

YOUR REALTORS® ROLE

UNDERSTANDING YOUR OPTIONS

Buying or selling a house is the largest financial investment most people will make, and it's one of the most complex. You need to think about financing, appraisals, zoning regulations, short sales, repairs, and more. REALTORS® are here to help.

WHY DO I HAVE TO SIGN A BROKERAGE AGREEMENT?

The short answer is that Virginia Law¹ requires it. The longer answer is that having something in writing — whether it covers a single property or a months-long relationship — is now required. Once a real estate licensee and a member of the public have agreed to work together to sell, purchase, lease or manage real estate, they must put their agreement in writing in the form of a brokerage agreement before the agent can begin to actually perform a licensed activity. The purpose of the law is to help keep consumers fully informed about the real estate services they will receive and the nature of their relationship with the licensee. It removes ambiguity, and puts everyone on the same page.

¹ 2011 Acts of Assembly Chapter 461

REALTORS® AND REAL ESTATE AGENTS

A real estate agent's job is to help guide you through the complexities of buying or selling a property. But not everyone with a real estate license is a REALTOR®. A REALTOR® is not just a real estate licensee, but is also a member of the National Association of REALTORS®.

What's the difference? REALTORS® must meet stricter education requirements than the law requires, and they're bound not only by that law, but by the higher standard of the REALTOR® Code of Ethics. That's why only REALTORS® are allowed to use the famous REALTOR® "R".

Your REALTOR® is committed to protecting your interests throughout the entire transaction with the integrity, honor, professionalism, and expertise that meets the high standards set by the "REALTOR®" name. And REALTORS® have access to more and more sophisticated tools to help sellers market their properties to the right audience, help buyers find just the right home, and make the entire process run smoothly.

You'll find your REALTOR® isn't just an expert on your local real estate market, but also a trusted advisor who can help you navigate a complex transaction. All Berkshire Hathaway HomeServices Towne Realty Agents are REALTORS®.

