



# The Value of Hiring a Realtor®

June 2011



Managing Broker  
**AB, ABR, ASR, CLHMS,  
CRS, CNE, GRI, EcoBroker,  
e-PRO, TRC**

Business: 360-692-6102  
Seattle: 206-282-5340  
Cell: 360-620-2690  
[mollyells@windermere.com](mailto:mollyells@windermere.com)  
[www.mollyells.com](http://www.mollyells.com)



Windermere Real Estate/West Sound, Inc.  
9939 Mickelberry Rd NW - Silverdale, WA 98383

*If you are already working with an agent, this  
is not meant as a solicitation for that business.*

**W**hen you're ready to sell or buy a home, hiring a real estate agent is an important part of the process. But not all agents are the same! As a member of the National Association of REALTORS®, I subscribe to a strict code of ethics, and continually enhance my professional knowledge of the process of buying and selling real estate.

Because a real estate transaction may be one of the biggest financial investments you will experience in your lifetime, you need to be represented by an experienced, educated, and professional agent when it comes time to market your home, draft contracts, negotiate offers, and successfully close your sale. What else can a professional REALTOR® offer you?

**Together we will determine your buying power.** If you give me basic information about your available savings, income and current debt, I can refer you to lenders best qualified to help you. There's nothing more frustrating than falling in love with a home that is just outside your ability to purchase.

**You home search may take many twists and turns.** Sometimes the property you are looking for is available, but not actively advertised in the market. With my large network of clients

and contacts, I'm often able to find you properties that you might not have otherwise heard about.

**Due diligence is extremely important to me.** I can assist you in finding qualified responsible professionals to inspect and investigate potential problems, and then provide you with written reports. From home inspections to title issues, there is key information that must be gathered and reviewed.

**Market knowledge counts.** In order to compete in today's market you need to be kept abreast of what's happening in our local market. If you're selling, you need to have your finger on the pulse of the competition. Buyers need assistance understanding market values. You don't get that kind of knowledge from just any agent!

**Evaluating a buyer's offer without compromising your marketing position.** The initial offer is only the beginning of a process of appraisals, inspections and financing – and a host of possible pitfalls. Until a contract is mutually agreed upon, you need my marketing skills to keep your home actively marketed to the largest pool of potential buyers.

If you're thinking about selling – or buying – a home, give me a call at 360-620-2690 or send an email to [mollyells@windermere.com](mailto:mollyells@windermere.com) and let's talk about why hiring the right agent is an important part of reaching your real estate goals.



*Specializing in the Difficult  
Excelling in the Impossible*

®