

 (866) 534.3726
(TEL:+18665343726)

(866) 534.3726 (TEL:+18665343726)

What to Say When a Local Realty Agent Claims She's Got A Secret Buyer for Your House. Really?

by Joanne Cleaver

PLANS & PRICING
(HTTPS://USREALTY.COM/PLANS-PRICING/)

PLANS & PRICING
(HTTPS://USREALTY.COM/PLANS-PRICING/)

HOW IT WORKS
(HTTPS://USREALTY.COM/HOW-IT-WORKS/)

HOW IT WORKS
(HTTPS://USREALTY.COM/HOW-IT-WORKS/)

CONTACT US
(HTTPS://USREALTY.COM/CONTACT-US/)

CONTACT US
(HTTPS://USREALTY.COM/CONTACT-US/)

SIGN IN
(HTTPS://USREALTY.COM/MY-ACCOUNT/)

 Joanne Cleaver (<https://usrealty.com/author/joanne/>)

 August 4, 2017

NEXT STORY → ([HTTPS://USREALTY.COM/3-MINIMUM-ESSENTIAL-KNOW-BUYERS-CAN-BORROW/](https://usrealty.com/3-MINIMUM-ESSENTIAL-KNOW-BUYERS-CAN-BORROW/))

PREVIOUS STORY ([HTTPS://USREALTY.COM/SELL-HOUSE-10-DAYS/](https://usrealty.com/sell-house-10-days/))

📌 US Realty News (<https://usrealty.com/category/news/>)

You've got mail...from a local real estate agent who wants to see your house. She claims she has an eager potential buyer. What do you say?

With few houses on the market, enterprising local listing agents sometimes try to pull more houses onto the market (and commissions into their pockets)

What do you say if an agent contacts you, claiming to have an eager potential buyer? It's not outside the realm of possibility in a tight market. But is the buyer a phantom, and the overture a ploy to get you to list with the agent?

Here's a good way to find out. Offer to sign a "one-party listing" and offer to pay no more than 3%...which is what an agent would get for representing either the buyer or the seller. A "one-party listing" allows the agent to represent the house only to one potential buyer. (Make sure the contract doesn't include any clauses that would bind you to that agent for other buyers or limit your ability to sign with another broker, such as USRealty.com .)(



If there's really a buyer in the picture, the agent will readily sign, figuring that a fast sale is an easy commission. Then you can find out if the purported buyer is ready, willing and able to make an offer. (Be aware that this agent will not really be representing your best interests, so be sure to have an expert advisor, such as a real estate lawyer.)

If the agent doesn't want to sign a single-party listing...well, why not, if there's such an anxious buyer waiting in the wings? You'll have exposed a shady agent who's willing to lie to get a listing...precisely the kind of agent you don't want to do business with as a buyer or a seller.

NEXT STORY → ([HTTPS://USREALTY.COM/3-MINIMUM-ESSENTIAL-KNOW-BUYERS-CAN-BORROW/](https://usrealty.com/3-minimum-essential-know-buyers-can-borrow/))

← PREVIOUS STORY ([HTTPS://USREALTY.COM/SELL-HOUSE-10-DAYS/](https://usrealty.com/sell-house-10-days/))

USRealty.com, LLP &
US Realty Brokerage Solutions, LLP
1500 Conrad Weiser Parkway
Womelsdorf, PA 19567

p. (866) 534.3726
info@USRealty.com (<mailto:info@USRealty.com>)

NAVIGATION

Sign Up Free (<https://usrealty.com/plans-pricing/>)

Plans & Pricing
(<https://usrealty.com/plans-pricing/>)

How it Works (<https://usrealty.com/how-it-works/>)

Contact Us (<https://usrealty.com/contact-us/>)

Login (</my-account/>)

RESOURCES

Home Selling Guide (<https://usrealty.com/resources/home-selling-guide/>)

Mortgage Calculator
(<https://usrealty.com/resources/mortgage-calculator/>)

Commission Calculator
(<https://usrealty.com/resources/commission-calculator/>)

Glossary (<https://usrealty.com/resources/category/glossary/>)

Checklists
(<https://usrealty.com/resources/category/checklists/>)

FAQs (<https://usrealty.com/resources/category/faqs/>)

Blog (<https://usrealty.com/blog/>)

COMPANY

About (<https://usrealty.com/about/>)

Company News
(<https://usrealty.com/press/>)

For Agents (<https://usrealty.com/for-agents/>)

Investor, Institutional and Commercial
Services
(<https://usrealty.com/commercial/>)

f G in

© 2017 Copyright USRealty.com.

[Terms of Condition & Use \(/terms-conditions/\)](#)

[Illinois Consumer's Guide to Real Estate Agency \(https://drive.google.com/file/d/0BxXGQmc8ZmTvbDhMUjdORzdJYms/view?usp=sharing\)](https://drive.google.com/file/d/0BxXGQmc8ZmTvbDhMUjdORzdJYms/view?usp=sharing)

[Texas Real Estate Commission Consumer Protection Notice \(http://www.trec.state.tx.us/pdf/forms/Miscellaneous/CN1-2.pdf\)](http://www.trec.state.tx.us/pdf/forms/Miscellaneous/CN1-2.pdf)

By law commissions are negotiable and are not fixed by any state or federal law. Prices are subject to change without notice until orders are placed. Licenses: AL: 000101377, AR: PB00067465, AZ: PA625585000 (USRealty Brokerage Solutions, LLP), CA: 01738280 (DBA: USRealty.com), CO: EC.100057478, CT: REB.0788123, DC: PA98368078, DE: 0003175 (USRealty Brokerage Solutions, LLP), FL: PR276107, GA: 345338, IL: 481.011765 (Keith Wolf, Broker), IN: RC51500105, KS: BR00235041, LA (Ryan Gehris, Broker 0995692947): 0912122514, MA: 8079, MD: 11-5000714, MI: 6505367199, MO: 2008005393, NC: 20101, NE: 115464 (USRealty Brokerage Solutions, LLP), NJ: 0894087, NM: 19642, NV: 143251, NY: 10491207568, OH: REC.2013001652, OK: 152818, PA: RB066571, RI: REB.0018086, SC: 80440, TN: 321436, TX: 0556144 (Ryan Gehris, Broker), VA: 0226 020162, WA: 9889 (USRealty Brokerage Solutions, LLP), WV (Ryan Gehris, Broker): 02844

All company names, trade names, trademarks, domain names and products referenced on this webpage are the property of their respective owners. No company referenced on this webpage is affiliated or associated with USRealty.com, LLP & US Realty Brokerage Solutions, LLP or has sponsored the content on this webpage.

USRealty.com, LLP is an Equal Opportunity Employer and supports the Fair Housing Act. Open Monday – Friday 9:00 – 5:00 EST with the exception of holidays.

California office: 1401 21st Street, Sacramento, CA 95811

Michigan office: 139 W Baraga Avenue, Marquette, MI 49855

Nevada office: 9890 South Maryland Parkway, Suite #200-A, Las Vegas, NV 89183

Ohio office: 9435 Waterstone Blvd., Suite 140, Cincinnati, OH, 45249

Washington state office: 15 N. Naches Ave, Office #11, Yakima, WA 98901