

## WHY YOU NEED AN AGENT

Now more than ever in today's real estate market, representation to buy or sell a property is paramount. Whether you are looking to sell your home or lot, buy your first home, vacation home or downsize, having an experienced real estate agent by your side, looking out for your best interest, guiding you through the myriad of steps and offering professional opinions and advice, is priceless.

A REALTOR® brings a wealth of knowledge and experience to the business of buying or selling a property. In fact, a licensed real estate professional provides much more than the service of helping you find the home of your dreams. REALTORS® are not just sales agents. They are expert negotiators, seasoned financial advisors {within their scope}, and superb navigators around the local neighborhood. They are members of the National Association of REALTORS® (NAR) and must abide by a Code of Ethics and Standards of Practice enforced by the NAR. A professional REALTOR® is your best resource when deciding to sell or buy a home.

Enlisting the services of a professional Real Estate Agent is similar to using an accountant to help you with your taxes, a doctor to help you with your health care, or a mechanic to help you with your car. If you had the time to devote to learning all you need to know about accounting, medicine, and automotive mechanics, you could do these services yourself. But who has the time? You probably already have a full-time career to which you are committed. This is why you allow other professionals to help you in specific areas of expertise.

I have devoted my time to perfecting a career in real estate service. Continuous education, including obtaining my Brokers License, the Graduate, REALTOR® Institute Designation, CRS Designation, the SRES Designation, Certified Negotiation Expert Designation, market research, and vast experience are combined with an excellent team of real estate professionals to find you the perfect home quickly. I will take care of all the hassles of every day real estate transactions for you. I let you concentrate on your full-time job, while I focus on my job of taking care of your every real estate need; this includes guiding you through the home selling process and exclusively representing your interests as I help you negotiate the sale and close!

I would welcome the opportunity to talk with you if you decide to employ a REALTOR®.

Respectfully,

Laurie Mah GRI CRS SRES CNE

Broker Associate Allie Beth Allman & Associates

