

OPEN HOUSES

I'm often asked .. .

"Does it make a difference if we go into an Open House while we're out driving around?"

YES, IT DOES MAKE A DIFFERENCE!

Agents holding open houses are generally representing the Seller. Their fiduciary responsibility is to the seller, and they are thus acting in the seller's best interest, not yours! Furthermore, if you enter an Open House and engage in a dialogue about the home with the agent there, you may be jeopardizing your ability to negotiate the best terms and conditions for yourself, and you may be jeopardizing your ability to have your own agent represent you.

The best action you can take if you see an Open House that you may have some interest in is to call me with the address of the property and allow me to schedule an appointment for all of us to see the property together.

TRUE STORY:

Several years ago, a young couple went into an Open House without their Realtor. The Agent holding the open house, representing the Seller, convinced them they needed to write an offer on the property right then. Working on the seller's behalf, the agent structured the contract so that the buyers were responsible for any repairs the appraiser cited for the property, and these repairs had to be completed prior to closing.

This couple ended up paying for a new roof on a home that they didn't even own yet!