

# What do we as your Real Estate Agents DO for all that money???

We are going to answer one of your burning questions about working with a professional real estate agent. We know you have wondered about it, everyone does, especially those who are getting ready to sell a home for the first time. You may even want to ask, but were afraid we might get offended (don't worry—we won't!).

Many people think that the main reason you hire a real estate agent is for MLS exposure. And, unfortunately, too often that may appear to be the primary service some real estate agents provide. However, a GOOD agent provides you with much more than simply a For Sale sign and a listing on an online database.

## Connections

A good real estate agent has great connections in the real estate world. She or he has readily available numbers for home improvement contractors (heating, roofing, structural, electrical, painting, plumbing, etc.), one or two good handymen, a cleaning service, legal referrals and lawn and snow removal providers. You should never have to go to a phone book to find help during the marketing process. She or he also has connections with Title Companies and Lenders to help with the whole process from start to finish.

## Systems

A good real estate agent has systems in place to sell homes far more efficiently than a homeowner ever could. Selling or buying a home within the established real estate system is incredibly efficient compared to selling or buying a home outside of the system. Real estate agents have (or should have!) a 7 day/week showing service, MLS access, a contracts library, lock boxes, signs and internet sites.

## Expertise

Obviously, one important reason you hire a real estate agent is because you expect him or her to know more about selling homes than you do. Selling real estate professionally requires a license and continuing education, but in reality, 99% of a real estate agent's expertise comes from on-the-job and past life and work experience. And, the more experienced the real estate agent, the more expertise he or she has. Every real estate transaction is a little different, with its own little quirks, glitches and special situations. The best way to get in trouble is when you don't know what you don't know.

## Time

Your real estate agent will spend a lot of time managing the sale of your home. There is far more going on behind the scenes than holding open houses and attending closings, although due to the above factors, a good real estate agent will be pretty efficient at their job. The time your agent spends handling the sale of your home will save YOU lots of time.... And money!



ALLIANCE  
GROUP



*Denise Ziegler*  
**REALTOR®, MRP**  
CELL: 701-391-4566  
[denise@dakotafreelance.com](mailto:denise@dakotafreelance.com)

&

*Amy Montgomery*  
**REALTOR®**  
CELL: 701-527-6874  
[amy@alliancere.net](mailto:amy@alliancere.net)



[www.DeniseAmy.com](http://www.DeniseAmy.com)

1022 E Divide Ave  
Bismarck, ND 58501

The team with the skills, knowledge, and experience in the real estate and construction industries to service all of your real estate needs.