



HOME::Real-Estate/Buying 

## The Dos and Don'ts of Visiting an Open House - Know Your Rights

By [Eric Rehling](#)

**Article Word Count:** 486 [\[View Summary\]](#) [Comments \(0\)](#)

Whether you are just beginning the process of looking for your first home or are in search of a move from a home you already own, Open Houses present a great opportunity to walk through the home and begin to get a feel for price relative to condition in a certain area.

It is important however to understand how your representation is affected when the simple words "Honey, stop the car" are uttered.

The concept of "procuring cause" is at stake when viewing Open Houses randomly. Let's start with your representation first, then cover the steps you should take to ensure you are protected at an Open House.

As a buyer in Pennsylvania, you have the right to have a Realtor represent you throughout the process of searching for and purchasing your home. It is virtually a "no-brainer" to navigate the real estate buying process with agent representation as your agent's knowledge of the area, pricing, and overall process, comes at the expense of the seller, in most cases!

This buyer agent representation must be cemented with a verbal memorandum or better yet a written contract between you and your agent. Once you have that secured, you can move forward with the home buying process knowing you have a defined "buyer agency" relationship and the fiduciary responsibility of that agent to act solely in your best interests.

In most cases, you'll be viewing homes with your agent, but you may be driving around doing some homework and stumble across an "Open House". Of course, you'll want to go in and check the place out, just remember that in the vast majority of cases, the agent at the "Open House" represents the seller. He or she has the same fiduciary responsibility to the seller as your agent has to you. Keep this in mind as you stroll through the home. Think like a poker player, as we have all heard the phrase "anything you say can and will be used against you".

The best way to manage the lure of looking at a home during an Open House is to ask your agent to send a list of area Open Houses weekly. If you see any of interest, give them a head's up you might stop-by so they can communicate this to the other agents.

If this is not possible, it is imperative that you let the agent at the Open House know you are represented. It is always recommended to have your agent's business card with you and if you can, even give them a call before you pop-in the home. This will help ensure that your representation is not at stake.

As mentioned, an Open House provides a great opportunity to view a home and begin to gain an understanding of market values in a certain area. You just want to ensure that you enter the home without any risk to your buyer agency rights.

For more information, feel free to contact the author.

Eric Rehling  
Associate Broker

Mittman + Rehling  
Re/Max Realty Group  
215.256.8026 (direct)  
215.256.1200 (main)  
215.359.1906 (fax)  
[eric@mittmanrehling.com](mailto:eric@mittmanrehling.com)  
<http://www.MovingRights.com>

Article Source: [http://EzineArticles.com/?expert=Eric\\_Rehling](http://EzineArticles.com/?expert=Eric_Rehling)