

Why Use a Realtor?

Using services of a professional saves not only time, but avoids costly mistakes and anxiety over unwise decisions.

Do-it-yourselfers might think they can avoid paying sales commission, but good service always has its value, otherwise we wouldn't be willing to hire electricians, plumbers, mechanics, dentists, accountants, etc. It's important to note that homes sold with the help of a Realtor had a median sale price from **16 to 27 percent higher** than those sold by individual homeowners. Local Realtors know the housing market and how to best market your property to the widest group of buyers for the highest priced sale. If you decide to put out your own lawn sign, you will be missing many services provided by a Realtor.

A good Realtor uses extensive marketing to get your property to the most buyers' eyes. Over 80 percent of buyers now turn to the internet to find property and Discovery Properties is well connected on the web, with both the Park City Multiple Listing Service (reaching over 1,000 agents) and the Wasatch Front Multiple Listing Service (reaching over 11,000 agents) We also are included on many other internet sites and magazines. Exposure is one main reason you want to list with a realtor.

Another reason to use a trained Realtor is to protect your financial and legal interests. Things can go wrong or get difficult, and when they do you will want a trained professional to protect your interests. Realtors will make sure you fill out required documentation about your property, which protects you from legal actions in the future. For instance, sellers must disclose facts known to the seller that materially and adversely affect the value of the property and that are not readily observable, like mold, lead based paint, faulty electrical wiring, property line disputes or unresolved legal actions. Without representation you might end up in a lawsuit following the sale over any of these items.

Local Realtors simply know how to work with people and are accustomed to negotiations and the legal contracts required to protect you. Trying to accomplish all the necessary documentation of a sale can be daunting.

Realtors can also give you advice on other available professionals to help in a sale such as appraisers, home inspectors, lenders, home warranty and title companies. Knowing your sale was done right and that it's financially sound can bring comfort to sellers.

You have a life to live – let our full time, professional, local Realtors save you time, anxiety and help you avoid costly mistakes when selling your property.