



Home Truth

Seeing is (Dis)Believing

I like good news stories, rare as they are, and I was particularly pleased to see one recently that was directly property related.

The very complimentary article described in great detail the activities of an 'up and coming' local real estate salesperson and how he had pulled off a \$10million sale.

The story went into quite infinite detail of everything involved in pulling off such a sale, from sourcing the buyer, to managing negotiations, even to the genius of the salesperson in coming up with an 11th hour left field solution to seal the sale.

As I read on (and on), it became clear the story was a blatant literary 'selfie' (contrary to newspaper practice and without any disclaimer), a work of fiction based loosely around a particular sale that I actually had clear and in-depth knowledge of.

When the property address was confirmed in the article, the game was truly up.

For the record, given it's hardly a secret, here is what really happened at the time.

The buyers heard that a particular property they had interest in was for sale and they asked the agent who does most of their property work for them (let's call him Kevin, it's his real name) to pursue it.

Kevin chased down the first agent he found with the listing (the one who penned the article), agreed to do a conjunction sale with them on the property, from where a sale ensued.

The unsurprising foot note to all this?

Even though the sale happened more than three years ago, Kevin is still fighting for his commission. TRULY UNBELIEVABLE!