

COULD THIS SELLER BE FAKE?

10 RED FLAGS BEFORE YOU LIST

STOP ADMIRING THE COMMISSION. START EXAMINING THE TRANSACTION.

One red flag may have an explanation. Several together mean: slow down and verify.

☐ **VACANT OR UNOCCUPIED**

Vacant land, rental or unoccupied home.

☐ **BELOW-MARKET PRICE**

Accepts less without a clear reason.

☐ **UNEXPECTED OUTREACH**

Remote seller wants to move quickly.

☐ **QUICK CASH CLOSING**

Pushes for speed and a cash buyer.

☐ **OWNER IS FAR AWAY**

Claims to live out of state or abroad.

☐ **IDENTITY MISMATCHES**

Phone, email, ID or signature conflicts.

☐ **NO LIVE MEETING**

Avoids in-person or live video verification.

☐ **PUBLIC-RECORD ANSWERS**

Knows only facts available online.

☐ **ELECTRONIC ONLY**

Insists on email, text and e-signatures.

☐ **UNUSUAL MONEY REQUEST**

Requests an unusual proceeds account.

STOP AND VERIFY

Before accepting the listing or moving toward closing:

- Confirm ownership through independent records.
- Use a trusted contact method you found yourself.
- Require a live video identity meeting.
- Send confirmation to the tax-record address.
- Involve the BIC and closing attorney early.
- Document every verification step and concern.

THIS IS WHY YOU NEED THIS CLASS NOW.

2026-2027 NC GENERAL UPDATE

Monday, September 28 | 10:00 AM-2:00 PM

Live on Zoom with Nykole Wyatt | \$75

RESERVE YOUR SEPTEMBER 28 SEAT

Keep this checklist at your desk and share it during your next brokerage meeting.

Educational resource only. Follow your firm's policies and consult the appropriate closing or legal professional.