

September 2025

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Shoals Edition



1325 DUNTREATH CIRCLE - YOU WILL LOVE TO CALL THIS HOME! Located on a quiet cul-de-sac in an older established neighborhood Updated 4 bedroom, 2 bath home that was updated several years ago with new flooring throughout, new kitchen cabinets and sit on breakfast bar, granite counter tops and new tile flooring. Some walls were knocked out, new tile in walk-in shower with new tile and bars, granite counter tops. Priced at \$299,900 Call for appointment! CRC Realty Inc. Rosemary Thompson 256-335-8882 or Charlotte Blair 256-436-7118.

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TIMES
DAILY



Tips to make guest rooms more welcoming

by Metro News

Millions of celebrants welcome family and friends into their home as overnight guests each holiday season. Hosting loved ones during the holiday season is a selfless act that enables families to create the kind of lasting memories that make December such a special time of year.

As hosts prepare their homes for loved ones this holiday season, they can consider these tips to make guests rooms as welcoming as possible for friends and family.

- Check the bedding and replace, if necessary. It's easy to overlook the comfort of bedding in a guest room, particularly since hosts may never sleep in their own guest rooms. When furnishing a guest room, it's not unheard of to re-purpose an existing mattress from an owner's suite or another room and use for guest room bedding. Though that's acceptable, it's necessary to periodically inspect a guest room mattress to make sure it's still comfortable and supportive. If not, replace the mattress. A mattress topper, a new comforter and a new set of soft sheets also can make guest room bedding more comfortable.



- Clear out the clutter. Guest rooms can easily become depositories for old furniture and other items, which can create a cluttered and less than welcoming atmosphere in a space. Give each guest room a thorough once-over before guests arrive, removing pieces that might be creating a claustrophobic vibe. Keep in mind that guests will bring luggage, so a less cluttered space with ample room for their bags can make it easier to settle in.


- Take a cue from hotels. Hotels ensure guests have ample creature comforts at their fingertips. Holiday hosts can do the same when welcoming loved ones into their homes. Provide ample bed and bath linens, ensure the room has ample lighting so guests can read at bedtime and get dressed in plenty of light in the morning. A fold-able luggage rack is another nice touch that can keep guests from having to dig through their suitcases on the floor.

- Add an armchair where possible. A spacious guest

room allows hosts to provide some extra creature comforts. If the room allows, place a comfortable armchair and side table in the space so guests can read a book or catch up on the news on a tablet or smartphone. A comfortable, quiet and secluded place to sit provides guests a respite from the hustle and bustle of a home filled with holiday guests.

- Install window coverings, if necessary. A feeling of privacy is another important creature comfort guests will appreciate. Replace existing window treatments if they do not provide adequate privacy or if they do not keep the elements out in the morning. For example, a room that is sun-soaked by early morning each day may make it hard for guests to get sufficient sleep. Some blackout curtains or a new set of blinds allows guests to determine the amount of natural light that will greet them each morning.

Some simple tips can help holiday hosts turn their guest rooms into welcoming spaces for their loved ones.

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607 E 12th St, Sheffield Offered at \$164,900

This house features a spacious floor plan with three large bedrooms, eat-in kitchen, updated bathroom and a completely unfinished basement. It's ready for a full bathroom downstairs and could have three additional bedrooms. This oversized lot also has a large detached storage shed that comes with the property.

12.6 Acres on CR 224, Florence Offered at \$184,900

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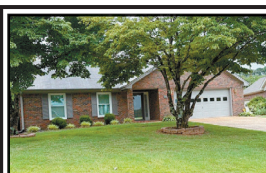
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3000sf+/- ... Commercial-Main Level
1,200sf+/- ... Residential-Upper Level
NEW PRICE ... \$225,000 ...



217 WESTMEADE CT - FLORENCE
2BR/2BA, 1,950sf+/-
Patio home, fenced, appliances
\$329,000



MULTI-FAMILY
304 Plum St, Florence
3-unit rental - remodeled
\$275,000



RIVERMONT - SHEFFIELD
134 Rivermont Dr - 2.02 Acres+/- Complete
remodel, 4BR/3BA, 3333sf+/-, finished
walk-out basement ... \$495,000



UNDER CONSTRUCTION
"The Grove" - 250 Randal Lane
5BR/4.1BA, 3879sf+/-, storm room,
\$989,900



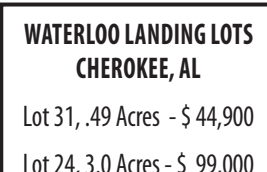
**NEW CONSTRUCTION
WATERFRONT**
237 Ridgecrest Dr, Florence
5BR/3.1BA, 2947sf+/-, 108.10'WF+/-
NEW PRICE \$869,900



UNDER CONSTRUCTION
115 Jefferson St, Muscle Shoals
3BR/2BR - 1,733sf+/-
\$339,900



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

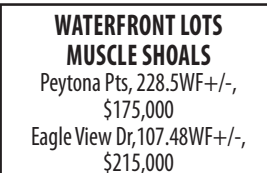


**WATERLOO LANDING LOTS
CHEROKEE, AL**
Lot 31, .49 Acres - \$ 44,900
Lot 24, 3.0 Acres - \$ 99,000
Lot 24, 3.11 Acres - \$110,000

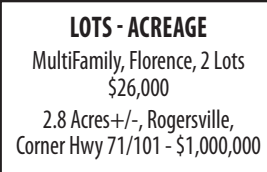


201 E. DR. HICKS BLVD, FLORENCE

Medical office built in 1998 as a bank with dual drive thru and renovated in 2006 for current use with 14,477sf. Site consists of 1.38 acres corner of Dr. Hicks Blvd and Seminary Street. Ample parking with adjoining employee parking lot. Convenient access with high traffic count which enhances property opportunities! Beautiful building offered at \$3.2M. MLS 523538



**WATERFRONT LOTS
MUSCLE SHOALS**
Peytona Pts, 228.5WF+/-,
\$175,000
Eagle View Dr, 107.48WF+/-,
\$215,000



LOTS - ACREAGE
MultiFamily, Florence, 2 Lots
\$26,000
2.8 Acres+/-, Rogersville,
Corner Hwy 71/101 - \$1,000,000

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237 Ridgecrest Dr, Florence
 Waterfront - New Construction
 5BR/3.1BA, 2947sf+/-, 108.10'WF+/
...\$869,900...

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Welcome to your dream lake house - where luxury meets location! This stunning 2-story, 5 bedroom, 3.5 bath beauty sits just steps from the marina and minutes from Turtle Point Country Club & downtown Florence. You will love the open concept layout, vaulted ceilings & cozy fireplace - perfect for family gatherings or relaxing weekends.

**"Find your Lakefront Life
 -- Call Patti"**



MULTI-FAMILY
 304 Plum St, Florence
 3-unit rental, remodeled
\$275,000



UNDER CONSTRUCTION
 115 Jefferson St, Muscle Shoals
 3BR/2BA - 1733 sf+/-
\$339,900

DID YOU KNOW?

- by METRO NEWS -

Certain areas of a home are more likely to draw the interest of prospective buyers when a house goes on the market. When that day comes, many realtors and homeowners rely on staging to make a home as attractive as possible during an open house or appointment viewing. According to a 2019 report from the National Association of Realtors, staging the living room is most important for buyers, with 47 percent of buyers indicating a well-staged living room had an effect on their view of the home. The owner's suite (42 percent) and the kitchen (35 percent) were found to be the next most important rooms to stage. Though the report is generally concerned with selling a home, the conclusions in the

report are something renovation-minded homeowners can keep in mind. If prospective buyers are most impressed by well-staged living rooms, owner's' suites and kitchens, it stands to

reason that those same rooms, when well-designed and recently renovated, will elicit a similarly positive reaction if homeowners ultimately decide to sell their homes in the future.



669872-1

SP26677



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charlotteblairrealtor@gmail.com



201 New Providence Court

MARTHA'S VINEYARD! Opportunity is knocking ... see this exciting buy with open floor plan featuring great room with fireplace and formal dining both with specialty ceilings. Kitchen with breakfast area separated by bar. Split bedroom plan with 3 bedrooms and 2 baths. Large luxury master bath with 2 walk-in closets, jetted tub and shower, plus laundry room. Private deck on back waiting for you and your friends to enjoy summer bar-b-ques surrounded by private wood fenced back yard! Call now! \$284,900



106 Royal Oak Road

SOMEONE CARED And it's reflected in the immaculate condition of this 3 BR, 2 1/2 bath brick home located in Oak Hill Subdivision. Great room with fireplace and gas logs, primary bedroom with remodeled bath, formal dining, eat-in kitchen and laundry room on main level. Upper level features 2 BR's, bath and a large computer room or 4th bedroom. Extra lot, privacy wood fenced back yard! You'll love to call this home! \$339,900 Call now!



1325 Duntreath Circle

YOU WILL LOVE TO CALL THIS HOME! Located on a quiet cul-de-sac in an older established neighborhood Updated 4 bedroom, 2 bath home that was updated several years ago with new flooring throughout, new kitchen cabinets and sit on breakfast bar, granite counter tops and new tile flooring. Some walls were knocked out, new tile in walk-in shower with new tile and bars, granite counter tops. Priced at \$289,900 Call for appointment!



1211 E. Decatur St., Tuscumbia, AL

TUSCUMBIA-Need 4 bedrooms? This 2 story 4 bedroom 1 1/2 bath located in Tuscumbia is a must see! Featuring great room, kitchen and eating area all located on 2 lots-plenty of room to add on, garden spot and room for children and pets. \$82,500 Call for appointment.



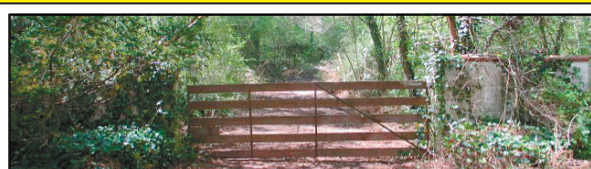
205 S. Mulberry, Tuscumbia, AL

HISTORIC TUSCUMBIA - Just a little TLC and you'll have a great 3 bedroom, 2 bath home to love. It features a large covered front and side porch, 3 bedrooms, 2 baths, a walk-in closet, formal living, dining, kitchen, laundry, hardwood flooring, plus a partial unfinished basement! \$85,000. Call for appointment.



609 S. Hickory St., Tuscumbia, AL

TUSCUMBIA ... This three bedroom, one and a half bath sits on a Corner lot! Ready for an investor or someone to bring their own ideas to bring this home back to life. \$28,500 Call for appointment.



0 Honeycomb Rd., Grant, AL

Beautiful tranquil and unique neighborhood. Conveniently located between Guntersville and Huntsville. Vacant double lot across the street from the lake. Amenities include community water access w/3 community piers and also near the public boat launch. Unrestricted lots with great investment opportunities, build an AIRBNB, lake home, weekend retreat, vacation home - or your primary forever home. These 2 lots are approximately 1 acre and is one of the larger parcels in this neighborhood. Don't miss your opportunity to own your little piece of paradise. Grant City water. Call for an appointment. \$199,900.



8110 Old Lee Hwy

COMMERCIAL BUILDING that has been used to manufacture! It sits on 2.65 fenced and gated acres with 456 feet fronting Old Lee Hwy. Approx 8100 sq.ft. Enclosed plus approx 800 open, under roof which is attached(3 sided storage). Also 800 amp 3 phase service, upstairs attic with permanent stairs for storage, 10x13 outside storage building with electricity. Included in the sq ft is a finished office area (1059sq.ft), (3) 16' overhead doors (2) 10 ft. overhead doors! Security system and security lights. A good buy just got better! \$249,900. Call for an appointment.



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CRC REALTY INC.

**Charlotte
Blair**
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543 High Street

Close to UNA. 2brs, large eat
in kitchen, fenced yard, 2 out
buildings. \$89,900.

This custom built home features 3 bedrooms and 2.5 baths on the main floor. Roomy and bright eat-in kitchen with specialty closets, 2 ovens, pantry and plenty of cabinets. New LED lighting under the counter and main light with dimmer. Great room has a fireplace, surround sound and high ceilings. Dining room and bedrooms also have high ceilings. New premium laminate flooring in the laundry room, bedrooms, bathrooms and hall. The main bathroom has heated floors. Basement has a large cozy rec room with new premium berber carpet and thick padding plus a fireplace, pine shelving and a full bath. Newly finished area includes 2 bonus rooms with premium laminate flooring. Plantation shutters throughout living areas of home. Unfinished area could be used for shop, hobby, storage and expanding finished living space. Main floor garage is oversized. Whole house generator for peace of mind! Beautifully landscaped and has a large deck! Buyer to verify all information. \$459,900

Did you know?

by Metro News

While home buyers typically take their time to examine each room and space inside and outside a home before making an offer, real estate experts note that two rooms in particular seem to merit the closest inspection among prospective buyers. Kitchens and the bathroom in an owner's suite can dramatically increase

the value of a home. They recommends that homeowners consider their neighborhood and identify their target buyers prior to beginning a kitchen or

owner's suite renovation, as such variables can provide direction and inspiration when refurbishing these widely valued areas in a home.



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House, Barns, 9.45+/- Acres - Florence

Peaceful country living just minutes from Cox Creek Pkwy. This quaint mini farm offers a 2350 sq. ft., 4-bedroom, 3-bath home on 9.45+/- acres featuring a livestock barn, a 40' x 80' enclosed pole barn with 15' x 80' open overhangs, a portable small building, and a creek. The rolling land features fenced pastures, woods, shooting houses, well and city water, and many fruit trees. If you are dreaming of a homestead with ample space for livestock, farming, storage, etc, this is a must see. 1511 CR 74, \$474,900



1035 Hill Drive - Counce, TN

Charming, turn-key organic homestead with freestanding office/gym, custom Amish made greenhouse, a high tunnel greenhouse, storage shed, and much more. The 2-bedroom, 1-bath house features well-appointed industrial farmhouse decor and numerous upgrades throughout. This rare opportunity includes most interior furnishings and decor, a paddle board, a kayak, a custom horseshoe pit, porch furniture, a grill, and more. All animals present on the property at the time of contract will likely continue with the sale as well. You're not just purchasing a house, you're buying a ready-made, self-sustaining lifestyle. \$149,900



1006 N. Wood Avenue - Florence

Additional Lot Now Included! Historic Craftsman in the heart of Florence. This 4 bedroom, 2 bath house sits on a roomy .38+/- acre tract and offers 2901 sq. ft. of elegant living space. Located on popular N. Wood Ave., the home has many original features. If you're looking for a lovely, warm and inviting estate, this is a must see. \$429,900



32.1 +/- Ac with Cabin - Waterloo

Quaint, secluded cabin on 32.1+/- acres in Waterloo. This rolling, wooded property features a 3 bed, 2 bath, 1350 sq. ft., 2 story, fully functioning, off the grid cabin serviced by solar, well, generator, and propane. This unique tract is a must see if you're looking for a private homestead, recreation, hunting, and/or a getaway retreat. An 11x20ft detached storage building/garage, well house, solar equipment building, shooting house, and 4 ladder stands are included. 600 CR 146, Waterloo - \$349,900.00



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.



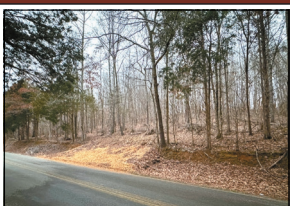
548 Malone Circle - Florence

3 bed, 1.5 bath, brick house conveniently located in Florence. This 1916 sq ft house offers large open rooms for living and entertainment, a covered patio, and a 10ft x 10ft outbuilding. \$194,900

Amazing 2.4+/-Ac, 700'+

Waterfront - Florence

This rare 2.4+/- acre paradise with over 700' of waterfrontage provides the ideal setting for your dream home. 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. Impressive retaining walls, concrete steps, a storage building, exquisite landscaping, and a sprinkler system have been put in place. 706 Ridgeciff 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

Breathtaking 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!**



3.92 +/- Ac CR 63

Great location for building your dream home! This rolling and partially wooded 3.92 +/- acre tract sits in the Killen area. The property has approximately 330' on CR 63 (Harrison Rd). 3103 CR 63, Killen - \$82,500.



25+/- Acres, CR 108 - Elgin Area

Scenic 25.67+/- acre tract on CR 108. The property offers gently rolling pasture, is partially fenced, and includes a beautiful 1+ acre pond. Owners will subdivide into 10.67 +/- acre tract and 15 +/- acre tract. \$399,900



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.



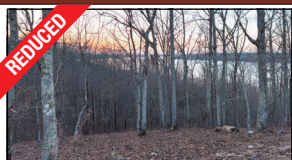
Commercial Lot, 0.69+/- Ac. Hwy 72 - Killen

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



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

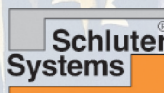


3 Acre Lot in Waterloo Landing - Cherokee

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. \$92,000.

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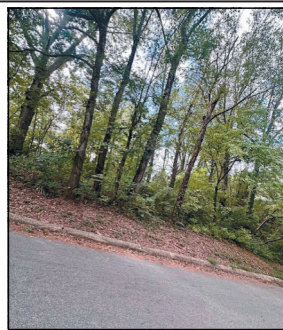
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150' X 150'
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Asking Price: \$29,900



0 Bavard Ave., Florence
1.69 acres
MLS# 522617
Asking Price: \$135,000

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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The basics of basement conversion projects

by Metro News

Space is a sought-after commodity in real estate. Buyers prioritize numerous variables when searching for a new home, and square footage is often near the top of their lists.

The real estate market has been highly competitive in recent years, and home prices have remained high as a result. That reality has prompted some current homeowners who feel they have outgrown their homes to look for ways to increase the usable space in their existing properties. Basement conversions are one way to add more space. Homeowners mulling a basement conversion project can learn the basics of the project as they try to determine if such renovations are right for them.

- Basement conversion projects can be costly. Though the final cost of a conversion project can vary widely depending on the condition and accessibility of the existing space, estimates range from around \$45,000 to as much as \$150,000. The home renovation experts at Angi.com note that the average price for excavation is \$37,000. Of course, homeowners who are simply hoping to repurpose an existing basement likely won't need to pay for excavation. Accessibility is another notable variable that can affect the final cost. If the current space is a crawl space, potentially costly structural

changes may be necessary to ensure contractors and eventually residents can access the area. Basements that are already easily accessible won't require such expenditures.

- Ventilation is a must. Finished basements must be adequately ventilated so moisture can be controlled. Without sufficient ventilation, the damp conditions common in many basements can foster the growth of mold. The Asthma and Allergy Foundation of America notes that inhaled mold spores can trigger allergic reactions in some people, potentially leading to runny nose, postnasal drip, red and watery eyes, and itchy eyes, nose, ears, and mouth, among other symptoms. Waterproofing systems and adequate ventilation can prevent mold growth in a basement, and these should be integral components of the design.

- Permits are part of the process. Basement conversions are considered major projects, and thus typically require homeowners and contractors to secure permits before any work is done. Permits may be necessary at various stages of the project. Homeowners who ignore laws regarding permits will have trouble selling their

homes down the road, as it can be difficult if not impossible to secure a certificate of occupancy if renovations were made without securing the proper permits. In addition, securing necessary permits for each phase of the project can ensure final approval of the project. If permits are not secured along the way, local officials may insist work be redone to adhere to local laws, which can make the project even more costly.

- Basement conversions take time. The time a project takes will depend on the condition of the space at the start of the project and various details unique to each conversion. However, various contractors indicate projects take about two to three months once they begin. That timeline does not include the pre-project process of finding a contractor, soliciting design plans or preparing the rest of the home for such a significant and lengthy undertaking.

Basement conversion projects can add significant square footage to a home. Recognition of what such projects entail can help homeowners decide if this is the best way for them to increase livable space in their homes.





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5	6	7	8	9	10	11
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FEBRUARY 2025						
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MARCH 2025						
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DECEMBER 2025						
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TM20024

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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