



Talking Real Estate with Steve Slicker

Hi folks,

You may not know this but sometimes I really struggle with what I'm going to write about every second week in our local paper, I would be happy to bore people all day every day about my job because I love it and really wouldn't do anything else however I am aware that some people out there do not love what I do and question why real estate agents are necessary. Let's face it we are one of the least trusted careers alongside politicians and used car salespeople. So this week the question is "Why work with a real estate agent?"

1. Saves time! Undoubtedly one of the most commonly cited benefits of working with an agent when buying a property is the ability to save time. Real estate agents do the hard work for you by obtaining all the details and then showing you only those properties that meet your pre-established criteria.(in theory)

2. Saves money! Not only does working with an agent allow you to focus efforts on properties that meet your needs, but research also shows that it actually saves money in the long run. Sellers view agents as more objective during the negotiation process, and buyers that work with agents have access to the best deals. Remember, even in a buyer's market the best deals can still go fast. Many properties are already under contract by the time they make it into the magazines or internet sites whereas some agents send out weekly or even daily updates of newly listed properties.

3.Reduce stress! Real estate agents are able to work with valuers, builders and others to streamline the entire transaction and keep things moving along by providing a single, reliable point of contact. Should anything go wrong, agents are able to access their network of contacts and expertise to assist every step of the way.

4. Local knowledge! Some of the best buying opportunities never even make it to the market. But working with a knowledgeable agent can get you ahead of the game and into your next home without having to compete with other buyers.

If you are thinking of selling or moving, please contact me on the numbers below or via my website www.steveslicker.com .

Kind regards,

Steve Slicker

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