



Cover: 8 Emma Place, Fig Tree Pocket

## *Final Word*

### **BENEFICIAL INTEREST**

Surprised at all of the new names popping up in real estate presently despite the fact agents are quitting the industry in droves?

It's not a change of the guard driving this phenomenon, its changed circumstance. People who find they now have to sell the house (some for more than it is worth) to keep the financial wolves at bay, are taking the odd step of trying to sell it themselves.

Legally this is not difficult. Sales licences are a dime a dozen and very easy to get.

Practically though, it's a different story. The public are naturally quite sceptical of anyone trying to sell their own property, and particularly so of any agents doing it.

To get around that, some agents, including the current batch of 'one timers', may initially seek to conceal their beneficial interest (despite that being illegal) in the hope that by the time it's discovered, the buyer will be so emotionally committed, they'll go ahead and still buy it regardless.

Unfortunately they are often right! Once someone commits to a property purchase, it can take a lot to change their mind.

Should you ever have concerns that the agent you are dealing with on a property may have an interest in it (beyond their commission), you are quite within your rights to ask them the question!