

## REAL ESTATE REPRESENTATION

By: William F. Hoffmeyer, Esquire

### Why You Need Legal Representation?

1. Before you sign an **Agreement of Sale** to sell your property or to purchase a property, you should have an attorney of your choice review that **Agreement of Sale** in order to explain all of the legal duties, responsibilities and liabilities which you are assuming at the time that you sign it. After you have signed an Agreement of Sale you are committed to either sell (if you are the seller) or buy (if you are the buyer) the property. Since the purchase or sale of real estate involves one the largest financial transactions with which most people are involved, it is **extremely important** that you have an attorney who will look out for your interests and only your interests.
2. If you settle on real property, either as the seller or buyer, at a title insurance agency, that title insurance agency does not represent you. That title insurance agency represents the title insurance company that is issuing the title insurance policy and the financial institution for whom they are writing the mortgage title insurance policy. A title insurance officer and a realtor, as well as a banker, cannot give you legal advice. Only your legal counsel has an absolute fiduciary responsibility to protect your interests, and only your interests, in a real estate transaction.
3. Your attorney is paid by you to provide only you with legal advice. That attorney cannot give legal advice to anyone else involved in the real estate settlement. Their job is not to discourage the real estate settlement but, rather, to make very certain that at the conclusion of the real estate settlement your interests have been properly protected.
4. The law firm of **Hoffmeyer & Semmelman, LLP** is known not only throughout the geographical area of York County, but throughout many areas in Pennsylvania as a premiere law firm dealing in the real estate law field.
5. Senior partner William Hoffmeyer has written, lectured and moderated legal courses in the real estate field for many years throughout Pennsylvania for the Pennsylvania Bar Association, the Pennsylvania Bar Institute, the Pennsylvania Land Title Institute, the Pennsylvania Bankers Institute, York County Bar Association, National Business Institute, Sterling Educational Services, Half Moon Educational Services, Lorman Educational Services and numerous associations of realtors. Further, he is the author of five (5) books in the real estate field concerning real estate title searches, real estate settlements, installment sales contracts, deed plotting and agreements of sale. Finally, he appears throughout Pennsylvania as an expert witness, hired by other attorneys, to evaluate and testify in cases involving title to real estate as well as the malpractice of various real estate professionals involved in real estate transactions.
6. The law firm of Hoffmeyer and Semmelman LLP is affiliated with York Abstracting Company, York's oldest title insurance agency which was founded in

1967, which has extensive experience in not only searching titles and insuring titles through title insurance issued by the largest title insurance companies in the United States, but also in researching problems associated with the title to real property.

- 7. If either you or your friends, neighbors or relatives are considering the purchase or sale of real estate, we will be more than happy to discuss our representation of you or them at any time.**