

price you want?

- Inexperience may cause you to outlay cash to improve your property, which may not increase the sales price of your home by an equal or greater value.
- You may not always get the best advice from friends and associates if they are not Real Estate Professionals.
- You may show your property to scores of would-be buyers, spending time, money, and effort—only to end up paying a commission to an agent who properly screens a prospective purchaser and brings him or her to you. Or will you tell the agent to go away and hope the buyer will go behind their back, and come to you on their own? Is this ethical?
- You may find that you and the buyer have a personality conflict, which prevents you both from getting what you want.
- Will you complete your legal requirements of disclosure correctly?
- Can you assign your property insurance to the buyer, or must he buy a new policy?

- Do you have to get a new survey or an as-built?
- How do you pre-negotiate all those closing costs?
- If there are contingencies and concessions, who will ensure that they are properly addressed?
- You may accept an insincere offer and then spend months, perhaps in litigation, to free your property in order to put it on the market once more.

### BUYER PITFALLS

- The real estate professional will have Multiple Listing Service information on available properties in the area in your price range. You don't have to spend hours driving around or looking in the paper for weeks to find the right house.
- The agent can objectively present offers and counter-offers.
- The agent can ensure that you are legally protected in the transaction.
- The agent and his/her entire office are available seven days a week to preview homes to your specifications, prior to presenting them to you.
- The agent can assist you in obtaining the financing for your new home.

First American Title of Alaska encourages you to enlist the assistance of a licensed Real Estate Professional. In the long run, it will save you time, money, and maybe even your sanity.



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