

TOOLS OF A REALTOR

THINGS A BUYER MIGHT NOT KNOW ABOUT THE PROCESS OF
BUYING A HOME.

PRESENTER : TIM COMSTOCK, 2020 PRESIDENT
VENTURA COUNTY COASTAL ASSOC. OF REALTORS®
REALTOR® DRE LICENSE. 01738643





WE SUPPORT HOME OWNERSHIP

REALTORS® ARE ADVOCATES FOR HOME OWNERSHIP AND PRIVATE PROPERTY RIGHTS. WE KNOW THAT OWNING A HOME IS ONE THE BEST WAYS TO BUILD WEALTH AND FINANCIAL SECURITY. ALSO, WHEN A PARENT IS A HOMEOWNER, IT IS MORE LIKELY THAT THEIR CHILDREN WILL BECOME HOMEOWNERS AS WELL.

10 THINGS A REALTOR DOES FOR A BUYER

- Help find the home
- Provide knowledge about inspections, hazards and red flags
- Be an unemotional negotiator
- Help avoid closing problems
- Professionally handle all the essential paperwork
- Help negotiate repairs or credits if needed
- Provide list of trades and service providers
- Help provide Pricing or valuation knowledge
- Provide neighborhood expertise for things like walkability, parks, schools etc.
- A REALTOR® is ethical and will always put the client's needs first

A REALTOR® IS A NEIGHBORHOOD EXPERT

- Using a Real Estate Professional to buy a home can prevent so many headaches and mistakes. They can make finding that home much easier. Plus they know how much a home is worth based on age, condition, location and comparable sales in the area.
- Does a house have repair needs? Your REALTOR® has a list of trades people that can help fix most deficiencies with a home. Sometimes it makes sense to buy a fixer with the right loan product and have trades lined up to make it look the way you want it.



A REALTOR HELPS AVOID CLOSING PROBLEMS

- There are many things that can go wrong when you are in the process of buying a home
- Imagine finding a problem with the home or title or loan issue (don't panic)
- A good agent has seen it all before and knows the steps needed to move forward to facilitate the purchase. Sometimes problems happen and are resolved without the buyer even having to get involved.



A REALTOR® HAS A FIDUCIARY DUTY

- A REALTOR® has a fiduciary duty to always put their client's interest first.
- A REALTOR® follows a policy of honesty, integrity and treating all people fairly
- A REALTOR® is held to a higher standard than a licensed agent, They abide by a National Code of Ethics that is enforced at a local level
- REALTORS ® support diversity, equality and the home ownership dream