



10 BENEFITS OF WORKING WITH A REAL ESTATE AGENT WHEN BUYING A HOME

1. THEY'LL GET YOU A BETTER PRICE

When you use a real estate agent in the purchase process, they will help you get the most for your budget. They are there to know when a home is priced well, or too high, or maybe even too low for the neighborhood it's in. Your agent wants your purchase price to be a great investment so you can reap the financial benefits of being a homeowner. A real estate agent is knowledgeable about what certain features are worth and how that will impact your finances for years to come. Best part, your agent is there to ensure you don't pay too much for your home or the neighborhood it's in.

2. THEY'LL SAVE YOU TIME

If you ever sat down at the computer to start your home search you are already aware of how long this process can take. Searching for homes can be an endless time-consuming game. Once an agent understands the specifics of what you're seeking in a home, they can work to weed out anything that doesn't match your criteria. Also, agents attend events and open houses all the time on behalf of their buyers so they do not waste their buyers time. Working with a real estate agent is the best way to eliminate looking at homes that simply will not work for you.



3. THEY HAVE ACCESS TO MULTIPLE LISTING SERVICE

The Multiple Listing Service is one of the most effective communication tools in the home buying and selling marketplace. Unfortunately, you don't always have access to it unless you're working with a real estate agent. This isn't to be confused with many of the online home search tools, as they don't always contain all of the available listings which could hurt your search. The Multiple Listing Service is a powerful tool in the real estate industry that is designed to alert agents to things like open houses, new listing notifications and other useful tools to put you in the right place at the right time.

4. THEY HAVE AN INNER PROFESSIONAL NETWORK

The real estate professional network is unlike any other business network that you might be familiar with. Real estate agents are consistently interacting with each other about properties and discovering hidden gems along the way. This is not an inner network of people that you are likely to travel in the same circles with, so having access to that network will prove to be incredibly valuable in your home buying pursuits. Don't be afraid to ask your agent about some of the professional real estate associations they may be affiliated with within their industry.



5. THEY KNOW THE LAY OF THE LAND

One of the best features of working with real estate agents is that they fully understand the city they work in. For you, this translates into market knowledge, neighborhood background and real estate insights you may not otherwise be privy to. This will come in handy when you have specifics about what kind of neighborhood you want to live in, how far you want to commute to work, or what kind of schools you want your kids to attend. For example, you might find a home that you really adore; an agent will be able to tell you more about the neighborhood as far as things like the quality of the schools, crime rates or pending commercial development.

6. THEY KNOW THE MARKET

The real estate market is one that changes from week to week. Some changes are small like minor price fluctuations in a neighborhood, while others are more significant like interest rates. Each state, city and small municipality has their own real estate markets beyond what is happening on a national level. Real estate agents are constantly monitoring these changes for their buyers which keeps you informed of all of these volatile details so you can purchase your new home at the best possible time.



7. REQUESTING REPAIRS

Often, the touchiest part of a real estate purchase involves the delicate dance of requesting repairs. A real estate agent will be able to identify trouble that you may not see, as well as recommend a good independent home inspector who will provide a detailed report on problems with the house.

These reports can be dozens of pages long. Within all those pages, some problems are important and others aren't. If the house is in reasonably good condition, requests for repairs can make or break a deal. The agent will have a good sense of what's reasonable to request and what's excessive.

8. PAPERWORK

If you have never been through a real estate transaction you may be unaware of how much paperwork has to be done in accordance with city laws, regulations, and financial legalities. The best part of having a real estate agent is having someone to handle this load of paperwork and to ensure it's done properly. It only takes one small mistake to completely derail a real estate contract or purchase agreement. This benefit alone is worth hiring a real estate agent.





9. THEY UNDERSTAND COMPLEX TRANSACTIONS

Real estate agents understand all of the complex processes that take place in a real estate transaction. For instance, the home inspection and being able to interpret unfamiliar details effectively to you. An agent will also understand communications from your loan officers and underwriters which will help you feel organized and highly aware of what is happening in your property transaction. As issues arise, or information is needed from you, your agent can quickly advise you on how to retrieve anything needed so your purchase can progress with less stress.

10. THE NEGOTIATOR

Many people dislike the art of negotiating. Your real estate agent will likely love this process, in fact, this should be one of their special talents. When you have someone who is negotiating on your behalf, not only does a transaction typically happen smoothly, it allows you the freedom to get exactly what you want without being the bad guy. As the buyer, you are in the hot seat right out of the gate to make a great offer. Your real estate agent is trained to build a quality offer and negotiate any details of that offer on your behalf. While you might experience stress waiting to see if that offer is accepted, you will not have to sit across from the seller and do this on your own.



AS A BUYER, YOU NEED AN EXPERIENCED AND PROFESSIONAL TEAM ON YOUR SIDE TO PROTECT YOUR INTERESTS THROUGHOUT THE ENTIRE PROCESS.

We hope that you are motivated to find the right real estate agent to help you with your next real estate transaction. We suggest asking friends and family for real estate agent referrals and doing some online research to find the best agent that suits your personality or property. Some real estate professionals work within small niches that may prove to be helpful depending on the type of property you are in the market for.

NOAM HOMES is a professional real estate brokerage serving buyers and sellers of properties in Jerusalem and the surrounding areas. The brokerage is comprised of a close group of talented realtors, with unrivaled experience and market knowledge.

We are very honored to be recognized by MADLAN as a TOP 10 Real Estate office in Jerusalem for 2020 & 2021.

We're here to assist you with buying or selling your home.

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