



Why You Should Use a Realtor

All realtors® are not the same. While realtors® are committed to treat all parties to a transaction honestly, they have a fiduciary responsibility to the party they represent, i.e. buyer or seller. Realtors® subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate. An independent survey reports that 84% of home buyers would use the same Realtor® again.

Real estate transactions involve one of the biggest financial investments most people experience in their lifetime. Transactions today usually exceed \$100,000. If you had a \$100,000 income tax problem, would you attempt to deal with it without the help of a CPA? If you had a \$100,000 legal question, would you deal with it without the help of an attorney? Considering the small upside cost and the large downside risk, it would be foolish to consider a deal in real estate without the professional assistance of a realtor®.

But if you're still not convinced of the value of a Realtor®, here are more reasons to use one:

1. **Your Realtor® can help you determine your buying power.**
2. **Your Realtor® has many resources to assist you in the selection process by providing objective information about each property (local community information on utilities, zoning, schools, etc.).**
3. **Your Realtor® is skilled in negotiating.** There are myriad negotiating factors, including but not limited to price, financing, terms, date of possession and often the inclusion or exclusion of repairs and furnishings or equipment.
4. **Your Realtor® provides due diligence during the evaluation of the property.** Depending on the area and property, this could include inspections for termites, dry rot, asbestos, faulty structure, roof condition, flooding, septic tank and well tests, just to name a few. Your REALTOR® can assist you in finding qualified responsible professionals to do most of these investigations and provide you with written reports.

Courtesy of NATIONAL ASSOCIATION OF REALTORS®

I should be your agent because....

- I am dedicated to finding the right home for you
- I will provide exceptional customer service and results
- I will conduct a thorough and accurate search of homes
- I have a proven track record of knowledge, integrity and professionalism.
- I am available 7 days a week

Our Partnership

My Commitment to You

- To work with you to determine your desires, needs & qualifications
- Explain the Home Search & Purchase Process
- Facilitating the loan approval process
- Searching for your ideal home
- Show you homes which meet your needs
- Provide you with information to help in evaluating homes for sale
- Do a CMA(Comparative Market Analysis) before we write and present an offer
- Write offer and negotiate purchase agreement to get you the best deal
- Review the process from time of contract through close of escrow
- Open Escrow and trouble shoot any problems



What I ask of You

- Inform other REALTORS and home owners you are represented by me
- Work only with me during agreement period
- Be available to preview homes
- Provide feedback on homes seen and service provided
- Inform me of any changes in your circumstances, home needs or taste.

**For more information, contact:
Info@MyPlaceinHouston.com**

