

# REALTOR® VALUE



## TOP 5 REASONS TO NEVER BUY/SELL WITHOUT A REALTOR®



**#1** IT PAYS TO USE A REALTOR®. Agent-assisted homes typically sell for at a 13% higher sales price than a for-sale-by-owner property.

**#2** REALTORS® ARE EXPERT NEGOTIATORS. They can help you navigate complex contracts and be your advocate in negotiations.

**#3** REALTORS® ARE EXPERIENCED. You want a professional to handle forms, reports, disclosure & other technical documents.

**#4** REALTORS® ARE CONNECTED. Mortgage brokers, attorneys, home inspectors, stagers, interior designers, the list goes on. Use them.

**#5** REALTORS® FOLLOW A CODE OF ETHICS. They are held to a higher ethical standard than licensed agents.