

Why Work With A REALTOR® When BUYING A Home?

Buying a home can be a challenging task, especially if you attempt it alone. Where do I get the contract to purchase a home? How do I minimize the liability involved in purchasing a home? What will I do if a problem arises at closing? These and many other questions are why you need a professional, full time REALTOR®. Listed below are only a few of the benefits of using a REALTOR®.

- **No expense to you.** A REALTOR® is traditionally paid by the seller; in this case there will be no expense to you for having a real estate professional by your side.
- **Help with what could be your largest investment.** Most people understand the benefit of working with an attorney, accountant or doctor, when the need arises, so why overlook the importance of working with a REALTOR®? Think about how large an investment a home is. It makes sense to have the advice and/or assistance of a real estate professional.
- **Access to potential home choices.** If you're working with a REALTOR®, you will have access to hundreds of homes through the Multiple Listing Service (MLS). You will not waste time driving around hoping to find the home of your dreams. The majority of homes are listed by REALTORS® and they may not be available to you unless you are working with a REALTOR®.
- **Buying "For Sale By Owner" properties.** Some brave homeowners attempt to sell their homes by themselves. But, frequently FSBOs are willing to work through a REALTOR® when they find the selling task is harder than what they anticipated. In this case the seller normally pays the REALTOR's® commission.
- **A successful closing.** A number of home purchases never make it to closing due to a variety of unforeseen problems. Experienced REALTORS® have learned how to both avoid and resolve these problems and can move the transactions to successful closings.
- **Reducing the liability factors.** Real estate transactions seem to become more complicated and more regulated each year. Working with a REALTOR® who keeps up with industry requirements is a tremendous legal and financial benefit for you.

- **Helping with unfamiliar paperwork.** An REALTOR® will counsel you during negotiations, explain terms, and prepare the purchase contract for you. A REALTOR® can also assist you with the closing paperwork.

Buyers have also found they receive benefits when choosing to work with one REALTOR® rather than calling every REALTOR® in town. These benefits include:

- The REALTOR® will be familiar with you and your family's needs.
- Working with only one REALTOR® means better rapport and communication as you work towards your goal of finding the perfect home. It can take several weeks to find a home and you want to be sure you are comfortable with the REALTOR® while searching.
- Most REALTORS® will be more committed to you and to helping you find your dream home if you return the same commitment to them.

The above article is the opinion of Deborah Burton of Deborah Burton Realty, LLC. Deborah does not guarantee the benefits listed above will be furnished by every REALTOR®.