

Q. Why should I use a REALTOR®?

- A.** A **REALTOR®** is more than a "sales person." They are professionals who represent the interest of a buyer or seller in a real estate transaction. They also provide wise counsel and guidance to help the buyer or seller avoid the mistakes many consumers make without representation. It is very important to have an advocate who is knowledgeable in current market conditions and trends. Having this knowledge allows the **REALTOR®** to provide the most accurate information on property value, development in the surrounding area of purchase, schools, etc.

There are two types of **REALTOR'S®**, namely the "Buyer's Agents" and "Seller's Agents".

A **Buyer's Agent** represents the needs and interest of the buyer. Before purchasing a home, the Buyer's Agent advises them on market conditions for the area where they are purchasing so borrower can make an intelligent offer and not overpay for the home. The Buyer's Agent provides, in addition to a host of other ministerial services to numerous to mention, invaluable services and resources, such as:

- 1) Negotiating the offer price;
- 2) Preparing a lawful Purchase and Sales Agreement that protects the interest of the buyer;
- 3) Preparing counteroffer(s) (if necessary)
- 4) Managing the details of the transaction such as communicating with lender to ensure all paperwork on the loan is completed for a timely closing;
- 5) Removing contingencies within the time frame given;
- 6) Arranging home inspections and surveys (if necessary);
- 7) Providing information on schools; and
- 8) Scheduling and attending closings;

A **Seller's Agent** represents the needs and interest of the seller. They assist the seller in a number of important and ministerial activities, including but not limited to:

- 1) listing the property for the highest and best market price;
- 2) negotiating the highest possible price for the seller's property;
- 3) preparing counteroffer(s) (if necessary);
- 4) providing marketing and exposure of the property until it is SOLD;
- 5) providing property disclosure statements;
- 6) conducting open houses;
- 7) preparing other necessary paperwork to facilitate a timely and successful closing; and attending closing.