

Script Ideas Buyer: “I'm just looking”

These are scripts I have done, heard or seen but may not fit my style. Pick what works for your personality and style.

“Perfect. That’s how some of my best clients started.”

“What are you looking for?”

“Thanks for letting me know. Actually most people I first talk to are several months, if not further away from their next step, so I completely understand. What had you looking”

“Even our clients that just bought still look at homes online. I get it. What would you change about your current home if you could?”

“And what do you see? I love hearing what people are seeing in the market from the outside.”

“That’s where everyone starts. What are your real estate plans.”

“In a perfect world, where would you move to or ?”

“What I find is that everyone has some kind of real estate plan, whether it’s a vacation home or something in seven years. What’s yours?”+

“So if you found the perfect house for the right price, you wouldn’t consider it?”

“Do you both agree on that?” (risky but it might bring something out in a couple)

“Great, tell me a little more about what you are looking for.”

“Sometimes people say that just because they don’t want to be “sold.” Is that you?”

“My website is a great place to look. I have all of the listing in the MLS unlike Zillow. Also my information is accurate, unlike Zillow. I can take down your information and make sure I don’t bother you, though I will check-in every once in a while.”

“Here’s my card. I call it a get out of jail free card. Just show it to agents and they won’t bother you.”