

## **Chapter 14**

### **Finding, Hiring and Utilizing An Aggressive Attorney**

Too many consumers spend hours combing through stores for the perfect outfit and the cheapest sale price for a piece of clothing, but when it comes to selecting an attorney for what may be the most significant investment of their lifetime—the purchase or sale of real estate—will randomly choose their attorney. Usually, this can be explained by the buyer or seller's lack of experience and expertise in the purchase process. Few people buy and sell homes routinely. This chapter will attempt to educate buyers on how to find, hire and utilize the best possible attorney to represent them in the transaction.

#### **Warning**

A number of states, including Nevada and California for smaller property purchases, do not involve attorneys in purchasing property. I think that this is a huge mistake and that the practice in these states should be changed. I have litigated cases where people have lost their life savings and homes as a result of the failure to use an attorney or the proper attorney. Hopefully reading this chapter will help convince readers to hire an attorney.

#### **Whether or Not to Hire an Attorney**

Although not required by law, buyers and sellers in many states hire an attorney when purchasing property. Yearly, hundreds of cases are litigated across the nation involving a real