

Complete Realty Team Answers: Realtor Fees, Are They Worth It?

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Marietta, Georgia based Complete Realty Team is reaching out to the local community to explain why realtor fees are actually worth it. Complete Realty Team has helped many residents of Marietta and the surrounding areas buy and sell homes. Learn more about the team at the following link: Marietta REALTORS®.

Ken Mandich, founder of Complete Realty Team, says, ?While many people may bristle at the thought of having to pay a percentage as commission to their realtors, the truth is that this fee is completely worth it. Not only are there so many things a realtor can do for their clients that will ensure the property is sold for the highest price possible, it is also a fact that homes sold by experienced agents will sell for more than homes sold For Sale By Owner (FSBO). You have everything to gain by working with a realtor when you are looking to sell your home.?

There are a number of reasons why homes sold by realtors can go for bigger amounts than homes sold by owners. To begin with, any good realtor will know how to maximize the value of a home by sprucing it up where it is needed. They can recommend improvements that can boost the bottom line, which can ensure that any problems that could potentially become evident during the sale process are dealt with appropriately.

Realtors also commit to taking professional photographs of the homes being sold and they will only work with professional property photographers who know how to photograph each area of the property to ensure that it is beautifully represented. These photographs are not meant to deceive, but rather to allow potential buyers to see the home at the peak of its potential.

Good realtors will also help property owners decide on a listing price as well. They will conduct a straight-forward comparative market analysis (CMA) to examine all the homes that are currently on the market, pending or have recently been sold. They take into account all improvements made to the property and a number of other variables, ultimately arriving at the right price for the property and saving the owners the headache of having to decide on a price that may ultimately be inaccurate.

Once all of this is done, realtors also take on the job of marketing the property on the multiple listing service (MLS), which will display the property on other real estate platforms. This is an on-going job that requires up-to-date photos, descriptions, square footage measurements and more. It is also a process that is much more effective than placing a For Sale By Owner (FSBO) sign in the front yard.

When there are interested buyers, real estate agents will step in and handle negotiations, taking that stress off property owners. They will write up offers and counteroffers until a deal can be arrived at in the favor of the seller. At this point in the process, they also do a lot to counsel sellers on whether they should reject an offer, accept an offer or otherwise make a different choice. Once an agreement has been reached, real estate agents will take care of all the necessary preparations to finalize the sale. They will help prepare the property for appraisal, conduct the final walk-through, review the documents prepared by the lender or escrow agent and review the terms of the contract. Finally, they will help the seller finish off the process.

Mandich says, ?This is just the tip of the iceberg as far as what realtors can do for you. There is a lot of stress involved when you are trying to sell your home, and working with the right realtor can ensure that you can skip the vast majority of any hassle your property sale may reveal. Of course, the final decision is wholly up to you, but good agents are often a safe place to land. Therefore, they are a worthwhile investment. If you are interested in selling your property and are thinking of working with a realtor, feel free to get in touch with us, and we would be glad to help!?

Those who want to learn more about Complete Realty Team and the host of services offered by the company should visit their website for more information. Ken Mandich encourages interested parties to get in touch with a representative of the company via phone or email. Complete Realty Team also maintains a social media presence and can be found on Facebook. Learn more about them here: Local REALTOR®.

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For more information about Complete Realty Team, contact the company here:Complete Realty TeamKen Mandich(404) 410-6465admin@completerealtyteam.comComplete Realty Team1642 Powers Ferry Rd #150Marietta, GA 30067

Complete Realty Team

REALTORS® and Real Estate Agents Serving Cobb County GA. Experienced listing agents that help you sell your house for top dollar as quickly as possible. Skilled buyer's agents that know the local market and can help you find and buy the perfect home.

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