

Myth #1: Every real estate agent is the same

Many buyers believe that all real estate license holders are equally qualified to help them purchase a home. Drivers and Real Estate Agents are licensed by the state. Just as some people do not exercise the utmost care while driving, different real estate agents approach their job differently. There are also different levels of state licensure. Specialty designations, through advanced coursework, indicate to that an agent has a higher understanding in their career. Would you want to hire a financial planner or a *certified* financial planner?

Myth #2: The agent on the for sale sign will also represent my (the buyer's) interests

Unfortunately most buyers have not familiarized themselves with the concept of representation and mistakenly believe the listing agent will protect their interests. The listing agent of a home or the sales consultant at a builder's model cannot fully represent a buyer's interests under Florida law (ch.475). Only a Buyer's Representative may protect the sole interest's of the buyer. Further, there is no out-of-pocket expense for a buyer to be represented. Floridian Realty Services offers FREE buyer representation services.

Myth #3: I can find all the properties available on my own

The myth has grown that all properties are available for viewing on the internet or that all properties have a for sale sign out front. Not all available properties are advertised on the various third party commercial real estate websites at a given time. Updates to websites often lag behind real time listing developments. Not all properties have a sign as community deed restrictions may prevent them. Floridian Realty Services believes in searching the Multiple Listing Service, builder's inventory, bank owned properties, and all other sources.

Myth #4: By waiting long enough, I will find the perfect home

There is no such thing as the perfect home, even if you build from scratch. Buying a home involves give and take. One home may have a great view but a poor kitchen. Likewise the next home has a great kitchen and a so-so view. A buyer may have five interests they would like to find in a home. With a little bit of compromise, you can find all your interests in a home your family will enjoy.

Myth #5: I will have a better chance of finding the right home if I work with more than one agent

A buyer would be best served by working with one real estate agent as their loyalty will be appreciated in the high level of service their agent provides to them. Would two or three agents doing an average job be just as helpful to a buyer as working with one agent that does an exemplary job?

Myth #6: Simply agree on a price and sign a few papers to buy a home

That is only a small part of the buying process. A typical real estate transaction time line may appear like this...view homes, prepare a contract, counter offers, signed contract, loan approval, appraisal, home inspections, survey, title search, closing day, and many more smaller steps. Many real estate agents believe the real work begins after a buyer and seller have agreed to a contract because the transaction is only half over at that point. Bringing the contract to a success closing takes a lot of effort from all parties.

Myth #7: Foreclosures are the best deal

Although buying a foreclosure seems to be "in style" lately, they may not offer the best value. Any property (resale, bank owned, builder, etc.) can be overpriced. Beyond price there is the condition of the property, closing costs, repairs needed, etc. Floridian Realty Services believes in searching the Multiple Listing Service, builder's inventory, bank owned properties, and all other sources for the best valued properties available.

Myth #8: Getting a mortgage is easy and all mortgages are almost the same

Obtaining a mortgage is neither easy nor hard. There is a process involved and following the process is quite simple but will require a little bit of time. Once approved, it is wise to carefully choose your mortgage product. A mortgage that is a "good fit" is more than the interest rate.