



The Top 5 Reasons to Work with a Real Estate Agent

White Picket Fence Realty would love to help you find your dream home. Here are the top five reasons why you should work with a real estate agent.

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JUNE 21, 2020

Find Your Dream Home with White Picket Fence Realty

Whether you're buying or selling a home, it pays to work with a trusted real estate agent. While you could attempt either part of the real estate transaction process on your own, a real estate agent helps you get the most bang for your buck. It's a real estate agent's fiduciary and ethical duty to look out for your best interests. In business since 1982, White Picket Fence Realty has been the preferred real estate company for many homeowners over the past four decades. Most people understand the value of hiring a real estate agent. However, if you're still on the fence about it, read on to discover the top five advantages of working with our dedicated real estate agents.

1. It Always Pays to Have a Skilled Negotiator in Your Corner

Real estate agents are renowned for their superior negotiating skills. If you're a seller, your agent's mission is to help you fetch top dollar for your home. If you're a buyer, your agent wants to help you get the best deal on your dream home. The experienced real estate agents at White Picket Fence Realty know which negotiating tactics to use based on what's worked or not worked during past sales. It's also valuable to have an impartial negotiator without an emotional investment in the transaction's outcome, so as not to cloud their judgment when making offers. There's often more to negotiating a sale than what you would initially think. We've helped buyers determine which items on a home inspection report are worth demanding the seller repair before the purchase is complete versus the ones we believe the buyer should be willing to fix. We've also negotiated on behalf of buyers involved in a bidding war, which can be intimidating to navigate on your own.

2. Having a Dedicated Agent Can Simplify Your Search

Real estate agents spend a lot of time researching and analyzing their local housing markets. From the number of desired bedrooms and bathrooms to wanting to live in a specific neighborhood, you likely have a set of criteria you're looking for in your next dream home. Rather than do this type of research on your own, it's convenient to rely on your agent to do it for you. Our agents know what to look for to steer you in the right direction during your search, which is valuable if you have no idea where to start or how to read the terminology and acronyms commonly used in listing descriptions.

We analyze housing trends and know which neighborhoods are deemed the most desirable and which ones are up-and-coming, which is especially helpful for those relocating to an unfamiliar area. We can provide local crime statistics, as well as walkability scores and information about the school system, to help you make an educated move for your family's future. We also know how to recognize red flags in listings to help you avoid a potential money pit situation. Many mistakes can be avoided if you just know how to look for them!

3. Real Estate Agents Help Secure Financing and Paperwork

The real estate transaction process can be more cumbersome than you realize, especially if this is your first time buying or selling a home. Hiring a real estate agent ensures a professional looks over all your paperwork to make sure all your i's have been dotted and your t's have been crossed. A purchasing agreement is a legal contract, and you need to know precisely what you're getting into when signing on the bottom line. Our agents are trained to ensure your transaction meets all local, state, and federal requirements. In addition to negotiating the sale, we're also available to walk you through the financing process and closing proceedings. If there's a hiccup during your sale, ensure your rights are protected by working with our professionals.

4. Real Estate Agents Get You the Most Bang for Your Buck

According to the National Association of Realtors, listing a home on your own may generate as much as 30-40% less than listing it with a real estate agent. While you may be tempted to forego an agent to avoid paying commission fees, you could end up costing yourself thousands of dollars during the sale. Not to mention, if your buyer is working with a real estate agent, you're going to end up paying their agent a commission out of your sale's proceeds anyway. Our real estate agents are connected with an extensive network of buyers, home inspectors, interior designers, home stagers, and mortgage brokers. It pays to have insider insights in the industry rather than doing everything on your own. Trust us; our expertise pays for itself over time. We're here to help you maximize your real estate investment.

5. We Make You – and Your Sale – Our Priority at All Times

Buying or selling a home can be hectic. If you're the seller, you may find yourself drowning in buyer inquiries you don't have time to respond to while juggling your professional and home life. Our real estate agents are there to answer questions, arrange for open house viewings, and stage your home to attract the right buyers. We make you and your sale our priority, working tirelessly on your behalf around the clock. The longer you delay in responses and viewings, the longer your home will be listed. Why waste time and money having your home on the market months longer than necessary when you can hire an agent to facilitate the process? On the flip side, buyers may find themselves overwhelmed with house hunting. A real estate agent can find property listings you may otherwise miss and assist you in contacting the sellers to arrange for a viewing or obtain a home inspection report.

Contact White Picket Fence Realty to Work with Our Agents

Take some of the headaches out of buying or selling a home by working with the skilled real estate agents at White Picket Fence Realty. Contact us today for more details or to schedule an appointment!

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