

Open House Talk Tracks

These quick suggestions are designed to help you feel prepared. You can use them as-is, or better yet, as a starting point to develop your own natural style.

Welcome

Hi there! Thanks for coming - feel free to take your time looking around. Let me know if you have any questions!

Welcome in! You can start your tour wherever you'd like. I'm here if you want to know more about the home or neighborhood.

Sign-In

Before you head through, would you mind signing in? It helps the seller's track interest and allows me to follow up if needed.

Feel free to take a look around - and if you don't mind, there's a quick sign-in here.

Features

The [room] was remodeled/upgraded in [year] - [list items that are new or upgraded]

One of my favorite details in this [room] is the [feature].

Open House Talk Tracks Cont.

Conversation

Have you been house hunting long, or is this one of your first tours?

Are you focusing your search in this neighborhood, or keeping options open?

What's the most important thing you're looking for in a home?

What's your timeline like for moving?

Representation

Are you currently working with an agent?

Is a real estate agent guiding your search, or are you exploring on your own for now?

Are you working with a lender already, or would you like some help with that?

Wrap Up

Thanks so much for stopping by - let me know if you'd like more information or want to schedule a second look!

Hope you enjoyed the tour! If anything comes to mind or you want more details, feel free to reach out.