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nonfiction
380 words

Why the Buyer Needs An Agent

If you have been driving through the neighborhoods or scanning the want ads in search of your dream home, you've probably noticed that there are zillion real estate agents out there, all looking for buyers. Sometimes it seems there is a different agent for every home on the market. You don't have to talk to them all. In fact, you only need to talk to one.

Here's why: Real estate agents swap information through multiple listing services. If they do not have a home to suit you among their own listings, they can go through the multiple listing service to find everything on the market in the area.

Even before going through the listings, through, a good agent can help you better understand what you are looking for, by talking with you about locations and neighborhoods, architectural styles, home sizes, and other features. By going over your financial situation with you, the agent can help you decide how much house you can afford.

A good agent can even help you pre-qualify for and find a mortgage, by showing you the available mortgages and interest rates, and by arranging interviews with lenders. Pre-qualifying often makes a sell take your offer more seriously, and it helps you get a mortgage more quickly after your agent has helped you negotiate an agreement with the seller.

Remember, the agent wants the transaction to work well for you, so that you will refer them to others who are looking for an agent.

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So, after helping you pre-select the range of homes you want to see and can afford, a good agent will be happy to take you house hunting in an efficient and pleasant way. Rather than having to make appointments and deal with a zillion agents and sellers, you can sit back and let your own agent guide you through the maze to the home you wanted all along.

Since you are home hunting, you may want to consider New Construction as well. Often you can visit a retail center and view several homes at one location. You can also use a Realtor when purchasing new construction.

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