Selling the home in a divorce

Four questions to ask an agent before you sign anything

Most agents are competent, and most have never handled a divorce sale. These questions tell you which kind you are talking to.

1. "Is there an automatic order in my state, and does it affect this?" An agent who has done this will know what you mean. In many states an order takes effect on filing and can restrict what either spouse does with the property. Ask your attorney too.

2. "If we disagree about price, what do you do?" The right answer puts the disagreement in writing to both of you at once, not privately persuading one of you.

3. "Who do you copy on what?" Both spouses, and the attorneys where there are attorneys. Every time.

4. "How many of these have you done?" A number, not a feeling.

Before you list, ask your attorney and a CPA. The timing of a sale can change what you owe in taxes, and a decree or buyout deadline may set the date. The agent should raise it and refer you, not decide it.

More, and a way to ask for an introduction

thecusp.app/divorce-real-estate-agent/

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Questions: hello@thecusp.app

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