



## OPTIONS FOR SHOWINGS

Once you have a brokerage agreement with us, there are basically two or three valid options:

1. **HAVE US SHOW YOU THE HOME** subject to the terms of our Right-To-Buy agreement and the sliding scale in the Showing Schedule.

To request a showing with us, please **make sure you have driven by the property first**, then email your agent with the following information as soon in advance as possible:

- the properties you'd like to see (preferably by address & MLS#)
- the time(s) you are available to see the properties (generally allowing for 30 minutes between each showing).

*Do note that in order to best accommodate your schedule, we may have an assistant, or a third party broker, show the property for you. These individuals would not be permitted by law to share opinions, negotiate, or do anything that could be characterized as representing you or practicing the profession of real estate. They are there simply to open the door, accompany you, and secure the premises upon exit.*

2. **SEEK THE HELP OF LISTING AGENTS** even though you are represented by us.

We say “even though” because some listing agents have a philosophy that showings should always be done by the buyer’s broker (which is not supported by any law). We have a document titled “*Disclosure and Showing Request*” that may help pave the way for you (provided upon request.) If you are unsuccessful on your own, we can try them, likely submitting one or more of the following justifications for the request as applicable:

- The practicality of the particular location of the property (relative to our HQ).
- Potential scheduling conflicts with our single broker office.
- A buyer preference for whatever reason, and potentially due to a belief that the listing agents knowledge about the property adds the most value.

*And for the few agents that suggest they “can’t” show the home due to their obligations to the seller, we’ll be reminding them of the (Colorado) Real Estate Commission’s Rule E-33, which in relevant part says: “Following proper disclosure [Brokerage Relationships Disclosure (Buyer) form]...a [seller’s agent] may assist a [buyer] by performing such ministerial tasks as showing a property...” [Emphasis added.]*

NOTE: **OPEN HOUSES** are certainly a third option for certain homes, but not always readily available of course. If you do attend an open house, make sure you are clear about your representation status with us to anyone who asks. Signing anything at an open house, particularly in new construction scenarios, is generally not a good idea...but if they require a signature, it would be a good idea to print our name in parentheses next to your signature.