

# Questions your realtor should be asking you

1. What is your timeline for buying/selling a home?
2. What is your budget or price range?
3. Have you been pre-approved for a mortgage with documents verified?
4. What are your "must-haves" and "deal-breakers" in a home?
5. What type of neighbourhood or location are you looking for?
6. Are there any specific school districts or amenities that are important to you?
7. How many bedrooms and bathrooms are you looking for?
8. Are you looking for a move-in ready home or a fixer-upper?
9. Are there any specific architectural styles that you prefer?
10. What is your current living situation (e.g. renting, must sell first)?
11. What is motivating you to buy/sell a home at this time?
12. What are your long-term goals for this property?
13. Have you worked with any other real estate agents in the past?
14. What is your preferred method of communication?
15. Are you familiar with the buying/selling process?
16. Are there any special circumstances or challenges I should know (e.g. relocation, divorce)?
17. What is your level of knowledge regarding the local real estate market?
18. Do you have any questions or concerns about the buying/selling process?
19. Is there anything else you'd like me to know that could help me better serve you?
20. Have you researched me and looked at my Google reviews?
21. Are you willing to participate in a client profile or an offer presentation video?
22. Do you have the 5% deposit ready to go?
23. Do you have any pets or are you planning on getting one?
24. Have you considered presale?
25. Do you know what sweat equity is and how it can benefit you?
26. Have you read my best-selling book on Amazon?
27. Do you know why CMA's are crucial in buying too?



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

JESSI  
JOHNSON

exp  
REALTY