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When a Real Estate Agent May Not Be The Best Option

By Chris Cates

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Historically, when homeowners wanted to sell their home, the first call made would be to a Realtor. Since the early 1900's, Realtors have represented homeowners during the process of selling their home, which is usually to another homeowner. Real estate brokers hold state regulated licenses that allow them to market real estate on behalf of the owner. The national average for broker commissions is approximately five percent. In many cases, another broker will bring the buyer and receive typically fifty percent of the commission. When the majority of homeowners sell their home, they believe a real estate agent gives them the best chance to maximize the amount they receive and the agent commission will come out of their proceeds at closing. This is a process that takes place everyday throughout America.

Unfortunately, life does not always follow a predictable format that allows for the sale of a home with a Realtor. More and more, Americans are facing circumstances that demand unique solutions. Foreclosures, job transfers, over-leveraged financing, and problem properties are just a few of the situations that require alternatives to using a Realtor.

When a homeowner is facing a job transfer or foreclosure, a quick sale is essential to avoid losing the home or facing the prospect of paying two mortgage payments. Utilizing a Realtor can take weeks or months to find the buyer, and then there are no guarantees that the buyer will qualify or go through with the purchase. Many homeowners cannot afford to take that chance.

Often times, when a house is in poor condition or needs major updating, traditional homebuyers are not as likely to make an offer since it is not up to market standards or may not qualify for financing. The majority of homeowners do not have the time, desire, or money required to make the necessary updates or repairs.

A problem facing many Americans in recent years is that even when the home is in great condition, there may be little or no equity. This problem will become even more of an issue in coming months as many homeowners over the past several years have leveraged the financing on their home up to as much as one hundred percent. When there is no money to pay a five or six percent commission, then

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an agent is not a viable solution.

Fortunately, today homeowners have options other than calling a Realtor. There are many private companies that specialize in buying homes in situations that are not the norm. The majority of these companies focus on homes that are in poor condition. Utilizing private funds, the company will purchase the property, make the necessary repairs or updates, and then look to sell the house at or above market value. Since the company utilizes private funds, the property does not have to qualify for financing, which allows for a great deal of flexibility when evaluating a house for purchase. Although there are far fewer that are interested in homes that have little or no equity, the companies that do focus on these types of properties provide a valuable service to homeowners that have no other options. In a foreclosure situation, the company will many times agree to bring the mortgage current and assume making payments going forward. This solution not only saves the homeowner's credit

from an immediate foreclosure, but also provides debt relief so that the homeowner can move forward with their life.

In summary, if the situation demands it, homeowners now have options when selling their home besides using a Realtor. If a homeowner needs to sell fast, has little or no equity, or owns a property that is in need of major repairs or updating, then there are private companies that specialize in addressing these situations. There are very few problems that cannot be solved by one of a variety of flexible solutions that one of these private companies can provide. For more information or to find a company that handles these situations in your area, please visit www.webuytheusa.com.

Chris Cates is a nationwide real estate investor, who co-founded WeBuyTheUSA along with Todd Dotson. In addition, Mr. Cates is a national real estate mentor for Tactical Real Estate, where he has trained real estate investors across the country. For more information, please visit his website at www.WeBuyTheUSA.com.

The Saga Of An Ideal Real Estate Agent

By David Riewe

Behind the success of a man is a woman, and behind the success of a real estate business is an ideal agent. Indeed, it's the human resource that is considered to be the most important factor for real estate business to succeed.

Indeed, real estate can be a lucrative activity when managed properly by the right person. But what does it take to be an ideal real estate agent? Here's how:

1. Have a solid track.

Most people who succeeds in life knows where they want to got, what they want to do, and the reasons behind it. And so, for a person to be a successful real estate agent, he or she must encompass this trait in order to succeed in the industry.

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2. An ideal real estate agent knows who he or she is.

Skills, strategies, and marketing tools will all go to waste if the real estate agent does not have a solid assessment of his or her own personality.

Consequently, a successful real agent is honest in his or her endeavors especially those that involves transactions with a client. If, in the first place the real estate agent is not being true to himself or herself, then the real estate agent will most likely have difficulty in dealing with other people.

This all boils down to the fact that an achiever is a believer not of any other thing, but in himself.

3. Optimism.

A lot of people who succeeds in life are optimistic. This means that a person has always a positive outlook in life. An optimistic person believes that there is no such thing as failure. And an ideal real estate agent knows this too.

4. Motivation power.

An ideal real estate agent knows how to motivate or move people into action. It's that unique power of every sales person to device a strategy that can motivate their clients to buy the product he or she is selling.

5. Awareness of the value of properties.

To become an ideal real estate agent, one should be aware of the ebb and flow of the cost of the properties. These should be taken into consideration with utmost care and skill.

6. They should not price.

To be an ideal real estate agent is to be considerate with their client's purchasing capability. They

should be sensitive enough to detect if the price of the real estate is reasonable enough to hit their market.

7. An ideal real estate agent does not engage into hard selling.

8. An ideal real estate agent knows how to make a pleasant showcase of the property.

David Riewe is a Publisher and Online Marketer. Visit his Real Estate Blog [Save \\$\\$\\$ Selling Your Own Home FREE eBook Shows You How!](#)



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