



# OPEN HOUSE HELPFUL HINTS

## 1. Compare Multiple Homes

If you have the time to attend several open houses in an afternoon, they can be a good tool for quickly getting a sense of what's available in your price range. Even if you visit an open house and find out you really don't like the property, you can still benefit from the experience. For example, seeing that not every house has a dishwasher may lead you to tell your Realtor that a dishwasher is on your "essentials" list! The wood-paneling or plaster of some of the older houses may lead you to rule out houses built pre-1970s. Understanding your own personal likes and dislikes makes house-hunting much easier. Going to multiple open houses will also help you understand what houses are selling for in your area.

## 2. Take Lots of Notes

Bring the Home Tour Checklist from our website, or a notepad and pen with you to the open house. As you walk through the house, jot down what you like about it and what you dislike. You may realize that something you never thought to tell your Realtor is actually very important to you. Taking notes is especially important if you see many houses on the same day, as you'll be amazed at how quickly you'll start to mix up homes in your mind.

Try not to get carried away with the look of the furniture or even the color of paint on the walls, as these things are easily changeable. Instead, pay attention to central characteristics of the house, the layout, the features, how big it is, how many bedrooms and baths it has, the location and your gut instinct. (moneyunder30.com)

## 3. Give Each Property A Nickname In Your Head

Taking notes can help, but a lot of clients who ended the day with pages of scribbles find out that didn't do much good. Instead, as you walk through a space, give it a quick handle: "the one with the blue living room" or "the one with the view of the maple tree" or (if you're unlucky) "the one that smelled like ten cats."

## 4. Ask The Host About The Best And Worst Features Of The Property

This is a great way to learn "how to look" — especially because you'll sometimes hear about positives that you may have missed (great closets, nice afternoon light). It will also remind you to keep an eye out for negatives (like water spots in the bathroom), so that after your own walk-through and impressions, you can have a complete conversation with the host about pluses and minuses.