



## Finding the Right Real Estate and Mortgage Brokers

When it comes to buying a home, there are two essential people you will work with during the process. These individuals are your real estate agent and your mortgage broker. As important as these people are to your home purchase and investment, you will want to find the very best agent and broker for your situation. The following are some tips to helping you make wise decisions in the selection process.

### Choosing the Right Real Estate Broker

You may be wondering if you really need to hire a real estate broker at all, right? You may feel like you could save yourself the commission fee by skipping the agent. This may be true, if you have the time, knowledge, and experience behind you to do all the searching yourself. There are many benefits to finding a good real estate agent though. Buying a home involves so much legal and financial jargon, that it can be really nice to have someone working for you to make sure you get jump through all the right hoops. Your real estate broker will have a working knowledge of real estate law in your state and county and will be able to help you avoid any problems issues. Additionally, the right person for the job will also know the plenty of details about the area where you would like to buy, things like the types and reputations of different neighborhoods and schools. They should also be able to present you wide selection of homes they can show you, and tailor the selection to your needs and wants. He or she will have better access to knowledge of which homes are up for sale and can save you lots of time in the home search process. Hiring a real estate agent is smart because you have someone to walk you through the entire home buying process. Plus, his or her commission fees will come from the home seller – you do not have to pay any out of pocket costs for the service!

In order to find an agent that fits all these requirements, you should definitely start by asking around to friends, family, and neighbors for good referrals. Chances are if they had a good experience with some, so will you. Nevertheless, you should personally meet with any agent recommended to you and check out their references and business style for yourself. It is crucial that you choose someone you feel you can trust to guide you through the complicated process. Grill each agent about his or her knowledge of the area and find out how long he or she has been working in the industry. If you do not find anyone through the referral method, you can always try go with an agent from an established company, a brand name you have heard of.

### Finding the Right Mortgage Broker

Many of the same principles apply in finding the right lender for your needs. Although unlike a real estate agent, dealing with a mortgage lender is unavoidable when it comes to buying a house. Referrals are very helpful, but because so much more money is involved in this choice, it is important to do some comparison shopping. The type of interest rate and the amount of money you can borrow will depend on your personal situation, based on things like your income and your credit score. But they our loan terms will also depend greatly on the lender you choose to work with. Shopping around and comparing offers will help you find the best deal on your mortgage.



In addition to finding the lender with the best financial terms, you should also find one that you can trust. It is important to check out his or her business history with an agency like the Better Business Bureau. You should also find out how long they have been in the lending industry and you might even want to talk with some of their former clients, or get testimonials from some about the service they received. The person you choose to finance your home loan may or may not be the one servicing your loan for the long haul, but you want to make sure you feel he or she is fair and trustworthy in procuring the mortgage for you.

When selecting your real estate agent and mortgage broker, take the time necessary to search out the best ones for your needs. It will take a little patience and some work, but the effort will be worth it when your agent helps you find the perfect house and your broker provides the perfect loan for the purchase!