

# AN OUNCE OF PREVENTION...



BY SHANNON GAVIN

Pro Perspective

When it comes to buying or selling real estate, there's no truer statement than the old adage, "An ounce of prevention is worth a pound of cure."

After all, the sale of your property will likely be the largest financial transaction that will occur during your lifetime. That said, the importance of protecting this investment cannot be overstated. And make no mistake, real estate transactions can be difficult to navigate without proper legal assistance. Frankly, I don't know if you could have a better friend than an experienced real estate lawyer when buying or selling.

From the moment you list your property until you find a buyer and the transaction is complete,

there are a number of items within the sales process which have legal consequences, such as listing disclosures, negotiating the sale price, preparation of legal documents, performing title search, and closing the deal.

Yet, most agents will only draw on the expertise of a lawyer at the end of the sales transaction—leaving you vulnerable from the outset. This doesn't make a whole lot of sense, especially when you have so much riding on the sale of your property.

Real estate agents will read this article and feel it to be a criticism of their abilities – but its not. It is more of an observation that there must be a better way—one that is less obstinate and out-of-touch—to ensure that you capitalize on opportunities while remaining protected throughout the sales. FYI—one in five real estate agents will be involved in a lawsuit at some point during their career.

So, how can you steer clear of legal entanglements when selling your property?

## EXPERT LEGAL GUIDANCE AT EVERY STEP ALONG THE WAY

PropertyGuys.com has re-engineered everything important about selling real estate, giving you the ability to make better decisions—sound decisions—regarding the sale of your property. This streamlined approach untangles the process of buying and selling property first by identifying the essential parts of the real estate transaction. Next, PropertyGuys.com places each of these duties into the capable hands of a specialist.

One such way the company makes the process less complicated and more reliable is by giving you access to an experienced real estate lawyer from the moment you list your property for sale—without incurring any additional costs.

For example, the expert advice of an experienced real estate lawyer can help you in many ways, including assistance in preparing your agreement of purchase and sale and answering your questions. What's more, PropertyGuys.com leverages technology to make your closing more convenient for you. Oftentimes, the majority of your transaction can be completed without leaving the comfort of your own home.

When you do the math, you'll find that this fresh approach of eliminating the need of an agent in favor of relying on the expert guidance of a real estate lawyer is not only less expensive, but is also a more practical way to ensure your sale goes more smoothly.

Shannon Gavin is the PropertyGuys.com Franchise owner in Halifax, NS. This story is part of our Pro Perspectives series which seeks to untangle the real estate transaction through professional guidance. To get in touch with your local PropertyGuys.com representative, you can fill out a contact form by clicking on the Contact An Office button at the top of this page or by giving us a call at 1-866-666-9744.



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