincoln. Across the South Carolina line you will find separate districts such as Fort Mill, Clover, Rock Hill, and York, plus Lancaster County serving the Indian Land area.

HOW TO VERIFY, EVERY TIME

- ☐ Confirm assignment by the exact property address, not the neighborhood name.
- ☐ Use the official district locator tool for that address.
- ☐ Review the state report card data for the assigned schools yourself.
- ☐ Re-check before you write an offer, since boundaries can change.

Important. Assignments and boundaries change, and a home two streets over can be assigned differently. Always verify by the specific address before relying on it. I will point you to the official source for the exact home.

LIVING HERE

What the area gives you *outside* the door.

A home is one part of a move. The rest is whether the days around it feel good. Greater Charlotte is well supplied on that front, with a large park system and an extensive greenway network for walking and cycling, Lake Norman and other lakes within easy reach, and the U.S. National Whitewater Center and nearby state parks such as Crowders Mountain for time outdoors.

Inside the city there is a real cultural and sporting base. The Blumenthal Performing Arts venues and several museums anchor the arts, and the region carries professional football, basketball, and soccer, along with its deep NASCAR roots. The dining scene has grown well beyond traditional Southern cooking into a wide mix of cuisines, with a busy brewery scene in a few districts. The point is range, so whatever you are into, there is somewhere here for it.

WORTH EXPLORING EARLY

- Greenways and parks near the areas you are considering.
- Lake access to the north, and water recreation around it.
- The Whitewater Center and nearby state parks.
- Arts venues, museums, and the pro sports calendar.
- The dining and brewery districts.

THE PROCESS

A search built for *distance* and a deadline.

A relocation search differs from a local move in three ways: the timeline is usually compressed, you are buying in a market you do not know yet, and you may be deciding on a single trip or remotely. The process is built around those facts.

- 1 **Discovery call.** We talk through your priorities, timeline, and what is fixed versus flexible. This turns the framework on page five into a short list of regions.
- 2 **Focused area tour.** We tour areas first, so you spend limited time learning the region, not just seeing houses.
- 3 **Narrow and watch.** We tighten to a few areas and set a live feed of what comes available, so nothing good slips past while you are home.
- 4 **Offer and decide.** When the right home appears, we move with a clear offer strategy, covered on the next pages.
- 5 **Remote-friendly closing.** North Carolina closings can accommodate distance, so you need not fly back for every step.

RELOCATING THROUGH AN EMPLOYER OR RELOCATION COMPANY

If your move runs through a corporate package or a relocation management company, the mechanics shift. There may be a third-party coordinator, a buyer value option or guaranteed buyout on the home you are selling, and timelines set by your benefit. Loop me in early with your relocation contact and benefit summary, and I work within it so nothing falls between the cracks.

REMOTE BUYING

Your *eyes* on the ground.

Plenty of relocation buyers commit without a second trip, and they do it well because the search is set up for it. The tools matter, but so does having someone walk a property the way you would.

When I preview a home for you, I do a live video walkthrough on your schedule, and I look at the things a listing photo hides: the condition up close, the noise, the light at that hour, the actual feel of the street, and how the home sits relative to roads and neighbors. You get an honest read, not a sales pitch, which is what you need when you cannot stand in the room yourself.

HOW DISTANCE GETS HANDLED

- ☐ Live video walkthroughs at a time that works for you.
- ☐ Candid notes on condition, noise, light, and street feel.
- ☐ Neighborhood drive-throughs so you see the surroundings, not just the house.
- ☐ Documents and disclosures reviewed together, screen to screen.

KNOW BEFORE YOU OFFER

The North Carolina *rules* of the road.

If you are coming from another state, North Carolina's contract structure will be unfamiliar, and it is the single most common source of confusion for relocation buyers. Understanding it before you write an offer keeps you from being caught off guard.

DUE DILIGENCE FEE

A negotiated amount the buyer pays the seller, typically near the start. Generally non-refundable, and in exchange you get the due diligence period. The amount is part of how competitive your offer reads.

DUE DILIGENCE PERIOD

A defined window to investigate, inspect, appraise, and arrange financing, during which you can terminate for essentially any reason. Real protection, but time-limited, so the clock matters.

EARNEST MONEY

A separate good-faith deposit. How and when it is refundable ties to the due diligence period, which is why the two are easy to confuse.

ATTORNEY-CONDUCTED CLOSINGS

North Carolina handles closings through attorneys rather than title companies. You will work with a closing attorney, and it is normal and expected.

PROPERTY TAXES

Assessed at the county level, and rates and assessments differ across counties and across the South Carolina line, which can change your monthly cost.

Important. This is general orientation, not legal advice. We review the actual contract together, and I recommend attorney review for your specific situation.

OFFER STRATEGY

Competing *well* without local instinct yet.

When you have not lived in a market, you lack the gut sense of what a home is worth and how hard to compete. My job is to supply that, so your offer is strong where it counts and restrained where it does not need to be.

Price is one factor among several. The structure of the offer often matters as much: the size of the due diligence fee, the length of the due diligence period, the closing timeline, and how clean the terms are. Based on current conditions and the specific home, we decide where to be aggressive and where to hold, rather than simply offering more money and hoping.

WHAT GOES INTO A COMPETITIVE OFFER HERE

- ☐ A price grounded in current, comparable sales, which I will show you.
- ☐ A due diligence fee calibrated to the situation, not guessed.
- ☐ A due diligence period long enough to protect you, short enough to compete.
- ☐ A closing timeline that fits both sides.
- ☐ Terms kept clean where they can be.

The question becomes how to be the offer a seller takes seriously without overreaching. That is a judgment call, and one I make with you on every home, not a formula.

AFTER THE MOVE

The first *two weeks*, handled.

The deal closing is not the finish line. A relocation has a tail of practical tasks, and having them listed keeps the move from turning into a scramble once you arrive.

SET UP

- ☐ Electric and gas service before move-in.
- ☐ Water, sewer, and trash for your address.
- ☐ Internet and home services, scheduled early.
- ☐ Mail forwarding with the postal service.

MAKE IT OFFICIAL

- ☐ Driver's license, within the required window.
- ☐ Vehicle registration and inspection.
- ☐ Voter registration for your new address.
- ☐ Verify current deadlines, since they change.

A TIP FROM TIM

Keep one folder, paper or digital, with your closing documents, warranties, and account numbers. You will reach for it more than you expect in the first month.

GUIDANCE

The missteps I *watch* for.

These are the patterns I see trip up relocation buyers. None of them are about pressure. All of them are about avoiding a decision you would take back.

COMMON MISSTEPS

- **Committing to an area sight unseen.** Tour the region before you fall for a specific house. The area is harder to change than the home.
- **Underestimating the commute.** Mileage means little here. Drive it, or have me drive it, at the actual hour you would travel.
- **Treating the due diligence clock as a formality.** It is your protection and it expires. Use it deliberately.
- **Guessing the due diligence fee.** Too low reads weak, too high spends money you did not need to. It should be calibrated.
- **Letting the deadline drive the home choice.** A compressed timeline is a reason to be organized, not a reason to settle. We move quickly by being prepared, not by lowering the bar.

ABOUT

Working *With Me*

Most people see a house. *Tim sees a financial decision.*

That distinction shapes every conversation. When Tim works with a seller, he is thinking about what buyers in the current market will actually pay, which improvements move the needle, and how to create the kind of early momentum that drives stronger offers. When he works with a buyer, he is evaluating the neighborhood trajectory, the exit potential, and the real cost of ownership over time, not just whether the layout works.

Before real estate, Tim spent years at Edward Jones as a Financial Advisor, learning how to evaluate investments in terms of long-term value, risk, and return. He later built and led the Sales and Service division of a digital agency inside a medical device company. Those two experiences gave him a way of thinking about pricing that goes beyond what a typical market report shows. He understands it as strategy.

Since 2020, Tim has closed more than 200 transactions across the greater Charlotte region and nearby South Carolina communities. He also invests actively in real estate, with firsthand experience in property acquisitions, flips, long-term rentals, and short-term rentals. That experience changes how he evaluates every property he walks through.

His practice is built on a one-on-one model. Every client works directly with Tim, from the first conversation through closing. No handoffs, no team assistants handling the parts of the process that matter most. That is a deliberate choice, and it shapes everything about how he works.

Tim has called Charlotte home since 2007. Eighteen years of watching this city grow has given him a depth of knowledge about how its neighborhoods work, how they have changed, and what those changes mean for buyers and sellers making decisions today.

Outside of real estate, his favorite way to spend time is anything with his wife, stepson, their dog, and their friends. They love checking out different restaurants around Charlotte and exploring hiking trails around the region. On Sunday mornings, you can usually find them at Mecklenburg Community Church. In the fall, they enjoy getting their hopes up for a Buffalo Bills Super Bowl run. With family spread across Mexico, Indiana, New Jersey, and Buffalo, they treasure the time they get to visit.



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