



## Why would I want to hire a Realtor??

We're glad you asked!

Real estate agents have gotten a bad rap for many years, and in some cases it is warranted. But most Realtors work hard to do their very best for their clients and want to make sure you are getting what you pay for! Lots of people feel that commissions are too high and Realtors don't earn those commissions during the transaction, but in addition to the monetary expenses we may incur on any one deal, our value continues in the form of our expertise in all facets of your transaction. For example:

**1. Contract negotiations including but not limited to;** deadlines, extensions, inspections, title, appraisals and closings are all components of a real estate transaction. Having a professional to negotiate these components is wise, especially if the person/people buying your home has/have an agent working specifically with them!

**2. Realtors are members of the Multiple Listing Service** which allows your home listing to be seen by agents all over the state. Additionally, most Brokers have social media pages which expands your home's exposure to people all over the world!

**3. Having A Realtor gives you peace of mind that is priceless.** Knowing that your Agent is working specifically to meet your needs and is obligated to perform *\*Fiduciary Duties* for you, their client, is knowing that you will have the best possible experience when selling your home!

Some of the many costs that a Realtor incurs when listing your home are as follows:

- Professional Photos/Drone/Virtual Tours
- MLS subscription per month
- Comparative Market Analysis generation
- Contract/Documentation prep and platform fees
- Yard sign costs

So, even though many people don't feel it's necessary to hire a Realtor for the sale of their home, it's easy to see the great value in it!

## Fiduciary Duties of a Real Estate Agent

- **Accounting:** The agent must account for all funds entrusted to them and not *commingle* (combine) client/customer funds with their personal and/or business funds.
- **Care:** The agent must use all of their skills to the best of their ability on behalf of the client.
- **Confidentiality:** The agent must keep confidential any information given to them by their client, especially information that may be damaging to the client in a negotiation.
- **Disclosure:** The agent must disclose to the client any information they receive that may benefit the client's position in a negotiation.
- **Loyalty:** The agent owes undivided loyalty to the client and puts the client's interests above their own.
- **Obedience:** The agent must obey all lawful orders that the client gives them.