



## Hangar to Home - Grand Peaks at Sisters

Join us for a special viewing of these new Mountain Modern Homes. Music, Free Beer, and Desserts! Homes starting in the high \$500s! 11am – 2pm on July 4th. Located across from the Sisters Airport – 511 E Diamond Peak Ave., Sisters, Oregon.

Coldwell Banker Morris  
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The KEY

Unlock the Answers to Homeownership in Central Oregon

A five-part series providing a current market overview and expert advice on Central Oregon real estate.

# Join Us for Open House Weekend June 1-2!

By the Central Oregon Association of REALTORS®

Eager to get your home search started?  
Already narrowing down your neighborhood?  
Have no idea where to start?  
Ready to put in an offer?

No matter where you are in your home search, the Central Oregon Association of REALTORS' (COAR) annual Open House Weekend is a great way to start or end the process.

There are two ways to approach Open House Weekend—on your own or with a local Realtor. If you're already working with a Realtor, they can put together a custom tour for you based on your criteria. If you have not yet selected a buyer's representative, you can run a search of open houses based on city, neighborhood, price point,

and many other features to create your own custom tour.

So you're ready to go on tour! When you go to an open house, the listing agent or an agent who works with them will be there. If you already have a Realtor, be sure to provide this information to the agent onsite. Realtors are required by their Code of Ethics to ask if a buyer is already working with an agent. Clarifying this early will save a dispute over compensation down the road. Have your broker's card in hand in case you are interested in having the onsite agent follow up directly with them.

If you do not have an agent, open houses are a great way to meet some and possibly select one to work with in the future. Oregon also allows dual agency, where one agent represents both sides

of the transaction; however, having your own agent will give you equal representation in the transaction.

As you go through the open houses, note the features that appeal to you—which are must-haves and what may not be as important. You may want to look for homes beyond the area you were originally focused on to expand the pool in your price range and get your must-haves.

If you find a home that you're interested in, here are some questions to begin with:

- Are there any problems or defects with the home?
- Have there been any price changes?
- How long has it been listed?

- What are the neighborhood and schools like?
- Why are the owners selling?
- Have other homes in the area sold at a similar price point?

While inventory in Central Oregon is low, there is availability across price ranges. The Homes for Sale charts shown here provide price point comparisons that can help you start your search. A member of COAR can further refine this data for you by neighborhood and include information like homes sold, price per square foot, and other features. Visit [centraloregonrealtors.com](http://centraloregonrealtors.com) to search for an open house or Realtor. Then join us during Open House Weekend, June 1–2, to find your dream home!

