

Why It Pays To Stay Away From Your Own Open House

It is important for sellers to be involved in the process of trying to sell their property. However, many experts say it may be important for them to also take a step back and stay away when their Realtor is showing the home to prospective buyers.

A number of agents told the *Los Angeles Times* they advise all of their sellers not to be present at showings for a number of reasons, the most common being they may say something that could keep them from getting the best price.

Even if something is said in casual conversation with the potential buyer's agent, that doesn't mean it can't be used in negotiations. If a potential buyer knows the seller has already closed on another home and needs to move quickly, they may try to get away with a low offer.

Along the same lines, a seller saying that they don't like the neighbors may be enough to get the buyers to look elsewhere.

Having a seller hanging around can also make buyers feel like they are being followed, and leaves them feeling uncomfortable – the opposite message the seller is trying to send being helpful.

In short, the best solution for sellers is to let their agent do the talking about the home. After all, that's what they're hired to do.