

# REALTORS® Help Smooth the Home Buying Process

The home buying process can seem complicated and overwhelming when you want to get the right home at a fair price, getting the best mortgage rates and calculating the closing costs. This is where a REALTOR® can help you through the home buying process and turn an overwhelming experience into an exciting one.

The role of the REALTOR® is to bring together buyers and sellers for the purpose of selling a property. They are licensed real estate professionals and are members of the Calgary Real Estate Board. REALTORS® have access to the most powerful marketing system for real estate the Multiple Listing Service® (MLS®), which gives them listing details for a wide cross-section of properties potentially including your "dream home".

## Choosing a REALTOR®

You need to clearly understand what your relationship is with the REALTOR® when you are the buyer. Will they have your interests as a priority? Or will the seller be their priority? In some cases, it might be both. The REALTOR® will clearly outline the various relationships before you begin working together.

Meeting with 2 - 3 REALTORS® is a good idea, so you will find the one that has the best balance of knowledge and experience in the kind of home you are looking for. Once you have found a REALTOR® you like, be loyal to them as they will be expending time and energy to find you your ideal home.

## Finding your new home

A REALTOR® will help you to narrow down specific areas for your new home and will guide you through what you really need, want and can really afford.

A REALTOR® will show you what is currently on the market, go with you to view the property and help you determine if the property is a good fit for you or not. Once the REALTOR® has helped you find your "dream home" they can also help you find the right mortgage and financing options. Getting a mortgage pre-approved is a good idea because you know how much you can afford.

## Signing the contract

A REALTOR® knows the legal guidelines that govern real estate agreements and has the training to guarantee that you have a contract that is enforceable and legally binding. This is probably the biggest purchase you will ever make and you can relax knowing that your REALTOR® is there to help you along the way.

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