



## Home Truth

### IT'S A MATTER OF TRUST

Concerned at the thought of a real estate agent suing you for commission?

You really shouldn't be! We're yet to see an instance whereby a property owner was inappropriately sued for commission.

It is important to realise that the law as it applies to commission entitlement is as much there to protect sellers interests as it is the engaged agent's commission.

These laws are regularly invoked where a buyer gets it into his or her head that they may be able to buy a property cheaper by approaching a seller direct (assuming they've got the hide to attempt to do so).

Even more unconscionable is the ever popular scam where a buyer introduced to a property by the one agent, colludes with a second to try and rip off a seller.

Some agents have this practise down to a fine art and typically put it into effect by convincing a buyer who has shown interest in a property through the listing agent that if they make any offers through them (and not the introducing agent), then they will get it cheaper. Obviously such inducement has a certain appeal to many, but is equally clearly much contrary to a sellers financial interests.

Where the risk of double commission (plus damages) proves to be a strong enough disincentive for a seller to not be tempted to let themselves be conned, everyone wins. The seller wins because they get the best price. The agent doing the right thing wins because they get paid. The buyer wins because they don't miss out on their preferred property (as usually happens if they engage in any unseemly behaviour).