

REALTORS® provide you with
valuable services when buying
or selling a home.

Make the right choice—work
with a REALTOR®.



www.mdrealtor.org

2594 Riva Road
Annapolis, MD 21401

800-638-6425



*"There's no place
like home!"*

Maryland REALTORS®
help people find homes.



Why Use a Realtor®?

The REALTOR® Commitment

All "REALTORS®" are real estate agents, but not all real estate agents are REALTORS®.

Maryland REALTORS® are bound by the NATIONAL ASSOCIATION OF REALTORS® (NAR) strict Code of Ethics and Standards of Practice that commits them to treat all parties to a transaction honestly. REALTORS® are expected to maintain a higher level of knowledge of the process of buying and selling real estate.

Your REALTOR® is the professional you choose for advice on the most important financial transaction you will ever make.

I thought I'd save some money by selling my home myself. Then a REALTOR® sold my neighbor's house for about 20% more than mine a week after I settled. I wish I had used a REALTOR® too!

Look for the REALTOR® logo when choosing your real estate agent.



HOW DOES YOUR MARYLAND REALTOR® WORK FOR YOU?

For Buyers, your REALTOR®:

- **Helps you determine your buying power** and identify qualified lenders
- **Assists you in the selection process** by providing objective information about each property.
- **Provides due diligence** during the evaluation of the property, pointing out unnoticed features or potential problems
- **Helps you negotiate your purchase**
- **Guides you through the closing process**, making sure everything comes together smoothly.

I thought I'd keep 100% of the selling price by not using a REALTOR®. Yes, I got a ton of phone calls, but I also got a lot of strangers showing up at my door and calling at all hours. I didn't realize that almost all qualified buyers go to a REALTOR® to find houses in the first place. My prospects from off-the-street just wasted my time.

For Sellers, your REALTOR®:

- **Gives you up-to-date information** about what is happening in the marketplace and the price, financing, terms and condition of competing properties.
- **Markets your property** to other real estate agents and the public, and knows when, where and how to advertise it
- **Helps you objectively evaluate** every buyer's proposal without compromising your marketing position
- **Helps you negotiate your sale**
- **Guides you through the closing process**, making sure everything comes together smoothly.

Online Resources For Buyers and Sellers

www.mdrealtor.org The road to homeownership can often be intimidating, confusing and challenging. The Maryland Association of REALTORS® helps you travel that road by providing tools to help you understand and move through the process and learn about programs that can help you find your home. Click on "consumer information" or "Housing Opportunities."

www.REALTOR.com The world's largest database of homes for sale. Search online for homes in your area.

www.REALTOR.org Select the Consumer section for more information on buying and selling a home.

I thought that putting an ad in the paper and a sign on my own lawn was all I had to do. All kinds of people answered my ad and showed up to look at my house. Half of them were 'tire-kickers' and the rest made me feel uncomfortable. I'll never let that many strangers in my house again.

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