

Risk Management Guidelines

Have you ever met someone who has had a bad real estate experience? Many things can go wrong, but most potential pitfalls are foreseeable by a skilled Agent.

According to author Bernice L. Ross, Ph.D., every Seller should “ask the Agent they interview for a copy of their risk management guidelines”.

Our primary goal is to guide every aspect of your home sale process to eliminate avoidable problems during and after the sale.

We are trained to protect.

Each Agent undergoes extensive in-house training. Critical to that training is a thorough understanding of the documents you will be signing.

This training is elevated in our Success Center, where Agent performance is evaluated by experienced leadership.

Our Agents understand and thoroughly review with you each paragraph of the agreement of sale. In doing so, problems can be anticipated and solved before they endanger the transaction.

Throughout the year, our Operations Managers instruct Agents on the latest changes in the law, disclosure requirements and predictable mistakes that can be avoided.

Each year, our Company sponsors a Global Risk Reduction Seminar, in which national attorneys and other authorities advise how we can most effectively protect our clients.

When you hire a Prudential Homesale Agent, you hire a team.

Our award-winning management team boasts over 500 years of experience. Our agents have this vast resource to tap into for answers to any and all questions that may arise while marketing, negotiation and managing your real estate transaction.

Our Operations Managers are *on call* to assist with any concerns that may arise.

We have a Legal Division currently staffed by four attorneys to assist Prudential Homesale Agents with questions that require a legal opinion.

Our Title staff is readily available to research and review conditions, covenants and agreements that may affect a Buyer’s use of your property.

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Compliance Documentation and Conveyancing Procedures.

The paperwork related to real estate transactions grows in volume and complexity every year. We have internal procedures to be sure that all paperwork complies with federal, state and local regulations.

The Company follows internal procedures to insure that documents and disclosures required for every transaction are completed and placed on file.

Our Business Practices.

In addition to complying with all legal requirements, we strictly adhere to the Code of Conduct of the National Association of Realtors, Pennsylvania Association of Realtors and your community's local Board of Realtors.

Our reputation for honesty and fairness is a significant reason why other Brokers readily show our listings. Your home will receive more attention because we are trusted.

One of the world's largest errors and omissions insurance carriers, Aon, ranks us as one of the best real estate Brokers in the U.S. in protecting our clients' interests.

Tips to reduce your risk and enhance your sale price.

Fully answer and disclose all obvious and hidden defects when completing the legally required Seller Disclosure form.

Consider purchasing a home warranty. Statistics indicate that homes with warranties sell faster and for more money. Buyers who purchase homes without warranties may ask their sellers to pay for problems that occur after settlement. 75% of Buyers use their home warranty in the first year.

Consider securing a home inspection from a licensed inspector before we list your home. An inspection that cites no defects makes your home more attractive to the market.

Allow us to handle all communications between you and the prospective Buyer. As trained negotiators, we can help you achieve your best price, with fewer concessions and fewer misinterpretations.

