



# Why work with a Real Estate Divorce Expert?

The term *Real Estate Divorce Expert (REDE)* is better used to explain the role of an experienced Realtor who has skilled practice in the divorce process. REDE Realtors do more than just sell houses; they aid cooperation between divorcing couples and their respective attorneys. Cooperation will reduce stress, promote advantageous terms, and likely help both parties to gain the most amount of money in the least amount of time. Real Estate Divorce Experts perform the following important functions:

## Setting the List Price

A good REDE Realtor will propose a listing price and marketing plan based on his or her neutral, independent market assessment with fairness to both you and your spouse. Both sides can trust the REDE Realtor as his or her loyalties are non-partisan. Trust means cooperation, and cooperation means more money faster.

**Ask Yourself:** Without an impartial REDE expert, will you and your spouse, and your spouse's attorney, all be in agreement? Who will recommend the listing price? Will your spouse and his/her lawyer presume that you are trying to pull a "fast one"? Will this cost you additional, unnecessary legal fees?

## Preparing the House for Sale

REDE Agents already know how your listing is unique. They are experts in suggesting cost-effective strategies to best show the house. For example; curb appeal (first appearance from the street) is improved by low-cost debris removal, gardening, and maybe even some paint. Interior spaces are more alluring when fresh and sparkling, and they appear spacious if uncluttered. Discrepancy can sabotage house preparation and groundwork unless divorcing couples follow expert counsel.

**Ask Yourself:** How much do you spend and on what? Who is accountable for doing what? Who pays for what? Whose junk or treasures gets tossed? Will these disagreements cost you additional, unnecessary legal fees?

## Advertising and Marketing the House

REDE Agents are savvy advertisers. Most listing agreements call for the Realtor to pay for advertising, so they are experts in increasing their return on investment. Also, they will post your home on the local MLS (multiple listing service).

**Ask Yourself:** Can you agree on an advertising budget and where advertisements will be placed? Can you afford not to reach the largest buying audience you need by placing the property in the best light on the MLS? Who will pay for advertising? Will these disagreements cost you additional, unnecessary legal fees?

The Real Estate considerations for divorce, mentioned above, are not meant to be a complete list. If these considerations, together with all of the other considerations mentioned in this article, are a bit overwhelming, the good news is that you do not have to handle all of these changes



alone. There are Divorce Shield Advocates, such as Real Estate Professionals in your local area, who are trained to help and guide you through this crucial process. Real Estate Professionals, part of the Divorce Shield Advocate Network, are happy to assist you with comparative market analysis, data of current home sales, and an expert insight on the selling or buying process. These elite individuals are dedicated to serving you during this difficult time of divorce. With Divorce Shield, your access to professionals is unlike anything else available in the United States. With help from your network of advocates, the advice you receive can be invaluable. To give you peace of mind, they can help you with all of your Real Estate needs, and help you meet your goals no matter what the future holds. By working with Divorce Shield's network of advocates and completing your FREE Divorce Shield Plan, you can have the Clarity, Control, and Confidence to make wise decisions that will benefit you for years to come.

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