

ASK THE PROFESSIONAL



Sue Jones on Real Estate

Sue Jones is a REALTOR as well as Owner/Partner of Keller Williams Real Estate, Doylestown Office.

Experience: Sue's experience spans over 30 years, providing professional help to both buyers and sellers in our local market.

Designations/Memberships: Holding the coveted GRI designation - Graduate of the Realtor Institute; Memberships in the National, Pennsylvania and Bucks County Association of Realtors.

Education: Sue feels that ongoing "fine tuning" of the ever-changing regulations, laws and procedures that guide the professional REALTOR to properly represent the public and which shape the Real Estate Industry are of the utmost importance, and this is her pledge and commitment.

Why Real Estate as a Career? When asked "What made you choose Real Estate as a career?" Sue answered "I wanted to be in a helping field and decided that Real Estate offered that, helping people with their most important investment."

By: Sue Jones
Owner/Partner
KELLER WILLIAMS
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Realtor Representation....101

Q. Sue, can we use the same REALTOR to buy our next home and to also sell our current home?

A. Yes, you can and there are different and yet similar responsibilities.

Seller's Agent: A REALTOR who is employed by and represents only the Seller in a transaction is a "Seller's Agent." This agent is also known as a "listing agent," because the agent lists the home for sale and generally markets it through a Multiple Listing Service. The listing agreement serves as a contract with the Seller and spells out how the Seller's Agent will be paid. Responsibilities of a Seller's agent include getting the highest purchase price and best terms possible for the Seller.

Buyer's Agent: A REALTOR who is employed by and represents only the Buyer is a "Buyer's Agent." The agreement between the Buyer and the Buyer's agent serves as a contract between them and typically spells out the agent's duties and how the agent will be paid. In addition to helping the Buyer with the home-finding process, the responsibilities of a Buyer's agent include representing the Buyer's interests throughout, and working to negotiate the best price and terms for the Buyer.

Dual Agent: As a Dual Agent, the REALTOR works for both the Seller and the Buyer. A Dual

Agent may not take any action that is adverse or detrimental to either party, but must disclose known material defects about the property. A licensee must have the written consent of both parties before acting as a Dual Agent. State statutes and common law determine how a Dual Agency is handled. Your real estate professional can explain the alternatives to you. Keep in mind, however, a Broker and the associates must maintain the confidentiality of their clients. For instance, without permission they cannot reveal to a Buyer what lower price their Seller would accept nor, to a Seller how much more their Buyer is willing to pay.

Q. What is a REALTOR VS a Real Estate Agent ?

A. A REALTOR is an agent or agency that belongs to the local and state Board of REALTORS, and is affiliated with the National Association of REALTORS. REALTORS take an oath to pledge to a strict Code of Ethics and Standards of Practice. The Realtor Code of Ethics, became effective on January 1, 2010 and can be viewed at www.Realtor.org.

The Code of Ethics defines the following :

1. Duties to Clients and Customers.
2. Duties to the Public.
3. Duties to fellow REALTORS.

Email me your questions:
Sue@SueJones.com

Or mail them to:
Keller Williams Real Estate
Doylestown Commerce Center
2003 S. Main Street, Suite 108
Doylestown, PA 18901
ATTN: Sue Jones

Testimonial

Dear Sue, I just wanted to say Thank You for making our transaction go so smoothly. It was a pleasure working with a professional agent. Sincerely, G.

SUE JONES REALTOR, GRI, CRS Owner/Partner 'I have 30+ years experience bringing Buyers and Sellers together' Featured Listing



329 Sandy Knoll Drive, Doylestown Township
\$580,000

Floor Plan, Additional Photos/Details at www.329SandyKnollDrive.com

- Over an Acre in Woods of Sandy Ridge
- 4 Bedrooms, 2 ½ Bath Colonial + Full Basement
- Family Room with Fireplace + Sliders to Spacious Deck
- Minutes to Historic Downtown Doylestown Borough
- Mature Landscaping & Private Back Yard
- Award-Winning Central Bucks School District
- Oversized 2 Car Garage

Call Sue Direct for Your Private Preview: 215.262.4422

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