

# THE ESSENTIAL REAL ESTATE AGENT

Buying a home is the largest and most complex transaction most people will make in their lifetime, with volumes of property, neighborhood, transaction, legal and regulatory details to navigate. Having an expert, local professional manage the process is more important than ever.

## NAVIGATING THE BUYING PROCESS

Real estate agents wear many hats...



### Community

- Know local, county and state property taxes
- Decipher public property information
- Advise on price trends, schools and neighborhoods



### Financial

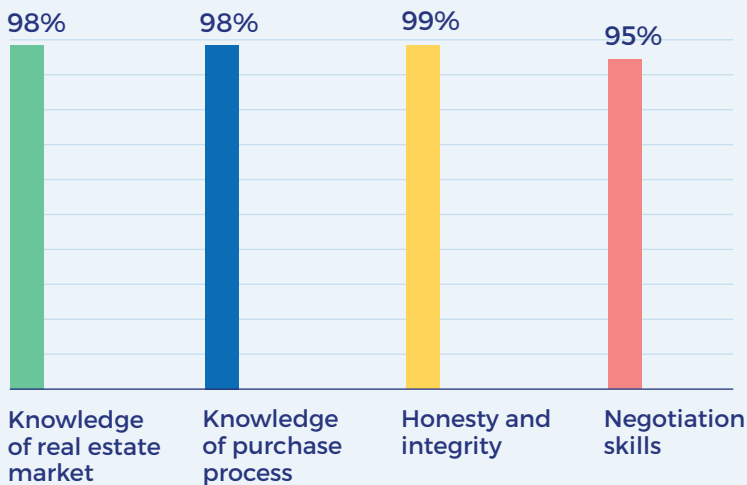
- Coordinate with lenders
- Research mortgage rates and terms
- Schedule appraisals and inspections



### Legal

- Manage attorney reviews
- Navigate all required state and federal forms
- Handle closing documents

## HOME BUYERS' SATISFACTION WITH REAL ESTATE AGENTS



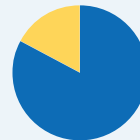
Data according to National Association of REALTORS® 2019 and 2020 Profile of Home Buyers and Sellers Reports

## AN EXPERT RESOURCE



**97%**

of home buyers consider their real estate agent to be a useful source of information.



**83%**

of first-time home buyers say their real estate agent helped them understand the home buying process.

## REAL ESTATE AGENT TO-DO LIST

- Educate clients about transaction process
- Search broadest database of available homes
- Research information about properties
- Arrange tours of homes
- Navigate home inspections
- Negotiate best possible price

## YOUR ADVOCATE

Expert real estate agents save home buyers time and help take stress out of the process. In fact, **91%** of home buyers say they would engage their real estate agent again or recommend them to others.