

# How A Realtor<sup>®</sup> Can Assist You

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When it comes to helping you buy a home, I can do many things to make the entire process smooth and stress free, such as:

1. Offering guidance in arranging financing.
2. Pre-selecting homes that are within your price range and meet your requirements for size, location, etc.
3. Scheduling appointments for you to see homes.
4. Providing you with current selling prices for homes similar to those you are considering.
5. Getting up-to-date information about taxes, school districts, and conditions in the areas that interest you.
6. Handling negotiations regarding the price and terms of your offer.
7. Arranging for a home inspection, a necessary step in buying a home.
8. Negotiating repairs, for items, which may be found during the home inspections.
9. Reviewing the closing statement prior to closing.
10. Attending closing – Reviewing your closing statement.

## WHAT TO LOOK FOR IN A GOOD REALTOR<sup>®</sup>

A good Realtor should educate you on the home buying process. They should understand what is involved in the home buying process and be able to clearly explain to you the steps of home buying so that you can understand what is happening and what to expect next. Remember a good agent isn't pushy, but is aggressive when representing your interest.

A good Realtor should also help you make good decisions. Think of your agent as a member of your home buying team, and as a key member of your team they should be explaining your options and providing information to you which will allow you to take the best course of action.

A good Realtor will recommend to you other people to add to your home buying team, such as home inspectors, lawyers, mortgage bankers, etc. By building a strong team you help to assure yourself a positive home buying experience.

Other qualities to look for:

1. Knowledge about the community where you want to live.
2. Enthusiasm.
3. Patience.
4. Good organization.
5. Ability to understand your home buying needs.
6. Time to service your buying needs.
7. Full access to the area's multiple listing service. The MLS gives you information about homes listed with any Realtors, not just those represented by your Realtor's company.
8. Ability to understand your wants, needs, and personal tastes.
9. Honesty and trustworthiness.
10. Willingness to keep you informed of changes in the market, without trying to push you into buying before you are ready.
11. Working as a full time Realtor.
12. Part of a strong office.
13. The company they represent has a strong base in the community.