

“Welcome to the Neighborhood”

The beauty and splendor of the Western North Carolina Mountains continues to draw people from far and wide. The fine dining and culture of Asheville and the nearby communities blends neatly with the rugged outdoor adventures to be found everywhere you look. Spend a Saturday night strolling through downtown Asheville and you will be amazed at the diversity. Listen to Bluegrass music performed by Grammy Award winning artists on the town square. Stroll up town and see artisans at work and listen to Reggae music. Further along in Pritchard Park you can watch silent movies while playing chess with a new friend. Something to see, plenty to do and wonderful music to charm your soul on every corner! It's not surprising that so many people want to settle in these mountains. I did so over 25 years ago. I fell in love with our area and its culture. Now I never want to leave.

Welcome to my home!

Welcome to Buncombe & Madison Counties!



*“Dear Susan,
.....Back in September I made a very good decision in deciding I wanted you for my agent. In every instance, I felt comfortable and confident in your descriptions and suggestions – it all came down to your wisdom when selling my home.....Thank you does not sound like quite enough.
Sincerely, Kaye”*

My home selling philosophy.....

“I care about the quality of service that I provide for my clients. I want them to have the best experience possible when selling their home. I began working in the printing/marketing field over 30 years ago. I learned early what it takes to make a product stand out and to grab your attention. I also learned early on what it takes to keep my clients happy and satisfied. My goal with every property that I sell is for my clients to walk away from the closing table with a smile on their face. With my skill and knowledge of the local real estate market, I will make selling your home a pleasurable experience!” -Susan

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Your Neighborhood Specialist

*Finding the
perfect fit for
people and their
companions!*

Susan M. Young

Real Estate Broker

General Contractor



Town
and Mountain REALTY



Serving Buncombe and Madison Counties of Western North Carolina with their real estate needs since 2003.

Friendly, Knowledgeable

Dependable I believe in quality, not quantity. I handle fewer clients at one time. I do not believe in stretching myself too thin. I want to be there for you when you need me. I will not shuffle you off to an assistant. I will not make promises that I cannot possibly keep. I want to be the type of Realtor that you are proud to recommend to your friends and family and I can only achieve this by limiting the number of people that I work with at any given time. It's the only way I can stay true to my clients, my family and my own personal ideals. Seeing smiles on the faces of my family and clients is what brings pleasure to my day.

Looking For a Place to Call Home

Owning a home is the American Dream. It's a dream that is hard to accomplish alone. You can't be expected to know every nuance of home buying and selling when this is not your area of expertise. That's why you need a professional at your side, guiding you and assisting you every step of the way.

Homebuyers >>>

Many buyers moving to our area are from out of town. If you don't yet know where you want to settle, I can draw up a driving tour showing you the different communities that offer homes in your price range.

If you are already living in our beautiful mountains, or know specifically where you want to be, we can set aside time to go over your budget, what you want in a home and prioritize your wants and needs. Once that perfect home is located, I will assist you on framing and negotiating the

offer, getting the inspections done and all of the other little intricacies of taking a contract to the closing table. I will be at your side, through the entire process.

Selling Property >>>

Many of today's home and land buyers will spend several hours on the internet researching properties before they even contact a Realtor. How your property is represented is very important. Photos MUST be clear,

straight and absolutely stunning. The language used to describe your property must be accurate and convey a feeling of home. Websites advertising your property are a must. All residential listings that are in my care receive a single property website that gets pushed out to thousands of real estate search sites across the world. I utilize many sources of advertising both in print and on the internet. There is no one single way to advertise as every property is unique and

needs its own special attention

Financing >>>

Most homebuyers start their search on the internet. Home buying should actually start with a lender. How much home you can afford is your number one question before starting your home search. I can suggest several good local lenders that will make your home buying dream a reality.



For Dog Lovers >>>

The Asheville region is a haven for dog lovers. Our companions are part of our lives in so many ways and shop owners, restaurant owners and many in the community recognize and embrace this fact. I have competed in performance events with my Golden Retrievers for over 20 years. My dogs are my pets, my companions and my team members. I know that sometimes a fenced yard isn't enough. Sometimes, there is a bit more to consider!

I am with you every step of the way >>>

It's vital that you choose to work with a Realtor who you can work with and trust. You need someone that makes you feel comfortable. Someone that hears what your needs are and responds to them. Buying and selling a home can be very stressful and emotional. I will be there by your side to alleviate the stress for you. I am your advocate in this transaction. Let my knowledge and experience go to work for you.

"I enjoy finding the perfect fit for people and their companions!"