

Sellers Beware

Recent changes to Federal and State laws have created a significantly more complex selling environment for real estate.

Drastic changes to the National Flood Insurance Program, more complicated contracts, tedious mandatory disclosure forms that just get longer and longer, and of course unscrupulous characters are just a handful of issues involved in selling real estate today.

There are almost daily changes to loan underwriting criteria and loan products that affect how and when a buyer is actually "pre-qualified".

Sellers have to deal with inspection results and appraisals that often lead to further negotiations, and really good buyer's agents know how to manipulate seller's to beat down the price.

These are just a few of the situations sellers have to deal with in today's market.

