Working with a divorcing couple

Seven things every agent should know, from The Cusp's agent training

1. Check for an automatic order before you list. In many states an order binds both spouses from the moment of filing. Confirm in writing, from the client or their attorney, whether any order restricts a sale.

2. Know who can sign. A decree divides property but does not by itself let one spouse sell. Generally you need both owners until title transfers or a court authorizes the sale. Ask for the deed, not the decree.

3. Say whether it is an opinion of value or an appraisal. Say which one you are giving, in writing, every time.

4. Treat both spouses as clients. Everything in writing, both copied. Never carry a message from one to the other.

5. Raise the closing date; do not answer it. Timing may have tax consequences. Suggest a CPA, then stop.

6. Ask about safety, once and quietly. Is there any order about the property or contact? A lockbox on a house where someone is excluded is a way in. Never disclose a client's new address.

7. Stay out of the case. No view on how equity should be split, no taking sides, no speculating about custody, fault or what a judge will do.

Take the free training

thecusp.app/agent-training/

Seven modules, about forty-five minutes, free. A free assessment follows. Check a certification: thecusp.app/verify/
Questions: hello@thecusp.app

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