



Top Myths in Purchasing Real Estate ?

If I Go Direct to the Listing Agent, I'll Save Money

Buyers often have a misconception that if they go straight to the listing agent then they will save 1/2 the commission. The fact is the commission is paid by the Seller and most Listing Agreements offer no discount whether or not the Buyer has an agent.

I Can Do This Without A Realtor...After All I see Properties on the Internet

Research shows that 56% of Buyers felt finding the **Right** home was the most difficult step in the process followed by paperwork 20% and understanding the process 16%. That is a lot of pressure to take on without the expertise of a professional.

Using a Title Company for Closing is the Same as Using an Attorney and Will Save Me Money

The Fact is the difference between using a Title Company and an Attorney as your closing agent is often only a few hundred dollars.

We recommend hiring a real estate attorney to look out for your interests. When only 1 in 5 closings occur on the closing date with the terms in the initial contract, don't you deserve an attorney that takes your call and resolves the issues?

It does not matter whether I use Quicken Loans, Rocket Mortgage, Wells Fargo or a Mortgage Broker.

We have experienced difficulty closing on time with banks and some mortgage lenders and we share our prior experience.

We highly recommend using lenders with whom we have established relationships. 87% of Buyers that are rejected by a lender have previously owned homes but the majority have too high a debt to income ratio or too low a credit score. Local professionals can help navigate any issues and help with a plan to move forward.

Just as a side note: We do not get anything (financial or otherwise) from the lenders, attorneys and other resources we recommend. We take RESPA very seriously.