Buying Or Selling A Home?

Should You Hire A Broker?

Part I of II
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Are you planning to buy or sell a home? If so, should you hire a real estate broker to handle your transaction?

A real estate broker is a trained individual who can provide you with pertinent information about real estate values, financing and standard sales agreements. Most real estate brokers are listed in the yellow pages of the telephone directory or run advertisements in the local newspapers.

You would be wise to interview several brokers before hiring one to represent you. A good broker will gladly provide you with names and telephone numbers of previous clients so you can call these people as references.

Selling Your Homes Through A Broker

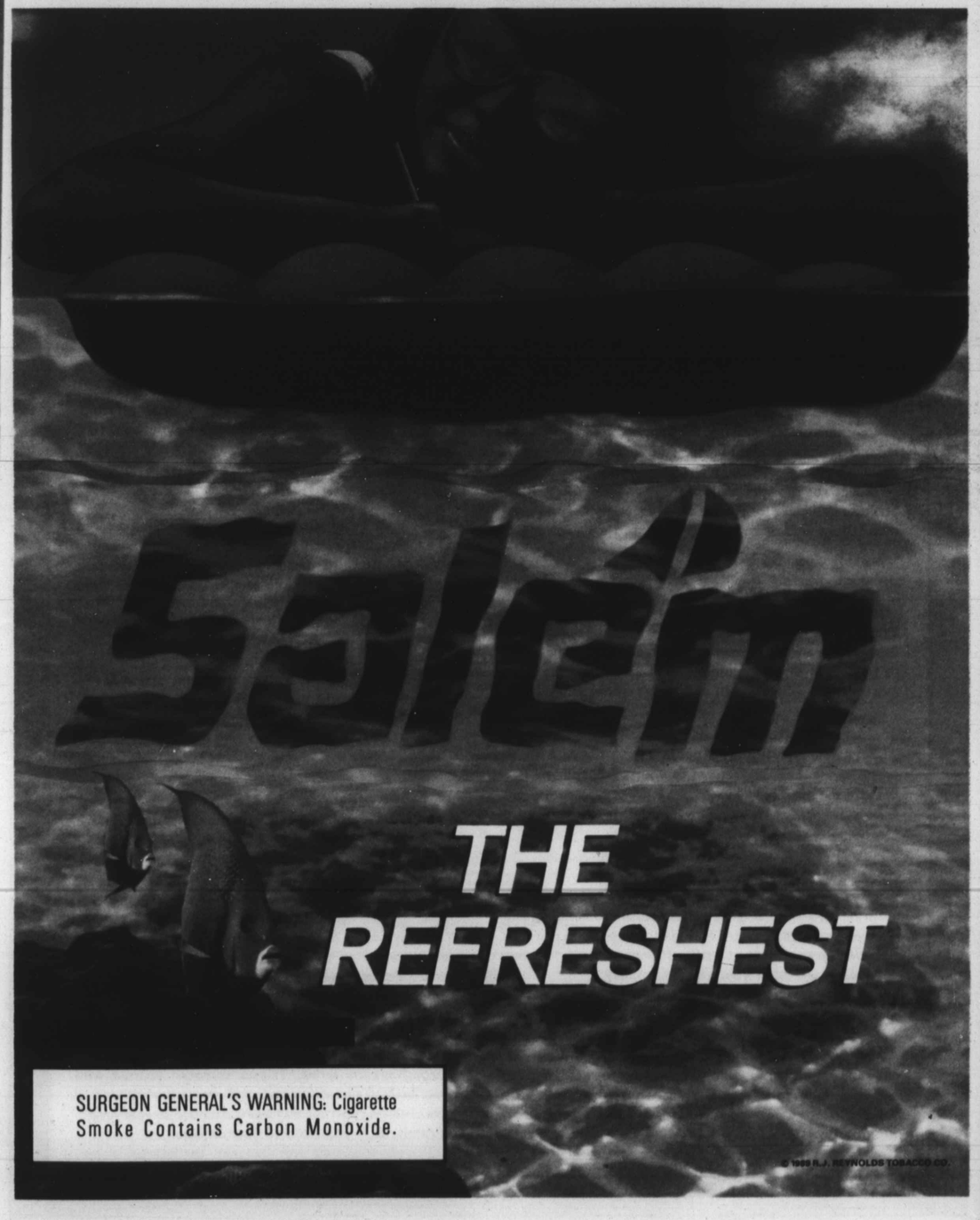
If you decide to sell your home through a broker, here are several things you should discuss with your agent:

Sales Price

To price your home realistically, you should ask the brokers you interview for the recent asking prices and actual sales prices of comparable homes in your neighborhood. Be wary of a broker whose suggested asking price is way out of line with the suggestions from other brokers.

Marketing

Most consumers want their homes placed in the Multiple Listing Service (MLS), a broker information network which publicizes homes for sale. Most brokers depend on the MLS to select homes to show potential buyers.

The MLS also can help you and the broker set a price for

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