**­A New Era of Transparency: Why Home Buying and Selling is Changing and Why it’s Good for All**

So, you’re getting ready to buy or sell a home. Exciting! This year, a new law went into effect that changed a few things about the way buyers and sellers navigate the real estate market. First, before you start working with a licensed real estate professional, you’ll be asked to sign an agreement. While this might seem overwhelming at first, it’s simply an agreement meant to protect you as the client, lay out what level of service the agent you’re working with will provide, and outline how and by whom your agent will be compensated.

Second, when selling a home, the seller’s property condition disclosure form is now required. Sellers must present a completed and signed form to buyers prior to the buyers becoming obligated to the sale. The form makes disclosing certain things that buyers should know regarding the property history more easily accessib­le. The seller’s disclosure form has been around since 2001 and, historically, has been utilized by many sellers in the state even when it was not mandatory. The law gives prospective buyers all the transparency and information necessary to make an informed choice on whether to purchase.

Actually, this new law aims to increase transparency and clarity in all parts of a real estate transaction, but buying or selling a home is a complex process. And that’s where your professional New Jersey Realtor® comes in. New Jersey Realtors® abide by a Code of Ethics, have a wealth of knowledge about New Jersey’s real estate market, are your neighborhood experts, and can help you understand the nuances of any deal, ensuring you make informed decisions and navigate any problems smoothly.

 Buying or selling a home should be an exciting process and not a stressful ordeal. With this new law to protect you and a New Jersey Realtor® by your side, you’ll have the best of both worlds—transparency and security offered by the law and the expert guidance to help you find your dream home.

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