

## THE ADVANTAGES TO USING A REALTOR® WHEN BUYING OR SELLING YOUR HOME

It may seem tempting to try to sell or buy your home without using a real estate professional. But by using a REALTOR®, you have the advantage of information and knowledge through what can often be a complicated and confusing procedure. With so many resources available, a REALTOR® may be able to help you come out with the same amount of dollars or more than you could command by selling it yourself.

A REALTOR® is a *professional* who knows all that needs to be done. They have the experience and resources to advertise, find the homes that suit your needs, and make all of the preparations that save you the time and effort of researching it yourself.

When you are selling your home, a REALTOR® who knows the local market can help you set a fair market price. You want to get the most for your home, but overpricing it can prolong the time it sits on the market, making it even more difficult to sell. A REALTOR® can help you show your home to potential buyers to its best advantage, They will advise prospects of all aspects and conditions of your home, and protect your from later objections.

A REALTOR® can also help you with the home-buying process. Buying a home can be financially intimidating, but an agent can help you determine how much home you can afford and show you some financing methods. The goal of home ownership remains one of the most commonly shared ones, and an agent can show you how to make it achievable. A REALTOR® is familiar with all the local and current real estate values, taxes, costs and services that could affect your purchase.

Your REALTOR® can show you the home best suited to your needs, and can also suggest simple changes that could make a home a good choice. It helps to have someone both objective and knowledgeable when looking for a home to buy! When buying or selling a home, there are a lot of details that can overwhelm you or be forgotten. Using a REALTOR® is the best way to be sure that you have someone on your side to get you the best deal and see that everyone is satisfied.

Source: NATIONAL ASSOCIATION OF REALTORS®