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OUR WHY

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11 Penns Trail, Suite 400
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CHRIS JAMES HECTOR REALTY OFFERS ADVICE FOR BUYERS AND SELLERS

Chris James Hector, ABR, CRS, GRI, Associate Broker/Broker Appraiser, RE/MAX Achievers Inc., is a full-time, full-service realtor specializing in residential real estate re-sales and estates. She has guided people through every step of a real estate transaction. Technology has come a long way, but people still need people. Chris James Hector's personal touch and care is what makes the difference.

When the Spring Ford Chamber of Commerce celebrated their 25th Anniversary this year, Chris James Hector received the 2017 Chamber Person of the Year Award. Chris has been a member for 25 years and has been actively involved in the Spring Ford Chamber community since its formation.



Agent Advice

Five reasons a property sells: 1) Location; 2) Price; 3) Terms; 4) Condition; and 5) The AGENT you choose. Whether buying or selling, you are in control of four of these five. The key is to "know your agent." Pick your agent with the same care you would exercise picking a new house to move into. The agent is just as important as the rest of the process.

Don't forget that market conditions do affect market value, so choose a realtor or lender who knows the difference between the two. The home buying process is one of the biggest decisions you will ever make, so be sure to get second opinions and do research. Get every "promise" in written contracts for your own protection.

Avoid the three biggest mistakes buyers can make:

Choosing the Wrong House: Perhaps the costliest mistake buyers can make when buying a home is choosing the wrong one. The house may end up being too big or too

small for the future of your family. It might need too many repairs, may be priced wrong or is too far from where you work.

Choosing the Wrong Lender: Some lenders tack on questionable charges, high interest rates and hidden junk fees. Avoid getting caught in these traps and stick to using local established "brick and mortar" lenders and realtors who will be honest and up front with you from the beginning.

Choosing the Wrong Agent: When looking for a new home, it's easy to make the previous two mistakes if you choose the wrong agent. Choosing the right house begins with choosing the right agent.

Chris James Hector realty is located at 213 Sherwood Lane, Phoenixville, PA 19460. Buyers: Call Chris or Andrea Lynn Burns, Licensed Realtor Assistant, at 610.933.7592 to pre-qualify and see what you can do. Sellers Call Chris for a "free, priced right market analysis at 610.316.3678 — seven days, 7AM to 9PM.

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