

SOUND OFF *Lorraine Amaral*

Why should you hire a Realtor to buy or sell a home?

Sellers want the most value for their home when selling and buyers want to purchase for the least amount possible so they don't overpay in our current market. This is why it is important to use a local licensed Realtor, one who is savvy, knowledgeable and has integrity, expertise and experience in your area.

During listing and purchasing, your Realtor will have full fiduciary responsibility to you. This translates to having an expert who has all of your best interests at heart and who is contractually bound to the code of ethics to perform what is paramount in all aspects of the



transaction.

Your chosen Realtor should be current with all laws and regulations so choose wisely. One who follows the guidelines on ethics and responsibility is imperative. Once you retain an agent they will accu-

rately market your property in various ways.

It is vital that you interview your Realtor to make certain that he/she is what you are searching for. Some traits to look for are communication skills, abundance of marketing knowledge, familiarity of the area, understanding of your wants, needs and timeline. Proficiency of complex documents is necessary, as well as performing a comparative market analysis whether buying or selling. We can go beyond the aesthetics and tell you important details about homes you're considering to purchase. Many homes sell for fair market value, so overpricing

by home-owner can cost you time and money.

Your Realtor will also be able to be a person to continually lean on well past the transaction time. Stagers, lenders, appraisers, attorneys and inspectors are just a few of the team players you will require while working with your agent, but after you should continue to stay in contact with them since they have a world of recommendations for contractors, professionals, business owners, designers and so much more.

Realtors should also have excellent negotiating skills since that is what brings the deal together. We

unite buyers and sellers, bringing personalities together. Homes are truly unique and so are their owners, so you need to hire someone who identifies what type of person is going to be the perfect fit. This may affect you financially and individually since in every transaction feelings can play a role. Realtors have the leverage to keep everyone on task and uphold a professional relationship between all parties.

In the end, real estate agents will help buyers find their dream home while helping sellers protect their lifetime investment.

Lorraine Amaral, William Pitt Sotheby's International Realty, (203) 702-3917