



My Town Gurus

No One Knows Your Town Like A Guru

MyTownGurus.com

FREE Sellers Security Checklist

Important Safety Instructions for FSBO's from Your Real Estate Town Guru

Selling your home can and should be a rewarding experience for you and your family.

Helping you ensure that it is a safe experience as well, is a top priority for me. As a real estate professional, I have tremendous experience in helping homeowners just like you make sure their family and property is safe and secure during this busy time. Please take some time to review this FREE Seller's Security Checklist with everyone in your home:

- 1. Use the "Buddy System."** There's something to be said for the old adage, "there's safety in numbers." Always have someone with you when you show your property. This one is tough many times, I know. You want the convenience of showing the property at any time and, of course, you're anxious to sell, so you want to be accommodating. Most buyers will certainly understand, however, and would probably do the same thing in your shoes, so "buddy up" with a neighbor, friend or spouse and be safe.
- 2. Keep it together.** In some showing situations you may have a group or groups of people looking at the home at the same time. When this occurs, keep the group together as you go through the house so that you can keep an eye on everyone. Unfortunately, there have been circumstances where thieves use an opportunity to "stay behind" in a different part of the home to steal valuables or worse. If someone does need to stay behind for some reason, ask your "buddy" to stay with that person until you return or split the group so there is no one singled out.
- 3. Make an appointment.** Eliminate drop-bys and potential "just lookers" by asking people to come at a scheduled appointment time. This gives you the advantage of having someone else available, being in the right mindset to show your home and of course, ensure that the house is in good order to be shown!
- 4. Make your phone your friend.** Always have a wireless or cell phone with you when showing your property in case you need help. Another great idea is to keep your car key fob with you should you have one that is equipped with a panic button.
- 5. Ask and answer.** As a professional real estate agent, I can tell you that questions are a key component in learning about potential buyers and their motivation. You'll need your senses on high alert to make sure you ASK and ANSWER questions in a way that will help to keep you and your family safe. Consider these guidelines for talking to potential buyers:

Dos:

- Ask if they are qualified, or pre-qualified.
- Ask if they have a home to sell first.
- Ask how quickly they need to move.
- Ask how long they have been looking.
- Ask if they have a REALTOR®?

Don'ts:

- Never say the house will be unoccupied.
- Never indicate that you are alone.
- Never give out vital security information.
- Never allow children to answer the door or phone.

- 6. Don't get boxed in.** Be careful not to box yourself into a corner, both literally in the home or verbally when talking to potential buyers. When showing visitors around your home, allow them to enter a room first as you stay closer to the door. Be careful as well when speaking to potential buyers who may try to extract verbal agreements from you that you are not ready to answer. Always make sure that you are in a place and position to handle those types of conversations.

Remember, there is nothing more important than your safety and that of your family.

I hope you've found these handy precautions helpful and invite you to share them with friends who may also be trying to sell their homes.

As a real estate professional, these are just some of the ways I can help protect your family's best interests. From your safety and security to the successful negotiating on your behalf with buyers to ensure that you get the highest dollar for your investment in the shortest possible time, I hope you'll consider me a resource you can count on and an advocate you can trust. Should you ever consider choosing a real estate professional, I hope you'll call me first!

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