

# HINTS FOR HOMEOWNERS

## Homes Are Meant For Living

(NAPSA)—Economists call it the “housing industry” but everyone buying some place to live knows that they are looking for more than just a “house.” They also want a “home,” a way of living that is far more than just four walls with a roof. And that lifestyle is a vision probably as unique as every proud new homeowner.

Buyers might see themselves sitting in front of the fireplace in their cozy den. Or tending to the best garden in the neighborhood. Or entertaining friends in their formal dining room. Or getting caught up in the energy of a thriving metropolitan center. There’s just no limit to how buyers see themselves in their new home.

But how do prospective homeowners find the right property with the right combination of “bricks and mortar” and the intangibles that create a distinctive “home?” Looking for that property can be a frustrating task. But many buyers have discovered a way to make that search easier, more efficient and less stressful.

These buyers enlisted the help of an Accredited Buyer Representative (ABR), a real estate licensee with specialized skills. To earn the ABR designation, real estate professionals must complete a comprehensive training program and meet experiential requirements that demonstrate a thorough understanding of the entire home buying process—including the “soft skills” that help them locate available properties that are compatible with the buyer’s lifestyle ideal.



**Whatever your particular style, an Accredited Buyer Representative can find a home to suit you.**

Before beginning the search for that dream house, ABRs make every effort to learn from buyers what “makes them tick.” Then, having gained an understanding of what the buyers want and need in their new home, they evaluate the inventory of available properties to find those that best fit with the vision of the buyers’ unique lifestyle. Just as importantly, ABRs work for buyers, representing their best interests.

Clearly, all the properties those economists call the “housing industry” should never be regarded as commodities. They are all unique. So are homebuyers. ABRs understand this, and they know that “to see one is definitely not to see them all.” And this applies equally to buyers, their lifestyles—and the dream home they’re looking for.

To find an ABR in your area, call 800-329-6224 or visit [www.REBAC.net](http://www.REBAC.net). The ABR designation is awarded by the Real Estate Buyer’s Agent Council, an affiliate of the NATIONAL ASSOCIATION OF REALTORS.