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Real Estate: Try Before You Buy



NEW YORK (MYFOXNY) - "Try it before you buy it" is a new trend in real estate. It gives potential buyers a chance to live inside a home before making an offer.

Richard Bost wants to sell his home on the border of the Upper East Side and Spanish Harlem. In order to seal the deal quickly he is trying a new approach: letting potential buyers stay in the home before they decide to buy it.

"We realized this try it before you buy it is a great way to showcase all the great things about the neighborhood and the apartment," he said.

Limor Neshner has been showing homes for almost a decade.

"Basically without the pressure of a broker the buyer can come to the home stay a few hours even stay overnight and just tryout the apartment," Neshner said. She added that it's a great tool for anyone to see what the potential property they want has or doesn't have to offer.

"It could be listening to the noise of the neighborhood or trying out the pressure of the water or what's behind the walls," she said. "Lots of factors that you can't detect in one single showing."

The live-in opportunity doesn't just help the buyer understand the home it can also benefit the seller.

Shira Gavriellov is looking to buy her first apartment in the city. She checked out Bost's Spanish Harlem abode.

The try before you buy program is being tested by select real estate companies in the tri-state. So if you are in the market to buy or sell ask your real estate agent about the program.