

CAPISTRANO BAY DISTRICT
AGENDA REPORT
June 28, 2011

New Business

ITEM L.1

District Open House Policy for Home Sales

The District's policy on open house showings is extremely restrictive and discourages access by the general public. While this restriction is consistent with the overall community concern with security and privacy, it also hinders the seller's ability to bring in prospective buyers from outside.

The following suggestion has been made that could allow for controlled public access while maintaining security at the entry gate:

- post OPEN HOUSE or FOR SALE signs outside the community on PCH that announce a home for sale but contain specific language that instructs the interested prospective buyer to "*Call the Realtor at (phone number) for access into the community.*" The realtor would then have to meet the guest at the gate and take them to the home location in the realtor's vehicle.

The realtor or listing agent would of course have to first be approved by the property owner ahead of arranging for any open house public access.

The current practice of allowing "Broker Previews" is still being conducted. These broker previews do not advertise to the general public and therefore the access is much more limited and secure.

If at any time a homeowner wants to conduct a special showing of the home for the public, i.e. an evening cocktail party, etc., the same type of signage would be required and except for a possible guest list, the interested house-hunter would have to still call the realtor for access.

Staff is open to additional comments and suggestions for ideas on how to meet security needs while getting prospective buyers into the community.