

## **Top reasons for hiring real estate agents to represent you in real estate deals:**

### **1. You benefit from their training and experience.**

You don't buy or sell real estate everyday so it is not possible for you to know everything about it. Actually you don't need to know everything if you hire a real estate agent to guide you through the whole process. You will benefit immensely from the training and experience of a good real estate agent.

### **2. You benefit from their better knowledge of the neighborhood.**

Because they usually belong and work in a particular neighborhood real estate agents either have specialized knowledge of type of property you are interested in or they are better placed to find out the facts for you. Agents can provide data about schools, hospitals, crime and other important facts that might influence your decision about the suitability of a particular property. They can provide you with insider information about a particular property or owner that might not be public knowledge.

### **3. They act as buffers.**

Agents often act as buffers protecting you from being swamped by the marketing tactics of the other party's agents. They help to filter out unnecessary information and help you to sort out all the relevant data. They also help to filter out the bad offers, unnecessary visits and property showings. If you value your time you will really appreciate this.

### **4. They can provide information about market conditions.**

Before getting into a real estate transaction you need to know about the real estate market condition in the area you are interested in. Whether a buyer's or a seller's market prevails in that area. This information will help you to fine tune your strategy. If you are a buyer

than you will know what concessions you can hope to get. If you are a seller you will know how rigidly you can enforce the price you have set. Agents can provide you data about square foot rate of similar properties, average sales price and the average number of days similar properties stay on the market. Such data may have bearing on what you ultimately decide.

### **5. You benefit from their negotiating skills and confidentiality.**

Top agents are usually trained negotiators. They are trained to keep out emotions from the negotiation process, wade through the fluff and keep their focus. Good agents are trained to present their client's case in the most favorable light. It is part of their business to maintain confidentiality and always keep the best interests of their clients in mind even in the face pressure.

### **6. You benefit from their professional networking.**

Most good real estate agents have their own network of professionals whose services you will need during the various stages of a real estate deal. They can guide you to the best professionals. Although they are professionally constrained to recommend a particular vendor they provide information about their past dealings and provide information about their competency and efficiency. They can also provide information about the competitive pricing of the various service providers.

### **7. They take care of the voluminous paperwork.**

Real estate transactions entail a large volume of paperwork relating to agreements, legal disclosures required by the federal, state and local bodies. Small omissions in this regard may lead to avoidable court cases and thousands in legal costs. Real estate agents are trained to go through the fine print in agreements so that you are not taken by surprise by some provision that you had overlooked.

## **8. They can provide price guidance.**

Although real estate agents do not decide on the price either for the buyer or seller they can provide important pricing data that can help their clients in the negotiation. It is not only the property price that is important, agents can also provide competitive pricing information about the various services that you will need to complete the transaction satisfactorily.

## **9. They can save a lot of time.**

Most agents work long hours so that their clients need not waste their time in unnecessary visits and discussions. They usually do the groundwork based on the client's requirements so that the clients have to work through only the best offers. They value their time as well as the client's.

## **10. Are available even after closing.**

Even if a closing has been accomplished smoothly several legal complications can arise later on. Particularly, government agencies like tax authorities usually lag behind in their work and may ask for information or papers months after the closing of a deal. Many things that were overlooked earlier in the excitement of the whole process may need your attention later on. Good real estate agents will usually be glad to help because they value long term relationships with their clients.