

FOR SALE BY OWNER: HOW TO SHOW YOUR HOME SAFELY!

- For your own safety, never set an appointment with anyone to see your home unless they have given you their **NAME** and **NUMBER** and you have called back to verify that number. An easy way to do this is to say, *"Let me check with my husband/wife/schedule for the best time and I will call you right back."*
- Never let potential buyers know your schedule. Don't ever tell them when you won't be at home, when your spouse won't be home, when you pick up the kids, when you work, when you will be on vacation, etc.
- Never give a caller information about your **home's security** such as deadlock bolts, security systems, and so forth.
- Always have a **back-up plan** when you allow **strangers** into your home, especially if you have children. Have a neighbor look out for you until the lookers have gone.
- Never let a stranger into your home without **seeing some identification**. If the person says he/she is a real estate agent, **ask for a business card**, then **call his/her office** to verify the information if you don't recognize the person.
- Keep a **log of everyone who has looked at your house**. Get their **name, telephone number, email address, car description**, tag number and any additional information that could be helpful in the event of a future burglary. All of these people would be suspects.
- If you make a flyer to advertise your home, **don't include** any information that might **breach security**.
- **Remove** from sight **all valuables, including guns, jewelry, silverware, and collections**. Recently, there was an incident in South Florida where a couple was going around with a real estate agent and stealing things from houses they visited. The couple actually stole over \$150,000 worth of valuables. We screen all potential buyers via a thorough pre-qualification process before we let anyone into a listed home.
- **Never leave strangers alone! Watch their every move while they're in your home**. One of the latest scams involves **prescription drugs**. A nice-looking, clean-cut couple will make an appointment to view your house. Once inside, one of them will ask to use the bathroom and will search for prescription drugs while inside. There is a huge market for such drugs. So make certain **your prescription drugs are well-hidden** before anyone looks at your home.

