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2021 MIAMI Residential President
MIAMI Association of Realtors

MIAMI Realtors Add Incredible Value for Home Buyers

While many buyers begin searching for homes on the Internet, almost all of them close their property sale with a Realtor by their side. MIAMI Realtors have the expertise, skills, and tools to help you find the right residence and close the transaction especially in today's competitive market.

Buying a home typically requires a variety of forms, reports, disclosures, and other legal and financial documents. A knowledgeable real estate agent will know what is required in your market, helping you avoid delays and costly mistakes. Also, there is a lot of jargon involved in a real estate transaction; you want to work with a professional who can speak the language.

MIAMI Realtors utilize the data in the multiple listing service (MLS) to give buyers a better understanding of current pricing and trends in their desired neighborhoods. They are also skilled at comparing pricing of comparable homes or condominiums to find properties that will be a good value for a buyer.

This is invaluable expertise. Most people buy only a few homes in a lifetime, usually with quite a few years between purchases. Even if you have bought a home before, laws and regulations change. Real estate practitioners may handle hundreds or thousands of transactions over the course of their career.

MIAMI Realtors are members of the National Association of Realtors (NAR) and subscribe to its strict Code of Ethics.

You can count on a MIAMI Realtor to point out interior or exterior features of a property that the buyer might otherwise miss, such as the type of interior detail, the size of a balcony or the potential to turn an extra bedroom into a home office or gym.

MIAMI Realtors also understand the financial side. Realtors can refer buyers to mortgage lenders who can finance the purchase of a new home. They can also advise on ongoing expenses like property taxes and lawn care.

A Realtor is familiar with the purchase process and can guide a buyer in preparing an offer, such as including current kitchen appliances in the sale or requiring a satisfactory report from a home inspector.

After receiving an offer, many sellers issue a counteroffer as part of the negotiating process. Surveys by the National Association of Realtors (NAR) show that buyers prefer to have a real estate agent represent their interests in negotiating with the seller, rather than doing it themselves.

The importance of a Realtor doesn't end with the sales contract. An experienced Realtor will keep in contact with the buyer to make sure the buyer stays on top of items such as the mortgage, appraisal, and insurance requirements.

It is no wonder why Realtors are so important to buyers and the real estate community of South Florida. According to the 2020 Profile of Home Buyers and Sellers in Florida, 79% of buyers believe a real estate agent is very useful, 85% used one for their transaction and 89% used an agent or broker as a source of information.

While technology has changed through the decades, the paramount importance of MIAMI Realtors have not changed. MIAMI Realtors will always be there to provide significant value to South Florida home buyers in an always changing market.

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