

Exclusive Seller Insights



FOCUS

In the early stages of the home-selling process sellers should be focused on collecting information and getting knowledgeable, assembling their team- broker, attorney, title company, mover- and squaring away logistics for the eventual move. The informed process, well-equipped and resources leads to greater success throughout the process

KNOW

Attorneys in other areas of practice often charge an *hourly rate* plus retainer for legal services. Real estate specialist attorneys, by and large, charge a *flat fee*, which will most often result in lower total legal costs for a typical residential sales transaction.



PREPARE

Inspections can be addressed in several different ways, which a seller must carefully consider during offer review.

INSPECT WITH REQUESTS

Buyer will conduct an inspection and may request credits or repairs to address concerns arising from the inspection report. Seller will have the opportunity to review, approve, or decline such requests through the attorney review process.

INSPECT WITH NO REQUESTS

Buyer will conduct an inspection for their own edification and affirms they will not make requests for repairs or credits. They retain the right to decline to proceed with the transaction on the basis of inspection through attorney review and approval.

INSPECTION WAIVED

Buyer will not conduct an inspection and waives the right to refuse to proceed with the transaction on the basis of inspection through the attorney review and approval process.

25+ Years of

- strategic planning
- custom marketing
- market analysis
- residential sales
- transaction management

make all the difference.

