

# Top 10 Reasons to use a Real Estate Agent

## For Home Buyers

### 1. Education & Experience

You don't need to know everything about buying and selling real estate if you hire a real estate agent who does.

### 2. Agents are Buffers

Real estate agents take the spam out of your property showing and visits. If you are a buyer of a new home, your agent will help prevent the builder's agents from bothering you.

### 3. Neighborhood Knowledge

Real estate agents can identify comparable sales and hand these facts to you, in addition to pointing you in the direction where you can find more data on schools, crime and other information.

### 4. Price Guidance

Contrary to what some people believe, real estate agents do not select prices for sellers or buyers. However, they will help to guide clients to make the right choices for themselves.

### 5. Market Conditions Information

Real estate agents can disclose market conditions, which will govern your selling or buying process.

### 6. Professional Networking

Real estate agents network with other professionals, many of whom provide services that you will need to buy or sell and they can provide a list of references.

### 7. Negotiation Skills & Confidentiality

Top producing real estate agents negotiate well because they can remove themselves from the emotional aspects of the transaction.

### 8. Handling Volumes of Paperwork

The paperwork can be very overwhelming. Not to mention, one tiny mistake or omission could land you in court or costs you thousands.

### 9. Answer Questions after Closing

Many questions can pop up that were overlooked in the excitement of closing. Real estate agents stand by ready to assist.

### 10. Develop Relationships

The basis for a real estate agent's success and continued career in real estate is referrals. This emphasis gives agents strong incentives to make certain that clients are happy and satisfied.