

The Benefits of Being an Experienced Realtor

1. Knowledge
2. Knowledgeable on several areas of the city
3. Experienced negotiator
4. Keeps clients out of trouble
5. Network of mortgage broker, home inspector, lawyers, etc
6. Can explain contracts better
7. Experience
8. Large customer base
9. Contacts & referrals (bigger & better networking group)
10. Trust
11. Been around for all the cycles of real estate
12. Knows market trends
13. Better understanding of the current marketplace
14. Instills more confidence in clients
15. Has dealt with different people & understands different needs
16. Connection
17. Knows the business
18. Analyzes every situation & economy and does the right thing
19. Knows how to advertise
20. Knows how to fulfill client's needs
21. Attends seminars & classes
22. Teaches & continues learning
23. Never gives up
24. Has good judgment
25. Can narrow down what client is looking for & save time
26. More recognized & respected
27. Less nervous so communicate information smoothly
28. Better listener