

Why Work with a Real Estate Professional

With so many online tools available, it's easy to wonder if you should sell your home on your own. But the truth is—nothing compares to having an experienced professional in your corner. Handling everything yourself can often end up costing more than an agent's commission.

According to the National Association of Realtors' 2021 Profile of Home Buyers and Sellers, only **7%** of home sales were "For Sale by Owner," and most of those sellers already knew the buyer. FSBO homes sold for a median price of **\$260,000**, while agent-assisted sales reached a median of **\$318,000**.

Beyond pricing, working with a real estate professional provides exposure, expertise, and peace of mind. Here's what they bring to the table:

- Licensed training and professional oversight
- Local market knowledge and neighborhood experience
- Expert advice on pricing, marketing, and strategy
- Strong negotiation skills to protect your best interests
- Access to the MLS—the most accurate and up-to-date data
- Guidance through state-required disclosures and paperwork
- Resources for staging, contractors, lenders, and more
- Support in managing showings, offers, and potential snags
- Ongoing education to stay current with housing issues

With a real estate professional by your side, you're not just selling a home—you're gaining an advocate, advisor, and partner dedicated to helping you reach your goals.