

## **In Real Estate... Everything's Negotiable!**

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Whether it's upsizing to adjust to a growing family or downsizing due to an "empty nest", if you're selling a property and looking to make your next real estate purchase, remember, everything's negotiable!

Selecting a "closing agent" to close the transaction is often an afterthought or a task left to the real estate agent's discretion; however, you too can decide who will represent YOU in selling or buying that home. Fact is, once the contract is signed, the successful, timely outcome of most transactions is a direct result of who is handling your closing.

Selecting an experienced closing agent to facilitate the transaction can alleviate much of the inherent uncertainty, or sometimes chaos, in real estate transactions, as well as help to navigate the myriad of legal issues that may or can arise in a sale and/or purchase. Despite the sale and purchase being separate transactions, they are, nevertheless, interdependent in that closing on one is generally seen as a prerequisite to closing the other.

Now, depending on which county in the tri-county area a buyer finds themselves, they generally will be presented with a contract offer that includes customary contract provisions which serve to identify which party selects the title agent and pays for the related title policy. In Broward and Miami-Dade, the buyer typically chooses and pays for the policy; in Palm Beach County, it's the seller. One key to remember, which even experienced agents do not generally point out to buyers often enough, is that although almost all residential real estate contracts are form-based, with standard provisions... a contract is still a contract! Each and every term in a contract—even a form contract—can be altered and changed, as long as both parties formally agree to the change in writing.

This is where an experienced closing agent, like **Reyes Title Services**, can help you identify, understand and explore various negotiating "nuggets" that can be used in contract submissions that may save you either dollars or headaches at some point in the process. In today's market, contract knowledge is power – and we know contracts! And yes, ...everything is negotiable! Having the right team in place, who knows how to leverage today's real estate market to your advantage, can mean the difference between a smooth transaction and one that leaves you regretting the day you decided to move! At **Reyes Title Services**, we help you every step of the way because we understand ... everything's negotiable!



**Reyes Law Group** is located in South Florida and serves the Broward, Miami-Dade, and Palm Beach county areas at 150 South Pine Island Road, Suite 210, Plantation, FL 33324. For more information about the **Reyes Law Group**, visit their website at [www.reyeslegal.com](http://www.reyeslegal.com) or contact them at (954) 369-1993 to schedule a free consultation to review your legal needs.

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