

Why use a REALTOR®

Work with Someone who will WORK WITH YOU

- When it comes to buying or selling a home, you want to feel like you're part of the process.
- You want a partner to work with you - someone to help guide you through the unknowns and the never-ending list of terms and conditions.

To become a real estate agent in New York, an individual must be licensed by New York State, either as an agent/salesperson or as a broker. Before licensing, minimum standards for education, examinations and experience must be met. After receiving a real estate license, most agents go on to join their local board or association of REALTORS® and the [NATIONAL ASSOCIATION OF REALTORS®](#), the world's largest professional trade association.

Only real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® are called REALTORS®. As REALTORS® subscribing to a strict code of ethics, we are expected to maintain a high level of knowledge of the process of buying and selling real estate.

- REALTORS have the expertise, resources and dedication to guide you through a real estate transaction.
- We understand contracts, finances and the laws that apply to sales and purchases. We have the resources you'll need to find just the right combination of location, amenities and price range.
- We have the skills and experience to handle negotiations and marketing of your property, including the final inspection and closing.

Working with a REALTOR ensures you that your transactions will be handled professionally which is why it makes sense to talk to us before you buy or sell.

How a REALTOR Can Save You Time and Money When Buying or Selling Property

Financing:

REALTORS can help determine how much home you can afford, explain different financing options, and refer you to the best-qualified lender.

Selection:

REALTORS have the resources to investigate all available properties and provide objective information about each property regarding the community and other important issues.

Negotiation:

REALTORS can advise you on the following factors: price, financing, terms, date of possession, repairs and furnishings.

Inspection:

REALTORS can help provide enough time in the purchase agreement for inspections and investigations plus, advise you on which ones are required or recommended.

Closing:

Every area has its own unique closing or settlement customs. A local REALTOR can help guide you through the process.

Pricing:

When selling property, REALTORS can give you current market information to sell your property quickly at the best price and with minimum hassle.

Marketing:

A REALTOR can recommend repairs to enhance the salability of your property and expose it to other agents, the public and cooperative marketing networks.

Working with a professional member of the National Association of REALTORS® has many advantages least of which is having a million plus member organization watching out for you and standing behind everything you do.