



## “Home Cents®” Help Tips

### 10 Reasons For Using a REALTOR®

#### 1. Professionalism and Peace of Mind:

- REALTORS® adhere to a strict Code of Ethics.
- They are insured and committed to ongoing education.
- Their knowledge of local sales and trends, as well as contract law, ensures proper handling of documents.

#### 2. Early Access to New Listings:

- REALTORS® have access to the Multiple Listing Service (MLS®).
- They attend exclusive "agent only" open houses to stay informed about the market before the general public.

#### 3. Effective Property Marketing:

- REALTORS® distribute property information to their network, industry partners, clients, and the public.

#### 4. Understanding Market Competition:

- REALTORS® provide up-to-date information on market activity, prices, and competition when selling a home.

#### 5. Tailored Property Searches:

- REALTORS® help find properties specific to the buyer's needs, even those not currently listed for sale.
- They offer insights on neighborhood amenities and potential challenges.

#### 6. Property Evaluation Assistance:

- REALTORS® guide buyers through property inspections and help access crucial information like title and sales history.

#### 7. Expert Negotiation Skills:

- REALTORS® are skilled negotiators, maximizing returns and assisting with possession dates and property inclusions or exclusions.

#### 8. Financing Guidance:

- REALTORS® help clients understand financing options and can provide referrals to qualified lenders or mortgage professionals/brokers.

**9. Knowledge of Government Programs:**

- REALTORS® are aware of current incentives and rebates, helping homebuyers take advantage of government programs that offer financial benefits

**10. Access to Reliable Partners:**

- REALTORS® can recommend trustworthy professionals such as real estate lawyers, property inspectors, accountants, tradesmen, and movers.

**Compliments of**  
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