

# 7 REASONS TO USE A REALTOR

## For the Buyer



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### AN EXPERT GUIDE

Real estate agents specialize in the current housing market and have access to many helpful resources like the MLS and other search engines. A good agent knows the market. Buyers agents can help you find the best deals as well as help the home buyer find exactly what they are looking for and can afford.

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### REDUCE RISKS AND IDENTIFY RED FLAGS

A successful buyers agent is looking at dozens of houses on a weekly basis. Chances are as the buyer, you don't physically look at homes often. Buyers agents are well rehearsed in what to look for as well as what to look out for.

One of the most important jobs for a buyers agent is to point out potential problems within the home whether it be structural issues with the foundation, pest/insect issues, potential mold issues, roofing issues, leaks and age of major components (furnace, AC Unit, etc).

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### HELP EVALUATE & SECURE FINANCING

A buyers agent can help you navigate through the various financing options and help you decide which type of mortgage is best. In addition to helping you understand the various options, a buyers agent will be able to help you secure financing through a mortgage broker.

It's important to keep in mind as you're securing financing that you strongly consider using a local mortgage company. Local mortgage companies understand what the process is for real estate transactions and also any local rules or regulations.

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### BUYERS AGENTS WILL COORDINATE SHOWINGS

A great reason to hire a buyers agent when buying a house is they'll be responsible for coordinating viewings of potential properties.

If you're buying a house and have interest in a dozen properties, a buyers agent is responsible for making sure that you have the opportunity to view potential properties if they're available.

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### REAL ESTATE CONTRACT KNOWLEDGE

Having an experienced professional guide you through the contract is vital. There are several real estate contingencies to consider including in a purchase offer, deadlines that need to be set, and other important parts within a real estate contract.

An experienced buyers agent will know how to write a contract that presents you in the best possible way in the eyes of a seller.

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### A BUYERS AGENT WILL BE YOUR NEGOTIATOR

One of the most frequently asked questions about buying a house relates to the amount that should be offered for a home. A huge benefit that you'll receive when you hire a buyers agent is that they're negotiating on your behalf.

For example, the buyers agent can perform a detailed comparative market analysis to make the offer stronger and more appealing to a seller. Without an agent, you will be negotiating on your own.

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### KEEP THE TRANSACTION ON SCHEDULE

A delay in a real estate transaction is frustrating to all parties involved, especially for a buyer and a seller.

A buyers agent is responsible for making sure that contract dates, such as a written mortgage commitment, are being met. Other culprits of closing delays include delays in appraisals being ordered or delays in an instrument survey being completed. An organized buyers agent will have a system in place that ensures these delays are avoided.

