

# Questions you should be asking your realtor

1. How long have you been a licensed real estate agent?
2. How many homes have you helped buy/sell in the last year?
3. Could I speak with any of your past clients and see your Google reviews?
4. What sets you apart from other real estate agents?
5. How often will you communicate with me throughout the process?
6. Will you explain the buying/selling process and what I can expect?
7. How do you handle negotiations?
8. Can you help me understand the current market and pricing trends?
9. Can you help me understand the various financing options available to me?
10. Can you help me find other professionals (e.g. home inspectors, contractors) that I may need during the process?
11. What is your strategy for handling multiple offers & winning bidding wars?
12. Do you have any experience in the specific property types I want to buy/sell (e.g. luxury homes, commercial properties)?
13. Can you explain any potential risks or challenges in buying/selling in the current market?
14. How do you handle conflicts of interest?
15. How will I know not to overpay if buying a property?
16. How will you keep my personal information and data secure?
17. What happens if I am not satisfied with your services?
18. How can I reach you in case of an emergency?
19. Will you take the time to read and review strata documents with me, if applicable?
20. Should I get an inspection if buying, and if so, why?
21. Is this a buyer's or seller's market / a good time for me to buy/sell?
22. How many properties have you bought yourself?

## ***If selling:***

1. How much commission do you charge, and what will you do to earn that?
2. How much will you spend on marketing my property?
3. Why would I stage my home?
4. How do you plan to market my home?



[jessijohnsonrealtor.ca](http://jessijohnsonrealtor.ca)

**JESSI**  
JOHNSON

**exp**  
REALTY