



Talking Real Estate with Steve Slicker

Hi folks,

Thought I would change topic and NOT talk about the market this week but instead talk about open homes and why I think people should use them

Open homes are an ideal way for busy vendors to expose their home to prospective purchasers without putting themselves out more than they need to. Purchasers also love them, for a different reason. They feel they can linger as long as they like getting a feel for a property that interests them and visualising the possibility of living in the house without feeling they are inconveniencing anyone.

Yet there are many scaremongers who would frighten vendors away from open homes as a means of exposing their property for sale by talking up the risk of theft. In fact, theft from open homes is extremely rare; if it were common, they would not be such a popular method of exposing a house for sale to the widest number of buyers in the shortest time. Like many other useful practices that life offers us (getting into a car and driving it on public roads where it may come into contact with other vehicles, for example!) the benefits far outweigh the risks.

While theft from open homes is very rare, it is always better to minimise the chances of becoming a petty crime statistic. These six guidelines will assist.

1. Never allow any prospective purchaser to enter your home without the agent being present.
2. Ensure the agent is present at the open home at all times.
3. Confirm that the agent is recording the name and contact details of every visitor before they enter your home.
4. Remove all small items of special value such as jewellery or artifacts to a safe place.
5. Draw your agent's attention to any items/areas that might be delicate or sensitive to touch or movement (antique furniture, for example).
6. Carry out a thorough inspection of your property at the conclusion of every open home to satisfy yourself that everything is in order. Report any irregularity to the agent and if necessary, to the police.

If there are any property topics that you would like covered, please drop me a line at steveslicker@xtra.co.nz alternatively write to me at Tommys Real Estate, 897 Fergusson Drive, Upper Hutt. I will do my best to answer any questions and if there isn't space in this column, then I will get a personal reply to you asap.

Kind regards,

Steve Slicker

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