

10 Reasons to Buy a New Home with a REALTOR®

1. A **REALTOR®** can help you determine at the start how much home you can afford. Often a **REALTOR®** can suggest ways to accrue the down payment and explain alternative financing methods.
2. A **REALTOR®**, in addition to knowing the local money market, can also tell you what personal and financial data to bring along when you apply for a loan.
3. A **REALTOR®** is already familiar with current real estate values, taxes, utility costs, municipal services and facilities, and may be aware of local changes that could affect your decision to buy.
4. A **REALTOR®** can usually research your housing needs in advance through a Multiple Listing Service – even if you are relocating in another city.
5. A **REALTOR®** is part of a network of professional colleagues, such as appraisers, home inspectors, mortgage lenders, contractors and insurance agents – through which you may be more completely served.
6. A **REALTOR®** can help familiarize you with the closing process by explaining it all in advance.
7. A **REALTOR®** shows you only those homes best suited to your needs – size, style, features, location, accessibility to schools, transportation, shopping, etc.
8. A **REALTOR®** can often suggest simple, imaginative changes that could make a home more suitable for you and improve its utility and value.
9. A **REALTOR®** has no emotional ties to the homes you look at and can be objective about them when pointing out their features and drawbacks.
10. A **REALTOR®** is sensitive to the importance you attach to this major commitment you are about to make. Count on this real estate professional to facilitate negotiations of an agreement satisfactory to both seller and buyer.