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BENEFITS *of using a* REALTOR®

When Buying or Selling a Home

REAL ESTATE IS A FULL-TIME JOB

that requires full-time attention from a dedicated professional and expert in the field. You won't have to worry about spending your valuable time on holding open houses, showing & staging, setting appointments and more because your REALTOR® will handle it.

MARKET DATA

REALTORS® have exclusive access to the MLS, a database of available properties that provides detailed information, including property history, price changes, and comparable sales.

GUIDANCE & SUPPORT

REALTORS® offer a balanced perspective, weighing the pros and cons of each option, and providing honest feedback. This objectivity is particularly valuable in negotiations and when evaluating property conditions, ensuring clients make decisions that align with their goals and financial interests.

NEGOTIATION SKILLS

REALTORS® are skilled negotiators who can advocate on behalf of their clients to achieve the best possible terms and conditions. Whether negotiating the purchase price, contingencies, or repairs, they have the experience to handle negotiations professionally and effectively.

DOCUMENT PREPARATION & ASSISTANCE

This includes purchase agreements, disclosures, inspection reports, and other legal documents. REALTORS® also stay updated on local, state, and federal regulations, ensuring compliance and minimizing the risk of legal issues.



EXPERT KNOWLEDGE & EXPERIENCE

REALTORS® are industry experts due to their extensive knowledge of the real estate market, including current trends, property values, neighborhood statistics and more. Additionally, once licensed, REALTORS® must complete 18 hours of continuing education courses every two years for license renewal. This ongoing education ensures REALTORS® stay updated on industry changes and maintain their expertise.



LOCAL MARKET INSIGHT

REALTORS® have in-depth knowledge of local markets, neighborhood dynamics, school districts, amenities, future development plans and more.



NETWORK & CONNECTIONS

When you hire a REALTOR®, you'll have access to their extensive network of professionals in the real estate industry, including mortgage brokers, home inspectors, appraisers, attorneys and various other vendors and trusted resources.



POST-SALE SUPPORT

This can include recommending contractors for home improvements, providing market updates, or helping with future real estate needs. This ongoing support ensures clients feel secure and supported long after the deal is closed.

