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6 Ways a Real Estate Pro Can Help You Navigate Today's Shifting Market


When buying or selling a house, you'll benefit from the support

By **Aurora** PHIL CORREIA



Today's real estate market is baffling for buyers, sellers, and even for economists. Depending on whom you ask, it's either a great year for real estate or the complete opposite. And the answer seems to change day by day. Consider this - home sales have declined across the country compared to a year ago. But according to the National Association of REALTORS® (NAR), that trend is being reversed, with existing home sales surging in recent weeks.

Adding to the confusion is a volatile economy with stubbornly high inflation, ongoing fears of a recession, and an unexpected banking crisis. Plus, mortgage rates are in a state of flux. All this adds up to a fast-moving real estate landscape that can be much easier to navigate with a real estate agent who can answer your questions.



Whether you're a buyer or a seller, here's how a real estate agent with a desire to go the extra mile can help.

If you're a buyer...

IT WILL BE EASIER TO FIND A NEW HOME

Housing inventory remains near historic lows, according to NAR, with a 2.8-month supply¹. That makes for a very competitive buying market. An experienced real estate agent can give you access to all active listings, so you don't miss out on any open houses. With deep knowledge of the local market, they can also objectively assess neighborhoods you're considering or those you might overlook. Using the real estate tool known as "comps" (short for "comparable"), your agent will help you understand the price of a house you're interested in compared to similar properties in the area and why it matters.


YOU'LL HAVE EXPERT ADVICE ON NEGOTIATING A PRICE AND NEGOTIATING CONTRACTS

Buying a home in today's tight housing market can be nerve-racking. That's especially true when a home receives multiple bids, which remains very common on desirable properties. A real estate professional knows how to handle current buying conditions and will be your expert advocate throughout the process. They'll guide you through bidding wars, inspections, and more - including advising you on what you should consider a deal to make.

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GETTING TO THE CLOSING WILL BE A SMOOTHER PROCESS

Even after a contract is signed, buyers may come up with an inspection that reveals the need for costly repairs. An agent can help you deal with these last-minute snags and offer referrals for trustworthy local resources, like inspectors, appraisers, movers, contractors, and more.



If you're a seller...

IT WILL BE EASIER TO SELL YOUR HOME

With many potential buyers sitting on the sidelines because of high mortgage rates, selling a home today can be challenging. A real estate pro has the contacts and the marketing savvy to make sure your home gets wide exposure to the right group of prospective buyers. Your agent will use your time and energy by showing your home to prospective buyers, while prescreening others who aren't a good fit.

YOU'LL HAVE EXPERT HELP IN SETTING A SALE PRICE AND NEGOTIATING CONTRACTS

Let's face it. Selling a home is a complicated and often emotional process. A real estate agent has the experience and training, as well as the knowledge of today's tricky market, to help you set the right price for your home based on current conditions. They'll be a skilled negotiator on your behalf. And when it comes to drawing a contract on the purchase deed, a real estate pro knows all the essential finer points to include.


YOU'RE REPRESENTED THROUGH THE WHOLE PROCESS UNTIL CLOSING

A contract is not the final step in selling your home. Property inspection, pre-closing appraisal, and the transfer of title ownership, among other steps, will follow. Your real estate agent can help with any issues that might emerge as you bring the deal to a close. They can also assist you in finding a new place to live.

Ready to move forward with buying or selling a home? Do so with confidence by enlisting the help of a professional real estate agent through the Anywhere network, including Better Homes and Gardens® Real Estate, Century 21®, Coldwell Banker®, Corcoran®, and ERA®. Best, take advantage of AARP Real Estate Benefits by Anywhere. It's free to sign up, there are no hidden fees, and you can earn \$300 to \$7,200 after closing on a home with a participating real estate agent.

[Click here to calculate the cash benefit you could receive when selling or buying a home using your AARP Real Estate Benefits from Anywhere.](#)

1. <https://www.nar.com/resources/existing-home-sales>, earned 14.5 in February, ending 12 months from all declines.



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