



## Advice from Gary McKae

### **Open House Tips for the Buyer:**

#### **Pound the Pavement:**

Real estate sales associates encourage their buyers to visit a significant number of open houses. Seeing different homes can give the buyer a much better idea of exactly what they desire in a property and also enables them to understand what type of homes are available in their price range.

#### **Communicate With Your Sales Associate:**

Buyers should agree upon a procedure with their sales associate before visiting open houses. Realizing that the sales associate has access to numerous available homes, not only those with open houses, this open line of communication allows the sales associate to understand which neighborhood, types of homes and even particular features are attractive to the buyer. When visiting open houses, disclose the name of the realtor you are working with to whoever is showing the home. It is unethical for other realtors to bother you once that is disclosed.

#### **Take Copious Notes:**

Homebuyers should take notes when attending open houses, especially when visiting multiple homes during the day. The notes, along with the marketing materials handed out at the open houses, will help the prospective buyers narrow down the list of homes that are of interest.

#### **Be Patient:**

Home buying is a process that usually involves negotiating. If a buyer attends an open house and likes the property, it is generally best to keep it to him- or herself. They should contact their sales associate later to schedule a private showing