

# Real Estate TODAY



## REALTOR® profile

### Francis W. McGuire

Broker/Owner

McGuire Realty Company

Francis W. McGuire, Broker/Owner of McGuire Realty Company has been in business for 50 years. Francis has consistently distinguished himself as one of Huntington's top selling commercial and residential real estate salesmen. Francis has many clients throughout the Tri-State Area of West Virginia, Ohio and Kentucky with his unprecedented level of customer satisfaction. Francis takes extra care in listening to his clients' objectives and then putting a carefully prepared plan together to maximize the end result.

Francis grew up in Gallia County, Ohio, from an early age he knew what he wanted out of life and had the strong determination to go after it. After growing up on a farm, cutting meat, working and managing grocery operations, in June of 1971 Francis became a licensed REALTOR. By 1978 Francis saw business opportunities in the Huntington and Tri-State area and so he decided to venture out on his own opening McGuire Realty, Inc. in January of that year. From the very beginning, long hours and perseverance in a quest to help others to, as he likes to say, "Achieve the American Dream" became his personal mantra.

Francis has been active in the REALTOR world too as past member of National Association of Realtors and on the Board of Directors for 19 years (NAR), Chairman of NAR Commercial and Investment Sub Committee, Past President of WV Association of REALTORS and Past President of Huntington Board of REALTORS. He was twice recognized as the REALTOR of the Year with Huntington Board of Realtors and Association of Realtors in West Virginia.

Francis is affiliated with Rotary, Marshall University, BNI, Destineer's and Chairman Advisory Committee for US Department of Commerce Economic Development Administration. After 50 years of affiliations, they are too numerous to mention.

When asked what he would like his legacy to be remembered as he said, "Always helping others, taking care of family and supporting other people's missions." And about his life in the world of real estate, he said, "Truly Blessed" and with GOD all things are possible.



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## 7 REASONS TO WORK WITH A REALTOR®

by Ed Cordle, President, Huntington Board of REALTORS®

**REALTORS® are members of the National Association of REALTORS® and subscribe to its strict Code of Ethics. When you're buying a home, here's what an agent who's a REALTOR® can do for you.**

### 1. Act as an expert guide.

Buying a home typically requires a variety of forms, reports, disclosures, and other legal and financial documents. A knowledgeable real estate agent will know what's required in your market, helping you avoid delays and costly mistakes. Also, there's a lot of jargon involved in a real estate transaction; you want to work with a professional who can speak the language.

### 2. Offer objective information and opinions.

A great real estate agent will guide you through the home search with an unbiased eye, helping you meet your buying objectives while staying within your budget. Agents are also a great source when you have questions about local amenities, utilities, zoning rules, contractors, and more.

### 3. Give you expanded search power.

You want access to the full range of opportunities. Using a cooperative system called the multiple listing service, your agent can help you evaluate all active listings that meet your criteria, alert you to listings soon to come on the market, and provide data on recent sales. Your agent can also save you time by helping you winnow away properties that are still appearing on public sites but are no longer on the market.

### 4. Stand in your corner during negotiations.

There are many factors up for discussion in any real estate transaction—from price to repairs to possession date. A real estate professional who's representing you will look at the transaction from your perspective, helping you negotiate a purchase agreement that meets your needs and allows you to do due diligence before you're bound to the purchase.

### 5. Ensure an up-to-date experience.

Most people buy only a few homes

in a lifetime, usually with quite a few years between purchases. Even if you've bought a home before, laws and regulations change. Real estate practitioners may handle hundreds or thousands of transactions over the course of their career.

### 6. Be your rock during emotional moments.

A home is so much more than four walls and a roof. And for most buyers, a home is the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on the issues most important to you when emotions threaten to sink an otherwise sound transaction.

### 7. Provide fair and ethical treatment.

When you're interviewing agents, ask if they're a REALTOR®, a member of the National Association of REALTORS®. Every member must adhere to the REALTOR® Code of Ethics, which is based on professionalism, serving the interests of clients, and protecting the public.