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Transaction Teamwork: The Importance of Handing Off Your Contract to a Trusted Attorney

As REALTORS®, you work with your clients, through nights and weekends, to help them secure a contract, whether it be for their dream home or for the sale of their current home so they can move on to other opportunities. Once you have the accepted contract in hand, the other members of your clients' team step in - inspectors, loan officers, radon companies, contractors, and the one navigating all those interactions, the real estate attorney.

After you put in all that time and effort into the transaction, you need to be assured that you can trust the other members of your clients' team to work together in the best interest of your clients. By referring your clients to a real estate attorney who is available to them and the other members of the team directly, and who is well-versed in the issues the transaction may face, be they lending or appraisal challenges, repair or radon issues, or HOA or title obstacles, you can be confident that the integrity of the contract you worked to secure is preserved, and that your clients will be represented in the best way possible.

As REALTORS® know from the hours you keep, real estate is not a 9 to 5 weekday business, and it is important that your attorney partner be available when concerns need to be addressed. I pride myself in providing professional service with personal attention, encouraging my clients and partners to reach me on my cell when needed, and taking the time to learn from my partners more about their professions, so that I can more knowledgeably coordinate the varied processes that go into a successful closing.

One of the things I have found to be so valuable as a member, and currently the Chair, of the TRAR Affiliate Committee is the relationships with high-quality partners I have built. These relationships with other real estate-affiliated professionals allow me to provide a more thorough and complete service, not just to my clients, but also to the REALTORS® who refer their clients to me. I realize that when we refer someone to our clients, we are putting our own reputation and credibility on the line with that referral, and we must protect that on behalf of those granting us that consideration.

“Teamwork makes the dream work”, and nowhere is that truer than in the multi-layered complexity of a real estate transaction. When we can leave a closing with our clients reflecting on what a smooth and easy process it was, that is when we know we did a great job addressing and remedying all the difficulties behind the scenes, working together as a team.

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