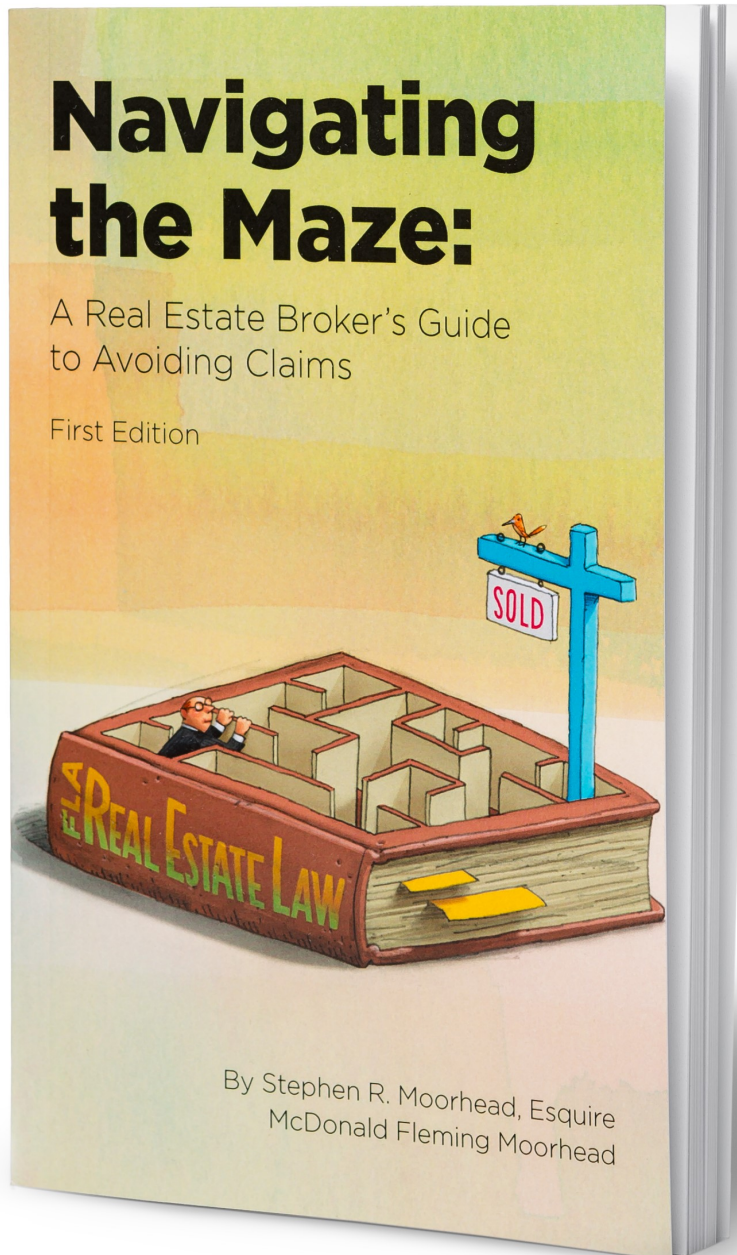


MEDIA KIT



Author Bio

Book Bio

Book Excerpt

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AUTHOR BIO



Stephen R. Moorhead is a founding partner of the McDonald Fleming Moorhead law firm in Pensacola, Florida, and currently serves as its managing partner. Mr. Moorhead's comprehensive real estate practice includes closings, land use, zoning, planning, development and litigation. Mr. Moorhead has extensive experience handling complex commercial transactions.

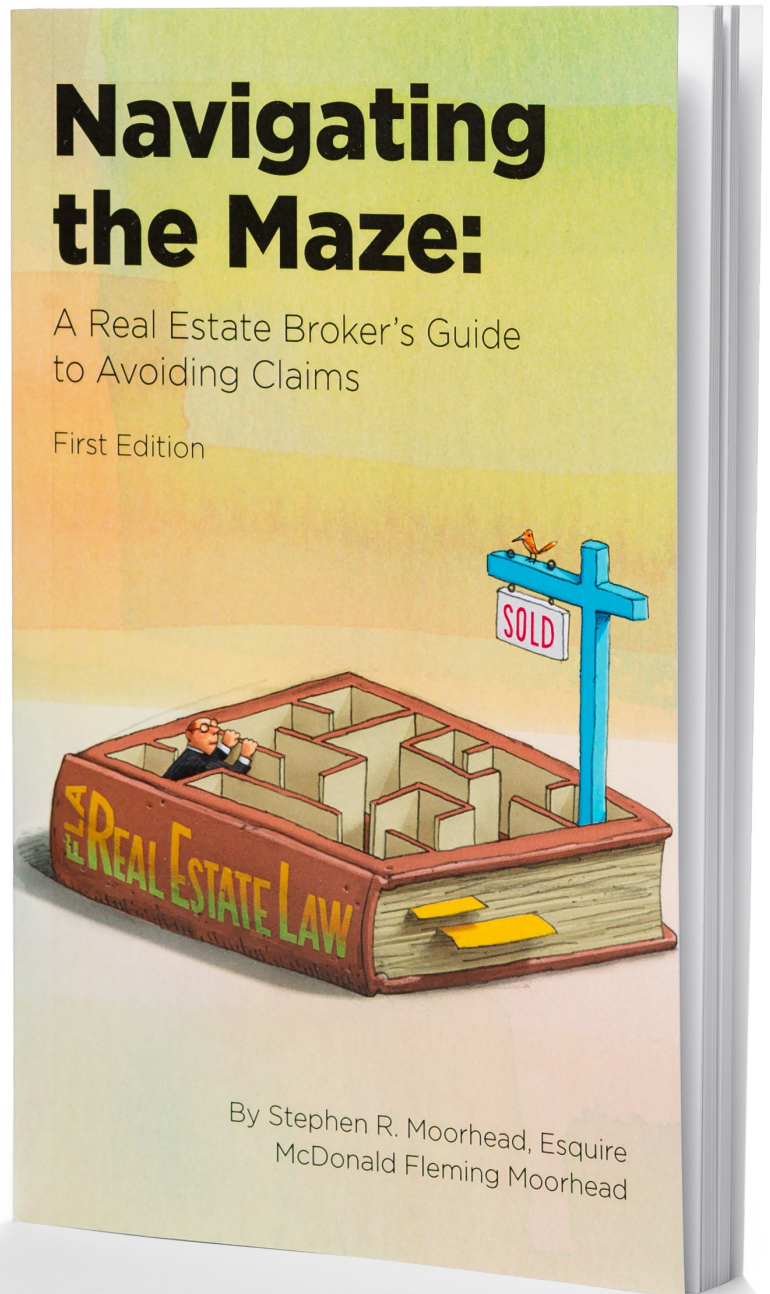
Mr. Moorhead has been Board Certified in Real Estate Law by The Florida Bar's Committee on Education and Legal Specialization since 1992. He currently serves as general counsel for the Home Builders Association of West Florida, Inc. and Pensacola Habitat for Humanity, Inc. He is also director at the Greater Pensacola Chamber.

Mr. Moorhead earned his J.D. from the Cumberland School of Law at Samford University. A sixth-generation Floridian, he is a longtime resident of the Pensacola area. Previously, he served as co-chair of the Florida Bar's Real Property Problems Study Committee. Mr. Moorhead is admitted to practice before Florida state and federal courts, the U.S. Eleventh Circuit Court of Appeals and the United States Tax Court. Mr. Moorhead and his wife, Rhonda, who is a public school teacher, have four sons.

BOOK BIO

From hail to hurricanes, no home is truly safe. As a Florida real estate agent, you need to protect yourself from damaging claims. But what does the law actually say? What should you do (or stop doing) to minimize your risk for things like nondisclosure, negligent misrepresentation and breach of statutory duty?

In this book, experienced commercial real estate attorney Stephen R. Moorhead explains exactly how to navigate this maze. He explains the relevant laws—and the ideas behind the laws—in clear, easy-to-understand language. This essential reference book will ensure your peace of mind as you expand your real estate business.



Title: Navigating the Maze: A Real Estate Broker's Guide to Avoiding Claims

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BOOK EXCERPT



I. INTRODUCTION

As a real estate agent, you are a highly trusted individual, expected to uphold the utmost in professionalism at all times while carefully guiding buyers and sellers through the complexities of the real estate process.

Property owners – both current and aspiring – are not nearly as trusting as they once were, and; many are quick to jump to conclusions regarding the conduct of their real estate brokers¹. Unfortunately, this leaves you, the hard-working real estate agent, susceptible to claims involving everything from fraud to negligence.

No house is perfect, and regardless of how well-built a structure may initially seem, there are always going to be structural weaknesses. Structures are more susceptible in some regions than others – and Florida homes and commercial buildings arguably face the most environmental risks of all. From hail to hurricanes, no home is truly safe. Despite the inherent susceptibility present in every Florida structure, real estate brokers are often deemed at fault for issues beyond their control. Ensuing claims can prove incredibly stressful and costly, resulting in headaches and significant financial burdens across the industry.

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