

DAVID KNOX

Productions, Inc.

7300 Metro Boulevard, Suite 120, Minneapolis, Minnesota 55439
Phone: 952-835-4477 Email: david@davidknox.com Website: DavidKnox.com

Open House Questions and Dialog

Greeting

Welcome to the open house, please come in!

My name is _____.

How did you hear about the open house?

What attracted you to this home?

May I show you around or would you prefer to see it on your own?

Let them see the home

Please take a look around

The bedrooms are _____, living area is _____, etc.

Before you leave, please find me. I have some information for you and I'd like to ask one question.

After the tour

How do you feel about this home?

How does it compare to others you've seen?

We're having a "Guess the Sale Price" contest...

If you have another minute, your answers to this survey would be helpful to the sellers

Three key questions

1. How soon would you like to be settled?
2. How long have you been looking? (How many homes have you seen?)
3. If you found a home today that met your needs, what would you do?

Determine buyer's situation

What is your present housing situation?

At what stage are you in your buying process?

What are you looking for that you haven't found?

Have you been able to see all the available homes?

Have you discussed purchasing and financing arrangements with an agent?

Offer help

Would you like some help?

Ask for an appointment

What time could we get together and visit later today?

I have access to information on hundreds of homes. May we get together and visit for a while after the open house?

I'm available right after the open house. May I stop by then?

Open house

Introductory questions

"At what stage are you in your buying process?"

"If you found a home that met your needs, what would you do?"

"I know of three others in the area. Would you like to know about them?"

Probe for discontent or the need to work with an agent