

Safety for Sellers

There's a lot to think about when selling your property, but it's important consider your personal safety at all times. The selling process can involve a number of complete strangers looking around your home and this is not without risk. However, by taking the following precautions you can improve your safety.

Confirm with your real estate agent that they will check all potential viewers' identities. Make it clear to them that you do not want anyone viewing your property whose identity has not been checked.



Remember to remove keys, credit cards, jewelry, electronics, and other valuables from the home or lock them away. Also remove prescription medications from medicine cabinets and bedside tables. Firearms, knives (including blocks in the kitchen) and other weapons need to be removed from sight and locked away. Bills, invoices, credit card statements, and anything with your social security number or other identifying information should be removed from view. Family photos and anything labeled with names should also be removed. Remove any calendars or indicators of your personal schedule from view.

If you're comfortable with your agent conducting an **Open House**:

1. Request that all visitors sign in a guestbook or roster and enter and leave through one door only, except when escorted to the backyard, garage, etc. However, the agent should personally have quick and easy access to all your exits.
2. After an open house, check all the windows & doors to make sure they are locked.

Handling Unexpected Visitors

If a potential viewer shows up at your doorstep without an appointment, do not let them into the property, even if they claim to have previously viewed the property with an agent. You don't want to offend a potential buyer, but politely make an excuse not to let them in, preferably one that suggests there is someone else in the property, and ask them to call their agent to make an appointment for another time.

Furthermore, you need to be aware if there is someone who claims to be a buyer's agent. When you list your home with a real estate agent, a buyer's agent doesn't usually show up at your house unannounced. They normally contact your agent first. If they insist, contact the agent's office to confirm his involvement with that particular real estate agency, and afterwards, tell them to open the lockbox on your door that your listing agent has placed. Real estate agents use lockboxes to keep record on who's showing what and when. Non-agents do not have access to lockboxes.

Make sure you keep your personal safety in mind at all times and never allow your natural inclination to be polite – or your desire to make a sale – put you at risk.

