



FEBRUARY 2018

# The Voice of Real Estate

THE VALUE OF A REALTOR®



## RELATIONSHIPS MATTER

*Your REALTOR®'s Team was built just for YOU!*

Your REALTOR® works day in and day out with a lot of people in the real estate industry. As they do so, they are privileged to find those professionals who do a great job. It's those individuals they put on their "team" so that when you are ready to buy or sell a home, they are at the ready with great referrals (several) that you can choose from to help you with nearly every aspect of your transaction.

Those referrals are invaluable! Whether it's a contractor, an electrician or plumber, home inspector, lender, title and escrow company, attorney or CPA, your REALTOR® has vetted those individuals they are referring to you. Because of their relationships, generally the process goes so much smoother and in many cases, quicker. Here's why!

Currently, our marketplace is incredibly busy. Because of that, it can be difficult to find people who are available. When your REALTOR® has a team in place, they can generally call on that team—and because of their relationship, they can get a contractor to come out and help sooner, or a home inspector to get you on their schedule quicker than most.

Additionally, because your REALTOR® knows these individuals and has worked with them in the past, you know you are getting good quality referrals. REALTORS® know that their team is a reflection of them, and we want to make sure our clients and customers are getting the best of the best!

*Article written by Tracy Kasper, 2016 Idaho REALTORS® President.*

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### PEELING PAINT?

Even little things can cause a delay in your sale!



### HOME APPRAISALS

A REALTOR® can help make sure you aren't putting your sale at risk!



### TAKE THE HOUSING TEST

How prepared are you for your real estate transaction?