

# 3 Reasons You Need A Real Estate Agent

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Experts predict a [better housing market in 2020](#) with moderate growth as lower mortgage rates. There are still some expected challenges for home buyers to find the perfect home due to real estate listings shrinking in the foreseeable future.

Whether you're buying or selling your home, the [condition of the market](#) impacts your decision making process significantly. Not being familiar with the entire process can however, make it difficult for you to reap the maximum benefit. Hiring a real estate agent is your best bet at getting the most out of your transaction.

Here are a few more reasons why hiring a real estate agent is the wiser decision to make when buying or selling a property.



### **Makes things easier for you**

Your real estate agent has no personal investment in your home, which means they can remain objective throughout the process. This is a crucial skill that helps make the decision making process much smoother and relatively quicker.

They also know the entire process like the back of their hand not to mention better access to listings and a larger network to tap into.

Once they know your criteria and/or specifications, they take on the job of finding the most suitable property or prospective buyer.

### **They help you during the negotiation process**

Real estate agents are better equipped with the skills and knowledge to handle negotiations. And there are plenty of exchanges where you simply can't avoid negotiations.

Agents have to exercise fiduciary responsibility to help you get the best deal.

Moreover, they have their own techniques to maneuver negotiations in favor of their client and stay objective throughout the process.

### **They can help you price it right**

Real estate agents go through the extensive process of comparing your house to others on the market and assessing the market conditions to help you set an accurate price. While this is a negotiable offer, it's crucial because it helps you attract buyers without losing out on profit.

Without an experienced professional's insight, you could end up being a deer in headlights when it comes to pricing your home. Or you could make the mistake of pricing it too high. This can scare potential buyers off and leave your house on the listings too long, which means it can go stale.

Looking for more than just standard buyer and seller services? We offer discounts for our [full real estate services](#) in Kent, Auburn, Maple Valley, Renton, and Covington in Washington. Contact us at 253-232-3101 for more information.