

What A Realtor Does For You:
A Series of Articles on the Real Estate Transaction.

What a Realtor Does For You
#1 In A Series: Why Use A Realtor?

Why use a realtor? What does a Realtor do to earn their commission exactly? This series of articles will examine the real estate transaction, the roles of all of the players and how the law is ultimate authority when questions and disagreements arise.

The Realtor is an Agent, Agent means the Realtor acts for others. In the Real Estate world, there are two others for whom the Realtor works: the client, buyer or seller, and the brokerage to which the Realtor is registered. A special condition can arise when the Realtor has the listing (Agent for the Seller) and brings the buyer (Agent for the Buyer). This situation is called Dual Agency and had it's own special rules. We will cover Dual Agency in a future article.

Other areas this series will address are working with your agent, the best ways to get a quick sale, why a buyer should be qualified before a realtor will accept that they are a serious purchaser, why does a 25 year mortgage have a five year term? We will cover all of these subjects in some detail.

Why This Isn't a Blog

At Deborah Kurtz.com our passion is real estate. Since Deborah was five she's known she would be involved in real estate, sitting, kicking on a fence telling her pre-school age friends she would own multiple properties one day.

However, that doesn't mean it's been easy. Through our years of experience in purchasing, operating and selling real estate we have developed a unique perspective on the process we would like to share with you through a series of articles, as opposed to a running commentary blogish organ.

So hold on, here we go.