

Script Ideas: “Open House Openers”

These are scripts I have done, heard or seen but may not fit my style. Pick what works for your personality and style. Remember, your singular goal is to get an appointment or contract, not to play objection tennis.

“How did you find my open house.”

“Are you a neighbor or buyer?”

“What brings you out today looking at homes?”

“Are they homes that you have been watching?”

“Are you familiar with this area?”

“How long have you been looking?”

“Thank you for dropping by my open house today.”

“Have I seen you before around the neighborhood?”

“Don’t worry, I don’t bite. Have a look around. I’d love your feedback when you get done.”