

# *Advantages of working with a REALTOR®:*

## **Looking out for your best interests**

By asking a REALTOR® to act on your behalf during the purchase or sale of a home, you create an Agency Relationship and become the REALTOR®'s client. REALTORS® hold their clients full fiduciary duties, such as loyalty, confidentiality, accountability, duty of care, and full disclosure of all fiduciary duties to the client in very high regard.

## **Professional Experience**

A REALTOR® will bring to the table all of their knowledge, training, negotiation skills, and will explain exactly what you can expect from the buying/selling process. Your REALTOR® will be able to explain your rights and obligations, help organize and strategize, and even discuss financing options.

## **Getting the best deal-Know the Market**

What have similar properties sold for in the immediate area? How long were they on the market? How does this one compare? Is it over-priced, under-priced, or fair value? What type of market is it - is it a Seller's, Buyer's, or a Balanced market? By having this information at your fingertips, you are in a position to negotiate the best price and take advantage of any opportunities that may show up.

## **Understanding/ Help Determining your "wish list"**

What is it that you want from your new home? A particular style, design, lot, type? Proximity to schools, services, work? A pool? A two-car garage? A specific price range? A REALTOR® will help identify exactly what it is you are looking for and ensure that you get to see all of the homes that meet your criteria.

## **Negotiation Expertise**

While a REALTOR® does many things, one of their most important functions is to negotiate on behalf of their clients. When you purchase or sell a home, you want the best value possible. Your REALTOR®'s job is to facilitate this transaction by drawing up legally binding contracts, assisting in negotiating offers, offering advice and perspective and, if needed, acting as a mediator during any potential disputes.

## **Assist with financing needs**

REALTORS® are familiar with all the complexities involved in the pre-qualification, approval and negotiation of mortgage rates. Like many industries, banks are experiencing quite a bit of competition and are often willing to flex from their quoted rates. Experienced REALTORS® can often assist in finding the most competitive rates and terms available.