

Buying a home?

USE A REALTOR



Once you're ready to buy a new property, you may have a million questions ranging from where to start looking, to how to place your bid.

Finding a trusted real estate agent to buy your next home will save you time and create peace of mind while building a partnership that will guide you as you make dozens of decisions.

Patten Title has worked with hundreds of amazing real estate agents, and here are the top 10 reasons why a good agent is vital when buying a property.

HELP FIND THE BEST FIT

Real estate agents understand budgets, and they know the market. They'll talk to you about comparable homes and explain how to make a bid for a fair price.

Your agent can also point out possible bargains — the occasional house that has great value with a price tag ready to sell. One of the biggest time savers a real estate brings is their ability to weed out houses that seem like they might be good fits for a buyer but aren't. Internet photos of houses can be enticing, but often, your agent knows the story behind a house.

EFFICIENCY & SPEED

How quickly are you looking to buy? According to the National Association of Realtors, [88% of home buyers](#) purchased their property from a real estate agent or broker. Why is this important to speed and efficiency? Because it shows that buyers have confidence that their agents can quickly target houses that fit their budget and needs. They can help you weed through the homes you don't need to see and guide you through the bid process.

INDUSTRY CONNECTIONS

Real estate agents compete for clients, but they know that working together is mutually beneficial after a house has been listed. Your agent is [connected to and works with other agents](#) in your area, and they know if they have a house that fits their

client's needs. Real estate agents can help find overlooked properties or houses on the verge of going on the market but haven't yet.

They also direct you to [the best title company](#) and can start you on the right path with a solid mortgage partner.

MARKET KNOWLEDGE

Real estate agents have access to market data that helps buyers make decisions. They'll know the [comparable sale prices](#) for properties that recently sold in each neighborhood where you are shopping.

INSIDE NEIGHBORHOOD SCOOP

Real estate agents have first-hand, inside [information about the neighborhoods](#) buyers are looking at for a new house. They can give data about the resale values of homes, comparable prices of homes that were recently sold, the rundown on school systems, and point out the general strengths and weaknesses of each neighborhood.

Many agents also know the best coffee shops, grocery stores, and restaurants within walking distance. With this knowledge, they can help you compare neighborhoods if you are looking in more than one.

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HOUSING EXPERTISE

You could have hundreds of questions about a house you've visited and are interested in making a bid on. For instance, if the kitchen isn't updated, what's a ballpark figure to consider an upgrade? Your agent has enough knowledge about homes to create a ballpark figure and can even help you develop a [list of contractors](#) if necessary.

COMPENSATION IS NEGOTIABLE

For a buyer, their representative's compensation can take on multiple forms, so it should be negotiated before services are engaged. Examples of a buyer real estate agent's compensation include, but not limited to: fixed-fee compensation paid directly by consumers; concession from the seller; or a portion of the seller agent's compensation.

Real estate agents work hard because they want to earn that compensation, and it's to their benefit to be on call. A buyer needs to find an agent with which they're comfortable and have pre-negotiated compensation plan. The National Association of Realtors reports that [88% of buyers](#) would use their agent again.

HELP YOU REVIEW CONTRACTS AND DOCUMENTS

A flurry of documents flies quickly [at closing time](#). Closing is Patten Title's area of expertise, and your agent can help you review your documents before closing day to ensure there isn't anything you don't understand. They'll also help with inspections and negotiating any conditions that could be part of the deal.

ACCESS TO MLS

The [Multiple Listing Service \(MLS\)](#) is a private database maintained by real estate agents that lists all available public information about a home, including sale price, square footage, taxes, and the number of bedrooms and bathrooms.

It's true that houses for sale are almost always listed publicly on internet sites like realtor.com or Zillow, but they always appear on the MLS first. In a competitive business where timing is important, having a real estate agent with access to the MLS matters.

THEY SHARE YOUR RISKS

Because agents work independently, they are motivated to work quickly, efficiently and with the buyer's best interests. The business model is mutually beneficial, so both parties are affected if something goes wrong with a transaction.

