

Ice agencies on details

By Jessica Jones
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multi-tasking that goes hand-in-hand with
ss of packing up and moving out can seem
ome real estate companies are starting to
anding their roster of services so that every
ves.

re for all of our clients," explained Karen
ie Chatham office of Burgdorff ERA, which
ate. "We do as much as we can to make the
today, that definitely includes taking care of

o-end service: Lining up a mortgage, finding
arding the mail have all fallen under the jurist
te agent. It's the kind of service that's being
or repeat buyers because agents are taking
st homeowners often forget to consider.
onnects are usually pretty important," Varnas
reciate that service. But we really find it ben
we can. We'll recommend a broker for their
le home inspections or repairs. When you're
an be confusing. It's easier for us because we
a daily basis."

roker and associate partner with Towne Realty
agency services is all about the details.
ie post office with forwarding instructions and
elf-addressed and stamped envelopes so that
rward any leftover mail to the seller," she
round the corner, it might not seem like a big
other state, it's the kind of service that can be

sen in the real estate business for close to 23
f that really counts. "We usually arrange for a
before closing," she said. "Whether it's gutter
s cutting or even leaf collection, people really
go that extra mile. When you're buying or sell
ou can cross five errands off your list." ☼☼



For Karen Enstman Bigos and
Daniel Cannizza of Towne Realty Group
in Short Hills, helping with the
small details of buying and selling
a home is what develops lasting
relationships with clients.

What's the difference between a real estate agent and a broker?

Answer: Real estate brokers are agents, but not all sales agents are
brokers. Now that we've cleared that up, let's discuss a few details to
help tell the difference. A real estate agent, as commonly referred to
by the public, is a sales licensee or associate that has met the neces-
sary legal requirements and may only conduct real estate business
through an affiliation with an employing broker. In order to become
a licensed sales associate, a person needs to be at least 18 years old,
have a high school diploma or equivalent, possess good moral char-
acter, successfully complete a 75-hour course in the practice and
principles of real estate, and pass a state exam.

A broker is licensed as either a sales manager or a broker-salesper-
son. In order to become a broker, a person needs to meet all the
requirements to become a sales associate, work three consecutive
years as a full-time salesperson, then complete an additional educa-
tion requirement of 150 hours in a licensed school and pass another
state exam. Exceptions may be made for the experience and educa-
tion requirements for disabled veterans in New Jersey.

A broker that manages a local real estate office may be licensed as
the broker of record and serve as the responsible person for all the
licensees (agents) working in his or her office. Many brokers choose
instead to conduct sales activities and are licensed as broker-sales-
persons. They serve the public in the same fashion as the sales agent
or sales licensee and work for a licensed broker of record. ☼☼

— Bill Spadea, vice-president of career development,
Weichert, Realtors