

Its Springtime, Sunglasses on, Full Tank of Gas, Let's Go House Hunting!



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I don't know about you, but I have Spring fever! Off to a Sunday afternoon Mets Game, it's the time of year to soak up the

sunshine, and enjoy what is right in front of us. With spring fever, comes the Home Buying Bug. You know that little feeling that tells you that **this is the year to buy a new home.**

Interest rates are low. There is a great selection of new and existing homes. And, you are just tired of renting!

So how do you go about finding a home? Most people start on the internet. If you are reading this, it is a good bet that you started with an online search. But after spending days, weeks and months online, now its time to venture outdoors and see some houses.

So on a perfect Spring Sunday, you start driving by some of the properties that were presented so beautifully on the computer screen. You see the real estate signs and the open house arrows, you drive slowly up to the home but the car won't stop. You are frozen with questions.

What will you say to the agent in the home?

What do you do?

Relax. You are not alone. Many home buyers panic outside of an open house because they are unsure of what will be expected of them after they walk through the door. Some aren't sure before they step over the threshold whether or not to ring the doorbell or just walk in. So you are in very good company.

Here's a few quick tips for getting the most out of attending real estate open houses.

1. ***Get out of the car!*** Sounds so simple but you can tell more about the home from the inside of the house than the inside of your car.
2. ***Walk right in!*** If you feel self conscious, ring the doorbell for fun first. That way you can be certain it works.
3. ***If the agent doesn't say "Hello", say it first.*** Let them know you are just checking out the place.
4. ***Take a look around.*** Check out every room, closets, basements, attics and ask the agent questions about the home.
5. ***While you are checking out the house, check out the agent.*** Size up the person to see if he or she is someone that you would want to represent you in the purchase of your home

So what are you waiting for? Get in the car and get out there. Your perfect home, Realtor and Mortgage awaits!

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