

How To Keep Good Seller Etiquette

When you put your house up for sale, you will come across different people - both pleasing and difficult to deal with. You will be meeting potential buyers, unqualified buyers, agents and unknown vendors. There is an unwritten protocol to how sellers, buyers and their respective agents interact. If you are having a hard time dealing with people, let your agent know so they could help you solve the problem.

- **The aggressive agent**

When you hire an agent, they become the primary contact person with regards to the sale of the house. But there are some cases when the buyer's agent tries to contact you directly. Do not negotiate with them directly especially if you do not have much knowledge in terms of real estate. They might take advantage of this or they probably do not want your agent to be part of the deal. This is not the right way to do business. Inform your agent if this happens.

- **The unscrupulous vendor**

When you put your house on the market, there is chance you'll get tons of junk mail. Some companies find ways to use information on the MLS and bombard you with junk mail. If this happens to you, let your agent know so he or she can get in touch with appropriate organizations.

- **The naïve buyer**

When you start to market your home, expect some buyers to simply drop by without an appointment. You might be tempted to show them around but even if they are nice and easy to talk to, you might not be able to handle the situation well. You might get carried away with the easy conversation and disclose information that might compromise your house. If this happens, talk to them politely and refer them to your agent. Give them your agent's number and tell them that your agent will gladly arrange a tour for them.



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