

Real Values

by Chuck Ross

Why a Realtor?

My hard to-convince friend called me back again. "Ok, I've just read your last article", he said, "and I'll agree that Realtors are fine fellows, very trustworthy and all that."

"But, I'm not talking about trust, I'm talking about money. Why should I buy through a Realtor when I can probably get the property for less by dealing directly with the owner?"

"I'm not really sure you can separate trust and money", I replied, "but to answer your specific question, yes, if you know what you're doing, it is possible you can save a little money by dealing directly with an owner."

"But, if you don't know what you're doing, you can lose your shirt."

I then gave him several reasons why it's a good idea to buy property through a realtor. Here are a few:

First and foremost, a Realtor knows the market. That is, he knows where the properties are, and he knows their values. Do you have the time and knowledge to locate all the properties which might fit your needs, and are you aware of market values? A Realtor has, and does.

A Realtor has an obligation to the owner to try to sell you property at the owner's price. But he also has an obligation to the owner to advise him whether or not his price is realistic.

For example, if an owner wants \$50,000 but the Realtor knows the property is worth no more than \$45,000, he will try to convince the owner to list at a more competitive price. If you deal directly with that same owner, you might talk him into selling at \$48,000 because he can avoid paying a commission. But, don't congratulate yourself for saving two thousand — you just lost three.

Another Realtor service is negotiation. He does the bargaining, saving you hassle and possible embarrassment. He handles the details, drawing up a legal and proper contract which protects both parties, advising you on how a mutually satisfactory offer can be tendered; and preparing an itemized closing statement. If need be, he will help you get a loan and secure an attorney to draw the

deed and conduct a title search.

Finally, a Realtor offers you protection. He is putting his reputation on the line when he represents you. He is subject to state licensing laws and the Code of Ethics, and can be forced out of the Realtors' Association, lose his license, or worse, if he breaks his trust.

An owner is under no such constraints. He can tell you anything, or disclose nothing. Most owners are honest, of course, but sometimes even they are unaware of problems with their property. Realtors are required to stay abreast and can be disciplined if they withhold adverse information.

Thus far, we have talked of one side of the coin. The other side is why a seller should list his property with a Realtor. We'll discuss that next week.

Would you like to know more about the services a Realtor can provide for you? Call me at (704) 894-3531 (894-8428 evenings) or drop by Town and Country Realty in Columbus. I'll be glad to talk it over with you. adv. 7,c.

JV Baseball

Wednesday
Chesnee at Polk Central (DH)
Saturday
Polk Central at Chapman

FOR SALE: Set of driving harness. Can be seen at The Tack Shop. adv. 4, 7, pd.

ADA DIETITIAN — registered or board eligible dietitian desired as Consultant two half days per week at St. Luke's Hospital, Columbus, N. C. Contact the Personnel Dept. 894-3311. adv. 7, 8, 9,c.

AKC REG. IRISH SETTER PUPPIES. Have been Wormed. Call 859-9646. adv. 7, 8, 9, c.

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