THE EYE OF THE STORM

Fraud prevention and storm readiness for real estate transactions

THE ONE THING

When something feels wrong or conditions change, pause. Verify identities and instructions, read the contract, communicate early, and bring in the right professionals before acting.

FRAUD: VERIFY FIRST

Make a real connection.
Call buyers and sellers early. A known voice and relationship make unusual requests easier to recognize.

Treat urgency as a warning.
A fake seller may avoid meetings, rely on texts, price below market, or push for an unfamiliar title company.

Independently confirm wires.
Never rely on emailed wiring instructions alone. Confirm through a trusted number and secure process.

Question the story.
Ask natural questions about the property, location and ownership history. False stories often fall apart under detail.

Raise your hand.
If something does not add up, tell the broker, title company or attorney. One uncomfortable call can prevent a major loss.

STORMS: FOLLOW THE CONTRACT

- The seller generally must maintain the property until closing.
- Casualty or force-majeure provisions may extend deadlines when insurance, services or performance are disrupted.
- If the casualty is substantial or the disruption continues beyond the contract's limit, termination rights may arise.
- After a casualty, the buyer may have a limited post-casualty inspection right once safe access is available.
- Contract forms differ. Read the actual NABOR or FAR/BAR language before advising the parties.
- An email documenting the contractual delay may be enough, although an amendment can provide additional clarity.

QUICK CHECKLIST

- ☐ Have identities and contact details been verified?
- ☐ Were wire instructions independently confirmed?
- ☐ Does the story fit the property and transaction?
- ☐ Which contract provision controls the event?
- ☐ Is insurance, access or an essential service unavailable?
- ☐ Has everyone received a clear written update?

ROSS LAW, P.A. | ROSS TITLE, INC. | ROSS 1031, INC.

8950 Fontana Del Sol Way, Suite 101, Naples, FL 34109 | (239) 434-7700

Christian@rosstitle.com | youtube.com/christianross

General information only. This material is not legal advice and does not create an attorney-client relationship.