

## **What to Expect From Your REALTOR®**

REALTORS® help you get the most for your home and they remove stress and confusion from the process. Here are just some of the advantages.

### **Your REALTOR® Explains the Process**

A REALTOR® will not take it for granted that you know all the ins and outs of the buying process. Instead, he or she will provide you with a detailed explanation of what to expect so you are fully informed throughout this complex decision-making process.

### **REALTORS® Assess Your Needs**

One of the first questions a REALTOR® will ask is, 'Why are you moving?' A REALTOR® will also explore any time constraints you might have (perhaps imposed by the need to relocate for employment), your financial situation and any future plans. They need a detailed picture of your wants and needs in order to serve you better.

### **A Plan to Find Your Dream Home**

A REALTOR® will help you recognize what you're looking for in a new home. An outdoor pool? A double-car garage? A fenced-in yard? A particular building design? What about the neighbourhood? Proximity to schools or work? A REALTOR® will compare your needs, wants and budget with what is available on the market and make recommendations that save you time and effort.

Your Agent will also accompany you to view houses and help you assess their suitability and price. As an expert on a property, a REALTOR® can provide facts on the neighbourhood, the cost of utilities, the condition of the home's features, and so on. In other words, he or she will work with you to achieve your dream.

### **Access to Properties for Sale**

Multiple Listing Service® or MLS® is an exclusive service accessible only through a REALTOR® and it can be a valuable home-searching tool. Through MLS®, the details of a wide variety of listed properties are made available to the REALTOR® you work with. That can save you a tremendous amount of time and effort in your pursuit for the right home.

### **REALTORS® are Skilled Negotiators**

REALTORS® are experienced in arranging fair deals. Your Agent will assist in negotiating an offer, acting as a mediator to resolve potential conflicts between you and the seller, and draw up a legally binding agreement.

### **Honesty and Integrity**

Most real estate professionals in Ontario are members of the Ontario Real Estate

Association (OREA) and only members of OREA can call themselves REALTORS®. When



you work with a REALTOR®, you can expect not only strict adherence to provincial laws, but also adherence to a Code of Ethics.

And that code is very important to you because it assures you will receive the highest level of service, honesty and integrity.

**Legal know-how? They know how.**

A mishandled document can ruin a sale, or lead to legal action. Your REALTOR® has the experience to recognize potential problems early and the resources to help you find solutions and get the process back on track quickly.

**Negotiation Skills – To keep the deal on track.**

REALTORS® are indispensable when it comes to bargaining with sellers. Tempers can flare and heels can dig on. Your REALTOR® is an expert at smoothing things out.