

What To Expect

So maybe you're thinking:

"I'm not ready to work with an agent yet,"

What that really translates to is:

- I don't know what an agent can do for me, and I don't know you.
- I'm leary of agents because they might try to sell me a home I don't want.
- I can find my own home.

Top Reasons To Use A Real Estate Agent

1

Better Access / More Convenience

A Broadpoint agent's full-time job is to act as a liaison between buyers, sellers, and renters. For example, if you are looking to buy or rent a home, a real estate agent will track down homes that meet your criteria, get in touch with sellers' agents and make appointments for you to view the homes. If you are buying on your own, you will have to play this telephone tag yourself. This may be especially difficult if you're shopping for homes that are for sale or rent by owner.

2

Education & Experience

We've seen it all and we want to ensure this transition is as smooth and exciting as possible for you. Working with a Broadpoint Agent makes you immediately part of our family. We want to find you your perfect home, and our proven needs assesment and lifestyle matchup discussion allows us to do just that. Never feel uncomfortable along the way, the Broadpoint team makes sure to provide resources, a fiduciary responsibility, and education of the whole process as well as help for getting set up after your purchase or sale.

DID YOU KNOW? The Golden Rule of Renting is to seek an apartment that is roughly one week worth of bi-weekly pay or two weeks worth of your weekly pay. This allows the renter to be able to maintain their lifestyle comfortably.

3

Agents Are Buffers

We take the spam out of your property showings and visits. If you're a buyer of new homes, your Broadpoint agent will whip out their sword and keep the owner's agents at bay, preventing them from biting or nipping at your heels. If you're a seller, Broadpoint agent will filter all those phone calls that lead to nowhere from lookie loos and try to induce serious buyers to write an offer immediately.

4

Price Guidance

Contrary to what some people believe, agents do not select prices for sellers or buyers. However, an agent will help to guide clients to make the right choices for themselves. If a listing is at 5%, for example, an agent has a 5% vested interest in the sale, but the client has a 95% interest. Selling agents will ask buyers to weigh all the data supplied to them and to choose a price. Then based on market supply, demand and the conditions, the agent will devise a negotiation strategy.

5

We Are Pro Negotiators

Let us negotiate so you don't have to! Hiring a realtor allows you to remove yourself from the emotional aspects of the transaction. We are pros at what we do and are trained to present our client's case in the best light and agree to hold client information confidential from competing interests.

Real Estate Fun Facts:

<http://www.bunburyrealtors.com/blog/2014/02/15-fun-real-estate-facts/>



120%

Increase of homeowners chance of selling when using a Realtor



31

Average age of first time homebuyers



TGIF

Best day to list a home!



57%

People said they would give up a home with a larger yard for a shorter commute