

Why Have Your Own REALTOR® When Buying?

By Lisa Hall

Your Professional Real Estate Expert



Must I use a REALTOR® when buying a home? Of course not. However, working with an expert is money well spent for most buyers.

When buying a home, the REALTOR® is key in helping you determine your buying power, negotiating the best deal possible, and helping you avoid surprises or disasters en route to a successful closing. A good REALTOR® can also help you find a lender that will best fit your needs. Best of all, a buyer's agent is paid by the seller, not the buyer!

A good REALTOR® keeps an eye on the market to find that home that best fits your needs. A good REALTOR® has access to the multiple listing service and checks new listings on a daily basis. A good REALTOR® also attends weekly agent meetings where new properties are announced. Sometimes the property you are seeking is available but has not been actively advertised. Your REALTOR® can track down and find these listings and bring them to your attention. In a fast-moving market, it is frequently vital to know of a property the day it hits the market.

When you are ready to make an offer on that perfect house, your REALTOR® can provide you information about the home, the community, utilities, zoning issues, and future plans for development near the property. Your REALTOR® represents you in the emotionally-charged negotiating process, and will make sure that the deal is as favorable to you as possible.

Once the sales contract is signed, the real work begins. Your REALTOR® monitors the process to make sure everything reaches a successful close! There are many deadlines that must be met and inspections to coordinate to make sure that the sale closes on the desired date. And there's LOT'S of paperwork!

Home sales involve the biggest financial investments most people make. Houses in our market typically exceed \$400,000, and have appreciated by more than 10% per year. Why risk making a serious mistake on something this expensive to save a few percent – especially since you'll likely make it up in appreciation in a few months anyway?

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