

IS YOUR AGENT A MOTHER HEN - CHAPTER ONE

“Awesome”, exclaims the jumping-up-and-down, excitable buyers. “Let’s write it up”.

Those words from a home buyer are music to a real estate agent’s ears. Especially after months of previewing dozens of properties and not to mention the dozens of offers that we wrote that went no where. We finally found the right listing at the right price (sort of) and most importantly at the right location.

I’m excited too. The property is listed with a very reputable, highly regarded real estate firm from over the hill. The listing agent is also a high-powered professional, which I happen to know. This can make all the difference in the world, especially in negotiating a purchase agreement in a multiple offer situation. It boils down to mutual respect for each other. Y’know, that is another whole subject in itself. I’ll need to write about the mutual respect agent’s have for each other sometime soon.

All that remains after finding the property and communicating with the agent is now taking a real good look at the house. But first, we need to write the offer and get it accepted. Actually, the very first step for a buyer’s agent (me) is to analyze the property’s fair market price, making sure that the listing agent and seller have priced it correctly. And this is where my commentary really begins, the mother hen concept of client care.

A seller’s or buyer’s real estate agent needs and at times really wants to represent their customers to the best of their abilities. But some times agents represent their clients too well; to the point of killing the deal from the very beginning.

“So, James we want to offer full price so we can be sure to get this house. We’re tired of losing out all the time”.

“Now hold on”, I pugnaciously balk. “I gotta make sure it’s priced right for you”.

What the?? Is this actually coming out of my mouth? Am I not paying attention to my scripture studies, in particular Psalms 141.3? I just know God wants me to close a deal.

You see, a buyer’s agent should be certain that the listing agent priced the home to sell based on certain solid criteria and not on the phase of the moon or how many rolls of toilet paper they have stored at home. I know that sounds crazy but you wouldn’t believe some of the reasons I’ve heard over the years.

In our particular case, I think the listing is priced somewhat high. I like to think of myself as an expert for this particular neighborhood and pretty much know every house sold in the last 10 or 15 years. As a matter of fact, I know everything about this neighborhood. So well in fact, residents can’t even use the bathroom in their own homes without me knowing about it. I like to think I know everything, which is part of my problem. Just ask any of my ex-wives.

To be continued next week.