

April 2025

FREE

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**Shoals Edition**



**Unbelievable view of Wilson Lake** - If you have been waiting for an affordable and large lot on the lake, check out the 20 lots at Forest at the Highlands. Utilities are in place, the lots are recorded, and the entranceway is complete. If you act quickly, there will be a discount for the first few buyers. Amazing upscale community that is only minutes from downtown Florence and the hospital. Prices from \$150,000 to \$390,000. Spec houses to come. Call Liz Marbury 256-627-9706 or Jeannie Rogers 256-366-0580 to meet you there. Coldwell Banker Pinnacle Properties.

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TIMES  
DAILY

# Budget-friendly ways to freshen up your home's exterior

by Metro News

As any homeowner knows, renovation projects tend to cost a lot of money. The average cost of a home renovation is difficult to gauge, as such endeavors run the gamut from complex projects like a kitchen overhaul to simpler ones like painting a room inside a home. Indeed, the National Association of the Remodeling Industry notes that scope is what drives the cost of a renovation project.

Though there might not be an “average cost” of a renovation project, homeowners can expect to spend thousands of dollars on projects that are not very small in scale. Navigating such an expense at a time when inflation remains high might be difficult for some homeowners looking to maintain the appearance of their home exteriors. However, there are many budget-friendly ways homeowners can tend to the exterior of their properties.

- **Power washing:** Power washing won't break the bank but it can revive the look of a home. Power washing removes dirt and grime from the siding of a home and a power washing can be used to clean porches, walkways and patios as well. Hardware chains like Home Depot and Lowe's typically rent power washers, but homeowners who don't want to do it themselves can hire a professional for a few hundred dollars, if not less. Power washing after winter can be a good idea, as the elements can take a toll on a home's exterior. A good power washing before spring and summer entertaining season can thus give a home a fresh, clean look without breaking the bank.


- **Furnished front porch:** A furnished front porch can serve as a welcome sign to neighbors and provide a great place to relax with a morning cup of coffee and a good book. Homeowners with a small porch won't need to bust their budgets to upgrade their front porch furnishings. Some small chairs with bright cushions, a small table and a rug underfoot can revamp an entryway at low cost.



- **Window box installation:** Installing window box planters is another cost-effective way to brighten up a home's exterior. Homeowners can hang window boxes outside windows on the front of their homes and then fill them with brightly colored flowers to add an inviting pop of color to their home exteriors. The experts at Better Homes & Gardens urge homeowners to take weight into consideration before buying window planters. Keep in mind that soil and developed plants can be heavy, so look for a sturdy box as well as one that has drainage holes.

- **Replace hardware:** Another simple way to freshen up a stale exterior is to replace hardware. Door knobs, knockers, house numbers, and even the mailbox can appear dated after a while. Replacing these items is inexpensive and quick but can have a profound impact on how the exterior of a home appears to residents and visitors.

Exterior renovations need not break the bank. Various simple and inexpensive tweaks can quickly revitalize the exterior of a home.

 All real estate advertised in this publication is subject to the Federal Fair Housing Act of 1968, as amended, which makes it illegal to advertise "any preference, limitation or discrimination based on race, color, religion, sex, handicap, familial status, or national origin, or intention to make any such preference, limitation or discrimination." This publication will not knowingly accept any advertising for real estate which is in violation of this law.

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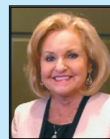
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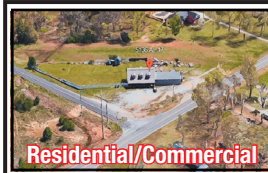


HISTORIC DOWNTOWN  
101 S. COURT STREET,  
Florence, Alabama 35630



### PENDING

6135 COUNTY LINE RD  
LEIGHTON, AL - 2.28 ACRES  
Creek runs thru property. 2BR/1BA.  
Home needs "TLC" or tear down...  
\$85,000



### Residential/Commercial

5136 HWY 17 - FLORENCE  
3000sf+/- ... Commercial-Main Level  
1,200sf+/- ... Residential-Upper Level  
... \$230,000 ...



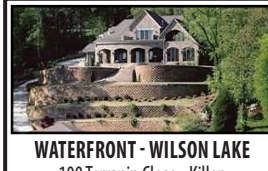
### NEW PRICE

SHEFFIELD  
109 Park Terrace Ct  
3BR/2BA - 2,288sf+/-  
Finished Basement  
\$269,900



### KENDALE GARDENS - NEW LISTING

317 Cypress Cove - 4BR/3.1BA  
2573sf+/-, updated home  
finished basement .....\$439,000



### WATERFRONT - WILSON LAKE

100 Terrapin Close - Killen  
4BR/5.3BA - 7446SF+/-  
All the amenities of waterfront  
living... \$2,299,000



### PENDING

### NEW CONSTRUCTION

409 Elledge Ln-Muscle Shoals  
4BR/2BA - 2103sf+/-  
... \$363,900



### NEW PRICE

### NEW CONSTRUCTION - 1.21 ACRES+/-

1589 CR 16 - FLORENCE  
4BR/2BA - 1972sf+/-  
open floor plan, quartz  
countertops - \$370,900



### NEW PRICE

### NEW CONSTRUCTION - 1.38 ACRES+/-

1567 CR 16 - FLORENCE  
4BR/2BA - 2,103sf+/-  
open floor plan, quartz  
countertops - \$384,900



### NEW PRICE

### NEW CONSTRUCTION

200 Chestnut Oak, Florence - 3BR/2BA -  
2482SF+/-, One level. Unique quality built  
home with 10' Ceilings, quartz & granite  
countertops, appliances... \$454,900



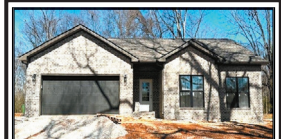
### NEW CONSTRUCTION

136 Allens Way, Florence - 4BR/3BA -  
2,736sf+/-, Glazed cabinets, Granite  
countertops, hardwood floors, Office, upper  
4th BR/Bonus Rm with full bath... \$560,880



### NEW CONSTRUCTION

109 Jefferson Avenue, Muscle Shoals  
4BR/2BA - 1647sf+/-  
\$315,900



### NEW CONSTRUCTION

113 Jefferson Avenue  
Muscle Shoals  
3BR/2BA - 1338sf+/- - \$274,900



### PENDING

### WATERFRONT - WILSON LAKE

539 Lime Kiln Hollow Dr, Muscle Shoals  
2BR/1.1BA - A-Frame ... \$475,000



www.neesere.com



NEED A BIGGER  
YARD TO HIDE  
THOSE EGGS?

LET'S START LOOKING  
TODAY

638-236-1



**UNDER CONSTRUCTION**

96 Vaughn Ave, Killen  
3BR/2BA - 1520sf+/-  
Open Floor Plan - \$309,900



**UNDER CONSTRUCTION**

108 Vaughn Ave - Killen  
3BR/2BA - 1520sf+/-  
Open Floor Plan - \$309,900



**UNDER CONSTRUCTION**

120 Vaughn Ave - Killen  
3BR/2BA - 1520sf+/-  
Open Floor Plan - \$309,900



**NEW CONSTRUCTION**

102 Seymore - Florence  
3BR/2BA - 1338sf+/- • \$259,900



**NEW CONSTRUCTION**

107 Jefferson Ave, Muscle Shoals  
3BR/2BA - 1338sf+/- • \$259,900



**DOWNTOWN FLORENCE**

Corner Lot - S. Poplar/Veterans  
\$19,000



**CHEROKEE - 5 ACRES**

Riverton Rose Trail  
\$25,000



**FLORENCE - 2 LOTS**

Highland Ave - Zoned Multifamily  
\$26,000



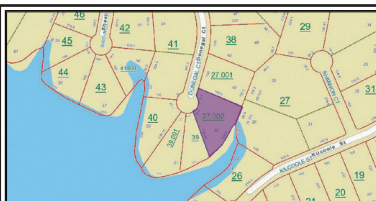
**FLORENCE - 5 LOTS**

Veterans Dr - Near Hospital  
\$59,000



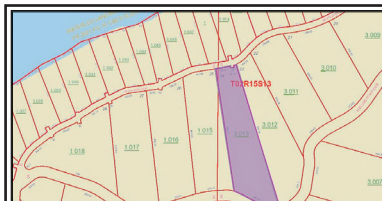
**CHEROKEE - .49 ACRES+/-**

Waterloo Landing - Lot 31  
\$54,900



**MUSCLE SHOALS - 228.5 WF+/-**

Donegal Ct - Peytona Points  
\$175,000



**CHEROKEE - 3.0 ACRES+/-**

Waterloo Landing - Lot 24  
\$99,000



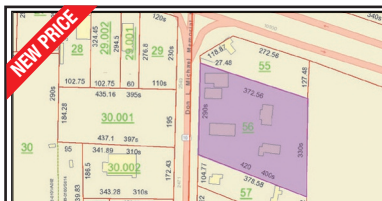
**CHEROKEE - 3.11 ACRES +/-**

Waterloo Landing - Lot 25  
\$110,000



**MUSCLE SHOALS - 107.48 WF+/-**

Eagle View Dr - Main Wilson Lake  
\$215,000



**ROGERSVILLE - 3 ACRES**

Hwy 72/101 Corner - Metal building  
on property .. \$1,200,000



# DH

DOLAN HOMES

BRIANA DOLAN  
REALTOR

📞 256-483-9759

✉️ BRIANA@DOLAN-HOMES.COM

📍 417 E MOBILE ST  
FLORENCE, AL 35630

MARMAC  
REAL ESTATE

### 130 Wynchase Drive, Muscle Shoals

Fall in Love with a New Home! This stunning home boasts of 5 bdrms 3 baths 3400 sq.ft. Inside you will find high end finishes and outside is equipped with an in-ground pool, multiple covered patios and a detached garage with professional golf simulator. Don't wait to see this one-of-a-kind home!



### 58 Price Dr., Florence Offered at \$184,000

3 bed 2 bath large oversized fenced in yard. Completely remodeled and move in ready.

### 124 Williams Way, Tuscumbia Offered at \$499,000

This stunning newer built home offers 5 spacious bedrooms and 2.5 baths and a large fenced in yard. Inside you will find an open-concept design, the home boasts a gourmet kitchen with stainless steel appliances, and a large island, seamlessly flowing into the bright and airy living and dining areas. The luxurious primary suite includes a large walk-in closet and a spa-like bath for ultimate relaxation. With a large backyard, this home provides ample space for outdoor entertaining or peaceful retreats. Located in a desirable neighborhood close to schools, parks, shopping, and major highways, this home is a rare find. Don't miss out, schedule your tour today!



### 69 CR 284, Florence Offered at \$299,900

Fall in Love with a New Home! Welcome to this beautiful new construction home featuring 3 spacious bedrooms and 2 full baths. Step inside to enjoy an open-concept layout with a vaulted ceiling in the main living area, adding both height and elegance. The large laundry room provides ample storage and convenience, while the 2-car garage offers both functionality and additional storage options. Enjoy outdoor living with a covered back porch and a generously sized backyard, perfect for entertaining, gardening, or relaxing. Don't miss your chance to make this stunning property your own. Schedule a showing today!

640483-1

### 1248 Glenn Ave, Florence

Nestled in the heart of downtown Florence, this charming cottage perfectly blends classic character with modern updates. Completely remodeled and move-in ready, it features stunning original hardwood floors that exude warmth and history, complemented by fresh new cabinets, sleek countertops, and a beautifully modern bathroom. The cozy covered porch invites you to relax and enjoy the vibrant neighborhood. Just minutes from the university and the lively urban scene, this delightful home offers both convenience and charm in an unbeatable location.

### 85 Wear Dr., Florence Offered at \$239,900

This home features 4 bedrooms 2 baths large, detached double garage that would also serve as a fantastic workshop -plus- a spacious, fully fenced-in yard!

### 11336 James Street, Florence

Downtown Florence without the price tag! This house is located minutes from the University of North Alabama and all that downtown Florence has to offer. This home features two bedrooms, one full bathroom, a large dining room area PLUS an extra large fenced in backyard!! Enjoy summer nights on your deck directly outside of your kitchen. This dollhouse won't last long. Come check it out today!

### 23 Singing River Ridge, Muscle Shoals Offered at \$34,900

Looking for the perfect spot to build your dream home? This lot is ready to build and in an up-and-coming neighborhood complete with beautiful homes and a peaceful setting. Wilson Lake is across the street and the prestigious Robert Trent Jones Golf Course backs up to this subdivision. Come see this beautiful half acre lot and fall in love. This lot sits on the right after driving through the brick entrance to the neighborhood with a sign in the yard.



# Hello NEIGHBORS

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# Did you know?

by Metro News

Vinyl siding is not something that many homeowners may consider painting, but it can be done. However, some contractors may not recommend it as the best option to overhaul a home. Painting siding means it will only be as durable as the paint used. It’s also essential to determine if painting vinyl will void any warranties. Wood or engineered wood or fiber cement siding tend to be better options than vinyl should you want to switch colors down the line. But

vinyl siding can be painted if it is done right, and it can be an affordable way to change the look of a home without investing in new siding. According to Benjamin Moore Paints, vinyl siding that will be painted will need to be cleaned thoroughly, including the removal of any mildew, chalk or dirt, to enhance paint adhesion. Pitted or porous vinyl siding always must be primed, but others may not require priming. Choose an exterior paint designed for painting on vinyl. Benjamin

Moore has a palette called Colors for Vinyl that can be used in select exterior paint lines. Two coats of paint are recommended. According to BobVila.com, paint for vinyl has acrylic and urethane resins that accommodate the expansion and contraction of vinyl and help the paint stick. Also, for the best results, the home improvement experts on the site advise painting when temperatures are mild and there is low relative humidity and an overcast sky.

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Imagination Come Together!*



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**\$425K**

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- Stop Looking! Lots to offer!
- 4 Bedrooms/ 3 Baths
- Primary Bedrooms Up and Down
- Formal Living and Formal Dining
- Large Den/ Fireplace/Gas Logs
- Slick Ceilings Down/Moldings/& more
- Remodeled Kitchen/Granite/Stainless
- Cute Unique Breakfast Nook
- New Carpet Up/ ROOF 1 year
- Level Lot/ Extra Large Back Yard
- Fenced/ Nice Patio
- 2 Detached Storage Buildings
- Lovely Covered Front Porch
- MLS # 521189



**\$299K**

**HEATHER COURT, FLORENCE**

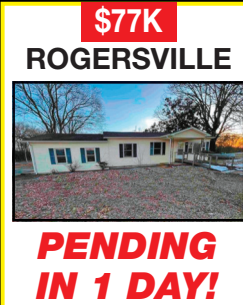
- LOCATION! MLS # 518822
- 3 Bedrooms/ 3 Full Baths
- Primary BR/Ba on Main level
- Large OPEN Living/Dining
- Nice Den/ Builtins/Bay Window
- Kitchen open to Breakfast Rm
- Brek Bar/ Serving Bar/ Desk
- Nice Sunroom/ New Windows
- Level Lot/ Fenced back
- Cul-De-Sac Street / HOA #4



**\$150K**

**150 RASCH ROAD - FLORENCE**

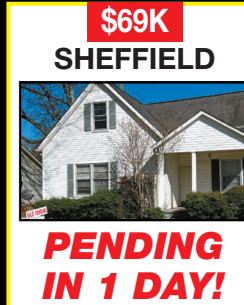
- CUTE, CUTE, CUTE!
- TOTALLY REMODELED COTTAGE!
- Kitchen OPEN to Den or Dining
- Stainless Appliances
- New Cabinets/ Breakfast Bar
- New Flooring/ New Lighting
- Ceramic/ Granite New Bath
- Covered Front & Back Porches
- Very Large Detached SHOP
- **Under Contract in One Day!**
- MLS 520924



**\$77K**

**ROGERSVILLE**

**PENDING IN 1 DAY!**



**\$69K**

**SHEFFIELD**

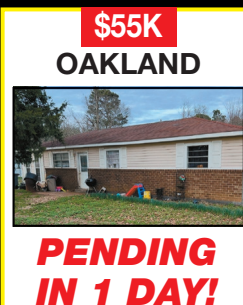
**PENDING IN 1 DAY!**



**\$68K**

**SHEFFIELD**

**PENDING IN 1 DAY!**



**\$55K**

**OAKLAND**

**PENDING IN 1 DAY!**



**\$50K**

**OAKLAND**

**PENDING IN 1 DAY!**



**\$48K**

**PETERSVILLE**

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NEW LISTING

**Waterfront Lot w/ Guest House - Florence**  
Wonderful 1.8+/- acre tract on Shoal Creek with a unique retreat/guest house, a pier, impressive retaining walls, and a natural sea wall. The property, which includes 2 lots, offers multiple building sites and serene views. Suitable for short term rentals or an entertainment space, the main floor of the opulent retreat house has a bedroom, 1.5 bathrooms with granite vanities, a kitchen with granite countertops and bar, and a walkout to a spacious deck. A cozy loft area provides additional space for lounging or sleeping. Whether you're looking for a nice getaway or a place to build your dream house (or houses), this property allows your imagination to flourish. 235 Longshore Dr., \$785,000



**49.91 Ac on Bluewater Creek - Loretto TN**  
Scenic 49.91 +/- acres with 1700 ft on Bluewater Creek. This unique property offers pasture and hardwoods on level, rolling and steep terrain. Must see to appreciate. 493 Rascal Town Rd, \$324,900



**2009 Midway St. - Florence**  
2 Bedroom, 1 bath house in the heart of Florence. The house offers 1116 sq. ft. of living space and a fenced yard. \$75,000



**The Grove - St. Florian**  
Come be a part of this exciting new 40-lot development just outside of the Florence City limits in the St. Florian area! Luxury and elegance abound in this gated community with estate-sized, 1 to 2 acre lots available. **ONLY 2 LOTS LEFT!** Call for more info.



**Delaney Trace - CR 111 Killen**  
Charming Country Living at its Best. Come be a part of this exciting new development on the east end of Killen in the Center Star community. With beautiful skies and peaceful scenery, Delaney Trace welcomes you home. Call for more info.



**Amazing 2.4+/-Ac, 700'+ Waterfront - Florence**  
Opulent views, tranquil sunsets, and serenity abound at this outstanding Wilson Lake tract in Pierrefont Estates. This rare 2.4+/- acre paradise with over 700' of waterfrontage provides the ideal setting for your dream home or family compound. No expense has been spared in getting this property ready to build. An approx. 300' man-made seawall with a sidewalk runs along the western property line while an approx. 400' natural seawall fronts the main lake. An expansive 35' x 45' mostly-covered pier with boat and jet ski lifts is waiting to come to life and a wonderfully-placed, oversized gazebo with a fire pit provides breathtaking views. The entire length of Wilson Lake from Wheeler to Wilson Dams can be seen from this property. Impressive retaining walls, concrete steps, a storage building, exquisite landscaping, and a sprinkler system have been put in place. Come see some of mother nature's beauty at her best. 706 Ridgecliff Dr., \$1,500,000



**3.6 Ac CR 88 - Anderson**  
Gently rolling and wooded 3.6+/- acres in the Lexington area. This unrestricted property offers over 900' of road frontage on CR 88 and a small stream. The land is perfect for quiet, country living. \$49,900



**855 Turtle Cove WF Lot - Killen**  
Beautiful Waterfront Lot with a Breathtaking View! This unique 1.38+/- acre property is perfectly located in Killen, just off of Hwy 72, in Turtle Cove. The 147 feet of waterfront offers year-round water on Six Mile Creek, just around the bend from Wilson Lake. Must see to appreciate. \$324,900



**Lingerlost Landing Killen**  
Waterfront Lots in Lingerlost Landing. Come be a part of this exciting new development in the heart of Killen with relaxing river frontage, beautiful views and enchanting wooded acreage. Call for more info. **ONLY 5 WATERFRONT LOTS LEFT!**



**Commercial Lot, 0.69+/- Ac. Hwy 72 - Killen**  
Great location on Hwy 72 in the Killen city limits. This lot offers excellent commercial potential with frontage on Hwy 72 and Old Lexington Road. \$165,000



**32+/- Acres, CR 108 - Elgin Area**  
Scenic 32+/- acre tract with 600'+ on CR 108. The property offers gently rolling pasture, is partially fenced, and includes a beautiful, 1+ acre pond. Owners will subdivide as small as 6+ acres. Call for more information.



**1 Ac Commercial Lot - Killen**  
Great 1+/- acre commercial lot in Killen. With road frontage Alabama St, this corner facing tract offers tremendous potential for many business ventures. \$97,500.



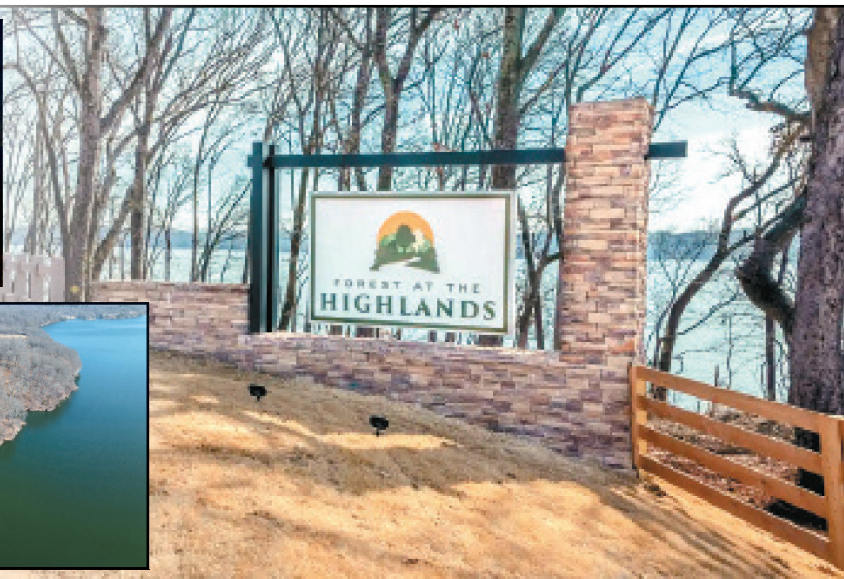
**68+/-Ac on Six Mile Creek - Killen**  
If you're looking for stunning land for recreation or to build the estate of your dreams, this rare property is for you. Perfectly located in Killen, this 68+/- acre tract offers just about everything you could ask for. Beautiful pastures and mature hardwoods abound on the level to rolling terrain. With over 1,000 feet of frontage on Six Mile Creek, peaceful country living is a given. You must see this outstanding gem to appreciate its potential. Co Rd 25 Killen, \$724,900



**3 Acre Lot in Waterloo Landing - Cherokee**  
Scenic views abound on this unique, restricted river view property. Waterloo Landing is a stunning gated community located on Pickwick Lake just minutes away from Hwy 72. The wooded lot is a nature lovers dream with abundant wildlife and peaceful sunsets overlooking the river. Must see to appreciate. Call for more info.



# NEW COMMUNITY OF WATERFRONT LOTS



Unbelievable view of Wilson Lake. If you have been waiting for an affordable and large lot on the lake, check out the 20 lots at Forest at the Highlands. Utilities are in place, the lots are recorded, and the entranceway is complete. If you act quickly, there will be a discount for the first few buyers. Amazing upscale community that is only minutes from downtown Florence and the hospital.

**Prices from \$150,000 to \$390,000. Spec houses to come.  
Call Liz Marbury or Jeannie Rogers to meet you there.**



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PINNACLE  
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*Happy Spring!*



**GREAT INVESTMENT HOME**

**906 S Atlanta Ave, Sheffield**  
2 Bedroom 2 Bath, Plus Bonus Room, Lot Size: 50'X150'  
MLS # 521236  
Asking Price: **\$85,000**



**0 Hightower, Florence**  
Approx. 1.04 Acres  
MLS# 514356  
Asking Price: **\$169,000**



**001 Veterans Dr., Florence**  
Lot Size 125' X 120'  
MLS# 514429  
Asking Price: **\$130,000**



**0 N. Kirkman St., Florence**  
150' X 150' • MLS# 519027  
Asking Price: **\$150,000**



**0 Bavard Ave., Florence**  
1.69 acres • MLS# 519029  
Asking Price: **\$150,000**

# Renovations that help sell homes

– by METRO NEWS –

The adage “there’s a lid for every pot” suggests that, even in relation to the real estate market, there’s bound to be a buyer for every home on the market. Price is a significant variable in the minds of potential buyers, but there are additional factors that can affect the impression people get of a given home.

Certain home features can tip the scales in favor of sellers. In fact, various renovations can help sell homes more readily. And these renovations need not cost a fortune. Putting a home on the market can be stressful, but these renovations may help it sell fast.

• **A fresh coat of paint:** Although painting is relatively inexpensive and a job that some do-it-yourselfers can tackle, it’s not a task relished by many. Painting is messy, it takes time, and requires moving furniture. In fact, prepping a room for painting often is the toughest component of any painting job. But fresh coats of paint can create a strong first impression. Choose a neutral color and get painting. Jennie Norris, chairwoman for the International Association of Home Staging

Professionals, says gray is a “safe” color that has been trending in recent years.

• **Minor bathroom remodel:** Remove dated wall coverings, replace fixtures, consider re-glazing or replacing an old tub, and swap old shower doors for fast fixes in a bathroom. If there’s more room in the budget, replacing a tub, tile surround, floor, toilet, sink, vanity, and fixtures can cost roughly \$10,500, says HGTV. You’ll recoup an average of \$10,700 at resale, making a minor bathroom remodel a potentially worthy investment.

• **Redone kitchen:** The kitchen tends to be the hub of a home. This room gets the most usage and attention of any space, and it’s a great place to focus your remodeling attention. The National Association of the Remodeling Industry estimates that homeowners can recover up to 52 percent of the cost of a kitchen upgrade upon selling a home. Buyers want a functional and updated kitchen. Trending features include drawer-style microwaves and dishwashers, commercial ranges, hidden outlets, and even wine refrigerators.

• **Updated heating and cooling system:** Better Homes and Gardens reports that homeowners may be able to recoup 85 percent of the cost of new HVAC systems when they sell their homes. Heating, cooling and ventilation components are vital to maintain. You don’t want buyers to be taken aback by an older system, and many millennial buyers are not willing to overlook old mechanical systems.

• **Fresh landscaping:** A home’s exterior is the first thing buyers will see. If they pull up to a home with eye-catching landscaping and outdoor areas that are attractive yet functional, they’re more likely to be intrigued. Often buyers will equate a home that features an impressive exterior with upkeep inside as well. The American Nursery Landscape Association says the average homeowner may spend \$3,500 for landscaping.

Improving a home’s chances to sell quickly and at a higher price often comes down to making smart improvements that catch the eyes of buyers.



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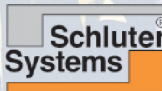
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# Why it pays to work with a real estate agent

by Metro News

Equity, pre-approval, contingencies, appraisal. These are terms associated with buying real estate, but even seasoned home buyers may not fully understand them. Navigating the real estate market can be challenging, but in today's economic climate, marked by inflation, high interest rates and high home prices across the country, it is more important than ever to understand the minutiae that is involved in buying and selling property. That's just one of many reasons why buyers and sellers can benefit from the help of a seasoned real estate professional.

## Types of real estate professionals

Many people use the terms real estate agent, real estate broker and REALTOR® interchangeably. While these professionals handle many similar tasks, there are some notable distinctions between them. A REALTOR® is a registered term used to describe a real estate professional who is a member of the National Association of REALTORS®. These individuals must adhere to a strict code of ethics, and have access to market data and transaction management services unique to this specific trade organization. A real estate agent is licensed to help people buy and sell real estate, and is paid a commission when a deal is completed. A real estate broker does the same jobs as an agent, but is also licensed to work independently and may employ his or her own agents. The broker also may get a percentage of the commission from agents in addition to his or her own commissions, according to Investopedia.

## Buyer and seller

A professional may represent either the buyer or seller or both. A buyer's agent is negotiating for the buyer in the transaction, while a seller's agent negotiates for the seller. Real estate professionals also can represent both parties, known as dual agency. Typically this does not occur in the same transaction, as that can create a conflict of interest. Commissions and fees are negotiable on real estate transactions, an amount that is split by all real estate professionals working on the transaction.

## Why work with a real estate professional?

Homeowners may wonder why they should seek the services of a real estate agent, broker or REALTOR®. That's particularly so for sellers, as buyers typically do not pay a real estate representative any money.

- **Expertise:** Considering that buying and selling a home is one of the biggest financial transactions one will make, it makes sense to leave it in the hands of experienced professionals.
- **Price a home right:** Real estate professionals will conduct a market analysis and look at "comps" in the area to determine a price that is fair and will help a house move. When working with buyers, the agent or broker also will be able to help them come up with a reasonable offer price.
- **Access to MLS:** Agents and brokers have access to the Multiple Listing Service, which is widely used across the United States for listing available properties. It helps sellers sell faster and will enable buyers to view multiple properties all in one database.
- **Negotiations:** Leaving negotiations to a third party removes emotion from the transaction and can help everyone involved resolve issues and agree on acceptable terms.

Buying and selling real estate is a complex process. Real estate professionals can simplify the process and make it more enjoyable for buyers and sellers alike.



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