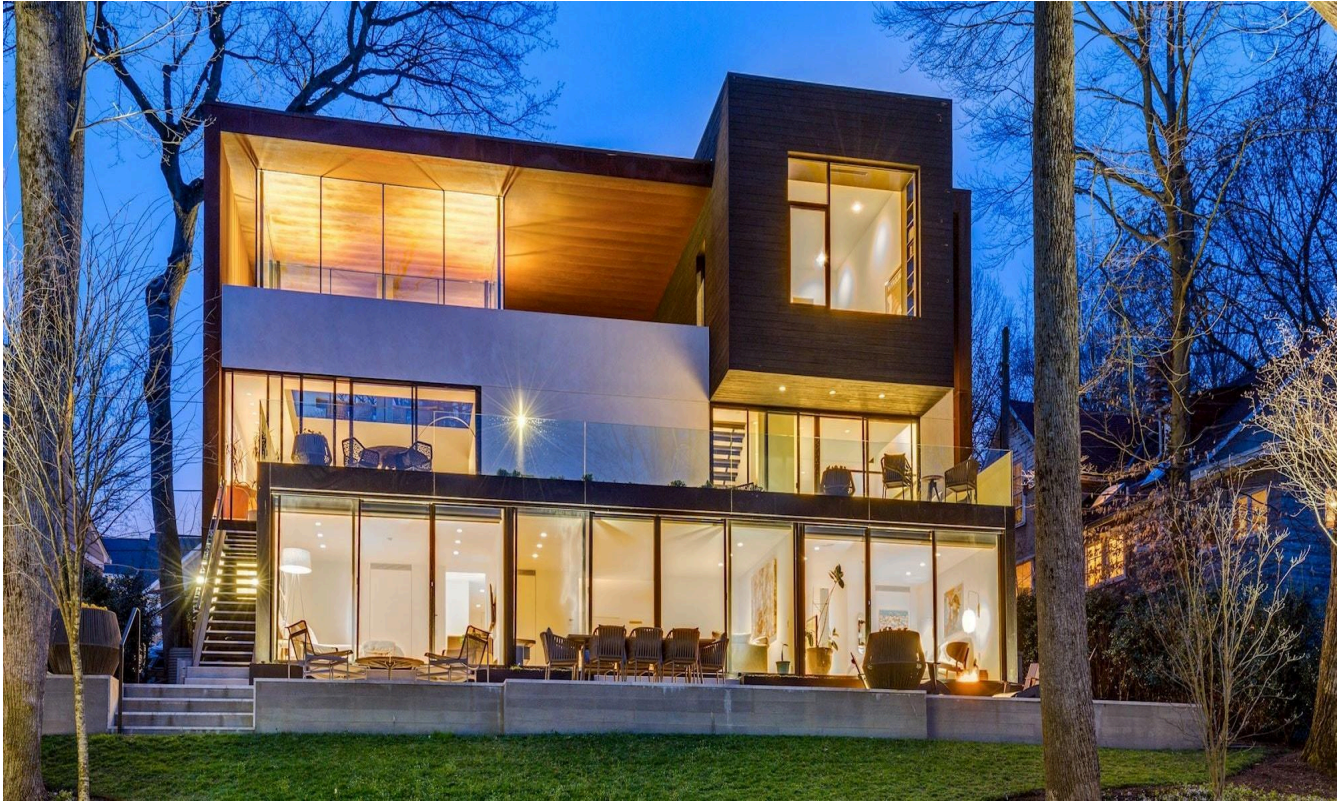


HOUS.

<https://hous.com>

Real Estate Agents and the Internet - How to Buy and Sell Real Estate Today



Then and Now

Ten years ago, a search for real estate would have started in the office of a local real estate agent or by just driving around town. At the agent's office, you would spend an afternoon flipping through pages of active property listings from the local Multiple Listing Service (MLS). After choosing properties of interest, you would spend many weeks touring each property until you found the right one. Finding market data to enable you to assess the asking price would take more time and a lot more driving, and you still might not be able to find all of the information you needed to get really comfortable with a fair market value.

Today, most property searches start on the Internet. A quick keyword search on Google by location will likely get you thousands of results. If you spot a property of interest on a real estate web site, you can typically view photos online and maybe even take a virtual tour. You can then check other Web sites, such as the local county assessor, to get an idea of the property's value, see what the current owner paid for the property, check the real estate taxes, get census data, school information, and even check out what shops are within walking distance—all without leaving your house!

While the resources on the Internet are convenient and helpful, using them properly can be a challenge because of the volume of information and the difficulty in verifying its accuracy. At the time of writing, a search of "Denver real estate"

returned 2,670,000 Web sites. Even a neighborhood specific search for real estate can easily return thousands of Web sites. With so many resources online how does an investor effectively use them without getting bogged down or winding up with incomplete or bad information? Believe it or not, understanding how the business of real estate works offline makes it easier to understand online real estate information and strategies.

The Business of Real Estate

Real estate is typically bought and sold either through a licensed real estate agent or directly by the owner. The vast majority is bought and sold through real estate brokers. (We use "agent" and "broker" to refer to the same professional.) This is due to their real estate knowledge and experience and, at least historically, their exclusive access to a database of active properties for sale. Access to this database of property listings provided the most efficient way to search for properties.

The MLS (and CIE)

The database of residential, land, and smaller income producing properties (including some commercial properties) is commonly referred to as a multiple listing service (MLS). In most cases, only properties listed by member real estate agents can be added to an MLS. The primary purpose of an MLS is to enable the member real estate agents to make offers of compensation to other member agents if they find a buyer for a property.

This purposes did not include enabling the direct publishing of the MLS information to the public; times change. Today, most MLS information is directly accessible to the public over the Internet in many different forms.

Commercial property listings are also displayed online but aggregated commercial property information is more elusive. Larger MLSs often operate a commercial information exchange (CIE). A CIE is similar to an MLS but the agents adding the listings to the database are not required to offer any specific type of compensation to the other members. Compensation is negotiated outside the CIE.

In most cases, for-sale-by-owner properties cannot be directly added to an MLS and CIE, which are typically maintained by REALTOR associations. The lack of a managed centralized database can make these properties more difficult to locate. Traditionally, these properties are found by driving around or looking for ads in the local newspaper's real estate listings. A more efficient way to locate for-sale-by-owner properties is to search for a for-sale-by-owner Web site in the geographic area.

What is a REALTOR? Sometimes the terms real estate agent and REALTOR are used interchangeably; however, they are not the same. A REALTOR is a licensed real estate agent who is also a member of the NATIONAL ASSOCIATION OF REALTORS. REALTORS are required to comply with a strict code of ethics and conduct.

MLS and CIE property listing information was historically only available in hard copy, and as we mentioned, only directly available to real estate agents members of an MLS or CIE. About ten years ago, this valuable property information started to trickle out to the Internet. This trickle is now a flood!

One reason is that most of the 1 million or so REALTORS have Web sites, and most of those Web sites have varying amounts of the local MLS or CIE property information displayed on them. Another reason is that there are many non-real

estate agent Web sites that also offer real estate information, including, for-sale-by-owner sites, foreclosure sites, regional and international listing sites, County assessor sites, and valuation and market information sites. The flood of real estate information to the Internet definitely makes the information more accessible but also more confusing and subject to misunderstanding and misuse.

Real Estate Agents

Despite the flood of real estate information on the Internet, most properties are still sold directly through real estate agents listing properties in the local MLS or CIE. However, those property listings do not stay local anymore. By its nature, the Internet is a global marketplace and local MLS and CIE listings are normally disseminated for display on many different Web sites. For example, many go to the NATIONAL ASSOCIATION OF REALTORS Web site, <http://www.realtor.com>, and to the local real estate agent's Web site. In addition, the listing may be displayed on the Web site of a local newspaper. In essence, the Internet is just another form of marketing offered by today's real estate agent, but it has a much broader reach than the old print advertising.

In addition to Internet marketing, listing agents may also help the seller establish a price, hold open houses, keep the seller informed of interested buyers and offers, negotiate the contract and help with closing. When an agent provides all of these services it is referred to as being a full service listing arrangement. While full service listing arrangements are the most common type of listing arrangement, they are not the only option anymore.

Changes in the technology behind the real estate business have caused many agents to change the way they do business. In large part, this is due to the instant access most consumers now have to property listings and other real estate information. In addition, the Internet and other technologies have automated much of the marketing and initial searching process for real estate. For example, consumers can view properties online and make inquiries via email. Brokers can use automated programs to send listings to consumers that match their property criteria. So, some agents now limit the services they offer and change their fees accordingly. An agent may offer to advertise the property in the MLS but only provide limited additional services. In the future, some real estate agents may offer services in more of an ala carte fashion.

Because of the volume of real estate information on the Internet, when people hire a real estate agent today they should look at the particular services offered by the agent and the depth of their experience and knowledge in the relevant property sector. It is no longer just about access to property listing information. Buyers and sellers historically found agents by referrals from friends and family. The Internet now provides ways to directly find qualified agents or to research the biography of an agent referred to you offline. One such site, AgentWorld.com, is quickly becoming the LinkedIn or Facebook for real estate agents. On this site an agent can personalize their profile, start a blog, post photos and videos and even create a link to their web site for free. Once unique content is added to their profile page the search engines notice!

Some have argued that the Internet makes REALTORS and the MLS less relevant. We believe this will be false in the long run. It may change the role of the agent but will make knowledgeable, qualified, and professional REALTORS more relevant than ever. In fact, the number of real estate agents has risen significantly in recent years. No wonder, the Internet has made local real estate a global business. Besides, Internet or not, the simple fact remains that the purchase of real property is the largest single purchase most people make in their life (or, for many investors, the largest multiple purchases over a lifetime) and they want expert help. As for the MLS, it remains the most reliable source of real estate

listing and sold information available and continues to enable efficient marketing of properties. So, what is the function of all the online real estate information?

Online real estate information is a great research tool for buyers and sellers and a marketing tool for sellers. When used properly, buyers can save time by quickly researching properties and, ultimately, make better investment decisions. Sellers can efficiently research the market and make informed decisions about hiring an agent and marketing their properties online. The next step is to know where to look online for some of the best resources. Internet Strategies

In the sections that follow, we provide strategies and tips on how to use the Internet to locate properties for sale and research information relevant to your decision to purchase the property. There are many real estate Web sites from which to choose and although we do not mean to endorse any particular Web site, we have found the ones listed here to be good resources in most cases or to be so popular that they need mention. One way to test a Web site's accuracy is to search for information about a property you already own.

Finding Real Estate for Sale

Despite the widely available access to real estate listings, many believe that MLS databases continue to offer the most complete and accurate source of real estate information. Most MLSs now distribute content to other Web sites (primarily operated by real estate agents). An excellent starting point for MLS originated content is the national NAR Web site, realtor.com, which is also the most popular web site for searching real estate listings. Virtually all local and regional MLSs have an agreement with realtor.com to display much of their active listing inventory.

Some local and regional MLS systems also have a publicly accessible Web site. However, to get complete information you will most likely still need to find a qualified local REALTOR. Many local real estate agents will also provide their customers (via email) new listings that are input into the MLS that match their predefined criteria. This can be very helpful to a busy buyer.

There are also many Web sites that display both real estate agent listed and for-sale-by-owner properties.

Company Description

Hous specializes in showcasing modern homes for sale in some of the best neighborhoods in the Los Angeles area including Hollywood, Pasadena, San Fernando Valley and representing real estate buyers from around the world.

Contact Details

Hous

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(323) 829-4440

Website: <https://hous.com/>

Google Site: <https://sites.google.com/view/hous-la/>

Google Folder: https://drive.google.com/drive/folders/1IQTxxH8z4Y-0mB2yZTAgTCI5iusGdRVk?usp=drive_open

Recommended Resources

<https://mgyb.co/s/fbjRT>
<https://mgyb.co/s/TLsPF>
<https://mgyb.co/s/EeaDf>
<https://mgyb.co/s/ix0De>
<https://mgyb.co/s/sfjiH>
<https://mgyb.co/s/YVjsB>
<https://mgyb.co/s/azfQV>
<https://mgyb.co/s/FVmZe>
<https://mgyb.co/s/kJehN>
<https://mgyb.co/s/UDlZU>
<https://mgyb.co/s/TUvkn>
<https://mgyb.co/s/idvAt>
<https://mgyb.co/s/tlfXK>
<https://mgyb.co/s/EFhAQ>
<https://mgyb.co/s/SteCY>
<https://mgyb.co/s/LXbRw>
<https://mgyb.co/s/ZUNkw>
<https://mgyb.co/s/diTcf>
<https://mgyb.co/s/SQxDi>
<https://mgyb.co/s/bcrmR>
<https://mgyb.co/s/JBnek>
<https://mgyb.co/s/smuDo>
<https://mgyb.co/s/gHyTe>
<https://mgyb.co/s/brBQf>
<https://mgyb.co/s/nvFnB>
<https://mgyb.co/s/RZLwR>
<https://mgyb.co/s/nBlwG>
<https://mgyb.co/s/LxbFf>
<https://mgyb.co/s/gtjrX>
<https://mgyb.co/s/yXboD>
<https://mgyb.co/s/xgtyO>
<https://mgyb.co/s/cUANY>
<https://mgyb.co/s/IXBTY>
<https://mgyb.co/s/iKKfN>
<https://mgyb.co/s/pJTKm>
<https://mgyb.co/s/PmhQP>
<https://mgyb.co/s/eHcbl>
<https://mgyb.co/s/Fnfnz>
<https://mgyb.co/s/SnkKD>
<https://mgyb.co/s/PMzid>
<https://mgyb.co/s/RbQEN>
<https://mgyb.co/s/DtYVx>

<https://mgyb.co/s/fUHne>
<https://mgyb.co/s/VpZeI>
<https://mgyb.co/s/SFdRa>
<https://mgyb.co/s/XfRli>

Recommended Profiles

<https://drive.google.com/drive/folders/1DsTaSThRXdE6zYGziUbZWXaQRCbWOM-9?usp=sharing>
https://drive.google.com/drive/folders/1xbiasqVAqp_Cks-yGzCr2CQk-zMDPzt_?usp=sharing
<https://www.youtube.com/channel/UCa5rUADOdG7SoBTUQGfQadg>
<https://houslosangeles.blogspot.com/>
<https://houslosangeles.wordpress.com/>
<https://en.gravatar.com/houslosangeles>
<https://housla.tumblr.com/>
<https://twitter.com/houslosangeles>
<https://www.diigo.com/profile/houslosangeles>
<https://www.diigo.com/user/houslosangeles>
<https://www.evernote.com/pub/houslosangeles/hous>
<https://getpocket.com/@houslosangeles>
<https://1drv.ms/u/s!AgLy1hfkLEI9cGxobU64CfQfjuc?e=GuD4C8>
<https://1drv.ms/u/s!AgLy1hfkLEI9c5Wgmxti3qjQ5wQ?e=2EIPsZ>
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<https://www.instapaper.com/u/folder/4454724/hous-posts>
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<https://website.informer.com/intelectric.net>
<https://www.mapquest.com/us/california/house-of-emmanuel-425811818>
<https://realtor.com/apartments/90028/pg-222>
https://trulia.com/for_sale/90026_zip/p_oh/

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<http://www.yelp.co.uk/biz/house-of-curry-los-angeles-4>
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<https://apartments.com/13922-runnymede-st-los-angeles-ca-unit-guest-hous/cb5segf/>
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[William Peak Park Pool Buena Park](#)
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[Heyday Silverlake](#)

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[Anx Aaron Neubert Architects](#)

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[California Highland Park](#)

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