



**Anthony
NEWMAN**

NEI's Real Estate Report

Published Monthly By Anthony Newman of NEI Realty

SEPTEMBER 2006

What Do Agents Really Bring to the Table?

by M. Anthony Carr

I hate going to the dentist. I've always had good teeth, only one cavity in my head, so why spend all that money (not to mention the dental insurance) on a service I've never really needed. As long as I brush and floss, why do I need someone with a doctor's degree to look over my teeth, clean them, whiten them, etc.?

Besides, I've pulled teeth myself -- when I was just a grade school kid, in fact. So if I can pull teeth at that age, with just a string and a doorknob, why on earth do I have to pay a professionally trained tooth puller now? As I reminisce on those days of my early tooth-pulling, I even recall getting paid for pulling my own teeth! That's right. Every morning after pulling my teeth, I had money under my pillow.

Obviously, anyone who has received quality dental care in the past sees right through the absurdity of this argument. However, when it comes to real estate agents, everyone wants them to provide their services for discounted prices -- even free.

Licensed real estate professionals bring state-mandated training and knowledge to the table for buyers and sellers. In fact, agents have to get as much, or more, training than what it would take for some college degrees before being given permission by the state to represent buyers and sellers in the transaction.

By the time a transaction is over, it is chock full of legally-binding documents controlling the transaction, pulling two parties together to exchange hundreds of thousands of dollars to complete a transaction that they may be involved in only a couple of times in their life.

Both the buyer and seller must perform to the contract, and most times, they don't even know how or what they're supposed to do to perform the paragraphs they just agreed to perform.

Nearly half of the buyers are purchasing for the first time, according to the National Association of Realtors. They only think agents are there to usher them into houses and that's it. And that's because hundreds of thousands of agents make that tooth extraction look so easy.

Why should you have a real estate agent on your investing/buying/selling team when it comes to building wealth?

There's talk on Capitol Hill of how the real estate industry has a "strangle hold" on the business. It makes me want to, not so much defend, as much as bring to the forefront what licensed professionals actually bring to the table for consumers.

You've heard the term, "You get what you pay for," and that doesn't go wasted on agents as well. Many sellers would love to get through the transaction themselves, without any help from a "middle man," to save the commission dollars. It sounds like it makes sense, "Hey, why pay thousands of dollars of your money to sell a house when you can do it yourself?"

But every agent has a real estate license regulated by the state. This means they are knowledgeable about various aspects of real estate law, rules and regulations, such as:

What rights exist for land and how they can be traded

How title can be held and how to ensure clear title to the land

Financing: traditional, non-traditional, owner-held, etc.

Fair housing laws: federal, state and local

Local limits on the sale and trade of real estate

State disclosure laws and regulations on the trade of real estate

Contracts and forms

Most sellers and buyers I've talked with, while having access to plenty of "information" on the internet about the sales transaction, do not have a handle on the nuances, pitfalls, and inherent dangers of legal problems they can face in the midst of this huge investment.

If you are considering selling your home, call **ANTHONY NEWMAN** today for a Free Market Analysis
310-338-1245

310-338-1245

E-mail:

Anthony@neirealty.com

Thinking of buying
or selling a home
in the near future,
please call

**ANTHONY
NEWMAN**

for a personal interview
and property
assessment with
no obligation.

310-338-1245

E-mail:

Anthony@neirealty.com

NEIRealty.com



**Anthony
NEWMAN**

Remodeling? Have a Plan to Ensure Success

by Phoebe Chongchua

With the housing market softening in many areas throughout the country, some homeowners are choosing to remodel to create their dream home rather than buy a new house, while others are opting to spruce up their homes with a fresh look in order to gain top dollar at resale. Many people do summer remodel projects, but now, with children back in school, some homeowners are ready to finally get a long-wanted project underway.

Whether you're looking to create a more spacious modernized kitchen, a welcoming great room, or a calming meditation room, you'll find that deciding on a specific plan and sticking to it will pay off.

Create Your Dream. The first step is often the most fun. Visualize what you intend to do with the current space you have. Will you knock out a wall, simply change color, redo a floor or add a story? Let your imagination run wild. You might come up with ideas that seem too lofty, but don't worry. It's better to consider them and later pull on the reins to slow down the imaginary fast-moving remodel than it is to finish the actual remodel project and then wish you had considered something else.

Use easy-care materials. Items such as cedar, colored concrete, colored plaster, and stainless steel help to make a home durable over the long haul. When cedar is used over time it oxidizes and turns gray. It's often used on exterior walls of homes. Coloring concrete is an alternative to painting it. The color is mixed in with the concrete to create the desirable look and can be used on the interior and exterior on walls, steps or floors. A colored plaster can help minimize scratches because the color goes all the way

through. Stainless steel, because it doesn't rust, is an appealing option for not only appliances but also for railings.

Study trends. Before you head out to hire contractors or start your remodel project on your own, make sure that you spend some time flipping through magazines and visiting homes you'd like to model your project after. This way you can learn from others' mistakes and you can also pick up good ideas that you may not have considered. Most remodel projects are aimed at creating comfort for the homeowner, but sometimes a remodel is being done before the sale of the home in order to make it more appealing to general public. If that's the case, it is particularly important to study remodel trends. Again, using easy-care products and materials will likely help increase the resale value of your house.

Use the Internet. There is a wealth of information, resources, and ideas available to homeowners without even leaving their home. There is even software that you can purchase or sometimes get free based on a trial basis that helps you draw your remodel project.

Start a remodel book. This is a great tip for people who are moving as well. Put everything that has to do with your remodel in a three-ring notebook binder. This will help prevent you from endlessly searching for a telephone number, receipt or business card during a chaotic time. Collect articles, brochures, estimates, etc. and place all of these items in see-through plastic pages or envelopes in your binder. Take before, during, and after pictures and place them in the binder as well. Your budget should also be put in this binder.

Consult experts. Even if you're going to do your own work for the remodel, always consult experts; it will pay off. You can still do the work yourself but you'll have a better understanding of how the experts would tackle the remodel project.

 **NEI REALTY**
Newman's Enterprises, Incorporated
6820 La Tijera Blvd. #109
Los Angeles, California 90045

PRESORTED
US POSTAGE
PAID
PERMIT NO. 92
LOS ANGELES, CA

**WE'RE
EXPANDING!**

NEI is proud to announce our addition of Commercial Sales and Mortgages? Thinking about a career in real estate...Call NEI today for a career assessment and confidential interview?

**Call ANTHONY today for your FREE Market Analysis:
310-338-1245 · E-mail: Anthony@neirealty.com**