

Just a few bullet points to sum up what I have observed. Remember these have stemmed from client discussions and appeared to be blatant. Buyers should enter the market equitably when their buying power is the same. The implicit bias of a name can sway a seller.

**Strong Offers Overlooked:** Clients with strong offers—those with substantial buying power, no contingencies, and competitive terms—have felt their offers were not fairly reviewed.

**Discrepancy in Settlements:** These clients noticed that homes they bid on were settled at the same price (or less favorable terms) but with contingencies included in the accepted offer, raising questions about the decision-making process.

**Perceived Discrimination:** The clients believe this discrepancy stems from their names on contracts. Sellers, or their representatives, may have looked them up on social media, leading to potential bias based on cultural, ethnic, or other personal identifiers.