

# QUESTIONS ABOUT REALTORS®?

## WE'VE GOT ANSWERS.

**YOUR REALTOR®** is your trusted guide, who will help you navigate through your home buying or selling journey.

**YOUR REALTOR®** is committed to helping you every step of the way.

**YOUR REALTOR®** will learn about your real estate needs and goals, so they can help guide you through your options.

**YOUR REALTOR®** will share their experience and knowledge with you, using their expertise to help you navigate the buying and selling process.

**YOUR REALTOR®** will advance your home ownership goals and is an expert at protecting your interests.

## INTERVIEW A REALTOR® TODAY

BELOW ARE SIX KEY QUESTIONS TO ASK YOUR POTENTIAL REALTOR®:

### How long have you been in the business?

A REALTOR® who is newly-licensed will have recent training and can do a wonderful job at advancing your home ownership needs; REALTORS® who have been in business longer bring more experience they can share, along with their education.

### Will you provide references?

All REALTORS® should be able to provide references that can speak to how they have advanced home ownership goals. Make sure to ask if any of the references are related to the agent, and if you may call them with additional questions.

### What separates you from your competition?

Key phrases to listen for when asking this question are: assertive, advances your goals, available by phone or e-mail, learns about your needs, analytical, able to maintain a good sense of humour under trying circumstances.

### May I review documents that I will be asked to sign?

REALTORS® should make all forms available to you before you are required to sign them, giving you time to review, ask questions, and learn more about what you're being asked to sign. Your REALTOR® will help guide you through this important paperwork.

### Can you help me find other professionals?

REALTORS® may be able to share a list of other professionals to help with things such as home inspections, renovations, legal and financial advice.

### What haven't I asked you that I need to know?

Pay close attention to how your prospective REALTOR® answers this question, because there is always something new to learn.

# YOUR REALTOR® IS YOUR TRUSTED GUIDE.

WHATEVER YOUR NEEDS ARE,  
YOUR REALTOR® CAN HELP.

## THE REALTOR® CODE OF ETHICS

REALTORS® undergo extensive education, training, and testing before they are licensed. In Nova Scotia, REALTORS® who are newly-licensed also receive support and mentorship through the RCD™ Program (REALTOR® Career Development Program). REALTORS® are also required to attend mandatory education sessions every year in order to maintain their license and use the REALTOR® trademark.

The exclusive designation for a member of The Canadian Real Estate Association is the trademark REALTOR®. It symbolizes a commitment to competence, service and professional conduct. In the quest for these high standards, REALTORS® in Canada have been bound together by a Code of Ethics since 1959.

REALTORS® accept a personal obligation to the public and to the profession. The Code of Ethics of The Canadian Real Estate Association embodies these obligations.

### AS REALTORS®, WE ARE COMMITTED TO:

- ✦ Professional, competent service
- ✦ Absolute honesty and integrity in business dealings
- ✦ Co-operation with, and fairness to, all
- ✦ Personal accountability through compliance with The Canadian Real Estate Association's Standards of Business Practice

## MLS® - RESIDENTIAL

The Multiple Listing Service® (MLS®) is a cooperative marketing tool that allows buyers and sellers access to the greatest number of properties for sale. In 2013, nearly two billion dollars worth

of real estate was sold through the Nova Scotia Association of REALTORS® (NSAR) and Annapolis Valley Real Estate Board (AVREB) Multiple Listing Service® (MLS®) System.

# REALTOR.CA

The national website, [REALTOR.ca](http://REALTOR.ca), is an advertising vehicle for MLS® listings. Nova Scotia properties for sale through the provincial MLS® System are available at [REALTOR.ca](http://REALTOR.ca). You can also view properties on the top-ranking mobile app.

Each listing on [REALTOR.ca](http://REALTOR.ca) features property details, up to ten pictures, links to video tours, and contact information for the listing REALTOR® or their office.

Potential buyers are able to search for listings on [REALTOR.ca](http://REALTOR.ca) based on criteria such as location, price, type of property, view, and other features at their convenience and can contact a REALTOR® to learn more detailed information. Clients are pre-qualified and introduced to listed properties by a REALTOR®.

# MARKET KNOWLEDGE

REALTORS® help you determine your asking price based on very detailed information about similar properties in your area – information to which only REALTORS® have access. A REALTOR® will also learn about your urgency to sell and your financial requirements to help you price your home accordingly.

REALTORS® know what adds to, or takes away from, the value of your home and can share suggestions

on what you can do to increase the value, and therefore the price, before you even list.

REALTORS® are dedicated to advancing your selling goals and are masters of reading the market to price your home for the best return. A REALTOR®'s experience literally pays!

**YOUR REALTOR®  
IS YOUR TRUSTED GUIDE.**

To learn more, find **NSAR** on   
and follow **@nsarREALTORS** on 