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### **Reasons You Need a Realtor®**

1. A real estate transaction is complicated! In most cases, buying or selling a home requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds, and multi-page government mandated settlement statements. Having a knowledgeable Realtor® guide you through this complexity can help avoid delays and/or costly mistakes.
2. Buying or selling a home is time consuming. Homes in our area stay on the market an average of 116 days and it can take another 60 days or so for the transaction to close after an offer is accepted.
3. Real estate has its own language. If you don't know a CMA from a PUD or a HUD, then you can understand why it's important to work with someone who speaks the language.
4. Realtors® have done it before! Most people only buy and sell a few homes in a lifetime, usually with quite a few years in between each transaction. Even if you have bought and/or sold before, laws and regulations change **every year**. A Realtor® is always up-to-speed on recent changes, so having an expert on your side is critical.
5. Realtors® provide objectivity. Since a home often symbolizes family, rest, and security, home buying and selling is often a very emotional process. For most people, a home is the biggest purchase they will ever make. Having a concerned, but objective, third party helps you keep focused on both the business and emotional issues that are most important to you.
6. Realtors® are members of the NATIONAL ASSOCIATION OF REALTORS®, a trade organization of nearly 1 million members nationwide. Realtors® subscribe to a stringent [code of ethics](#) that helps guarantee the highest level of service and integrity.

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