

■ THE TESTON TEAM

JUNIOR REALTOR

A pretend-work packet for your very own real estate career!

JUNIOR REALTOR NAME: _____

TODAY'S DATE: _____ OFFICE: _____

MY REALTOR TITLE: _____

■ Today's mission: Help a pretend client find, show, and buy their dream home!

1. CLIENT INTAKE

Your client is ready to buy a home! Interview them like a real Realtor.

Client name: _____
Who will live in the home? _____
Dream neighborhood: _____
Budget: \$ _____
Bedrooms needed: _____ Bathrooms needed: _____
Must-have #1: _____
Must-have #2: _____
Must-have #3: _____
Deal breaker: _____
Favorite feature in a home: _____

■ REALTOR NOTES

2. CREATE A PROPERTY LISTING

Invent a house and make it sound amazing—but keep your description honest!

Property address: _____
List price: \$_____
Bedrooms: _____ Bathrooms: _____ Sq. Ft.: _____
Neighborhood: _____
Special features: _____

Best thing about this house: _____
Why should a buyer schedule a showing? _____

■ DRAW THE HOUSE

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3. HOUSE SHOWING CHECKLIST

Walk through your pretend listing and check each item.

CHECK	AREA	NOTES
■	Front door / curb appeal	_____
■	Living room	_____
■	Kitchen	_____
■	Primary bedroom	_____
■	Other bedrooms	_____
■	Bathrooms	_____
■	Backyard	_____
■	Garage / storage	_____
■	Neighborhood	_____
■	Favorite feature	_____

Client reaction:

■ Loved it! ■ Liked it ■ Not sure ■ Not for me

4. MINI MARKET ANALYSIS

Compare three pretend homes and decide what price each one might sell for.

HOME	PRICE	BEDS/BATHS	MY NOTES
Home #1	\$_____	____ / ____	_____
Home #2	\$_____	____ / ____	_____
Home #3	\$_____	____ / ____	_____

Which home would your client choose? _____

What makes it a good fit? _____

Pretend recommended price: \$_____

5. WRITE AN OFFER

Your client found the one! Complete a pretend offer.

Buyer: _____
Property: _____
List price: \$ _____
My offer price: \$ _____
Requested closing date: _____
What should stay with the house? _____
One special request: _____
Why this is a great offer: _____

■ MESSAGE TO THE SELLER

Dear Seller,

Sincerely, _____

6. OPEN HOUSE DAY

Set up your pretend open house and keep track of your visitors.

NAME	TIME	FAVORITE FEATURE	BUYING?
_____	_____	_____	☐ Yes ☐ Maybe
_____	_____	_____	☐ Yes ☐ Maybe
_____	_____	_____	☐ Yes ☐ Maybe
_____	_____	_____	☐ Yes ☐ Maybe
_____	_____	_____	☐ Yes ☐ Maybe
_____	_____	_____	☐ Yes ☐ Maybe
_____	_____	_____	☐ Yes ☐ Maybe

OPEN HOUSE FEEDBACK

What did visitors love? _____
What could be improved? _____
How many people came? _____
Would you recommend this home to your client? ☐ Yes ☐ Maybe ☐ No

7. SELLER CONSULTATION

Pretend you are helping a homeowner get ready to sell.

BEFORE SELLING	MY IDEA
Declutter	_____
Clean	_____
Curb appeal	_____
Repairs	_____
Staging	_____
Photos	_____
Marketing	_____

Pretend list price: \$_____
My favorite marketing idea: _____
What makes this home special? _____

8. MAKE YOUR REALTOR SIGNS

Cut these out or copy them onto cardstock.



FOR SALE

JUNIOR REALTOR



OPEN HOUSE

COME ON IN!

■ CLOSED! ■

CONGRATULATIONS, JUNIOR REALTOR!

Buyer: _____
Seller: _____
Property: _____
Sale price: \$_____
Closing date: _____
My favorite part of the deal: _____

■ REALTOR OF THE DAY ■

You listened to your client, worked hard, and helped make a deal happen!