

No, he-she-it _____

REMEMBER
CONTRACTIONS:

 HAVE GOT = 'VE GOT
 HAS GOT = 'S GOT

 HAVE NOT GOT = HAVEN'T GOT
 HAS NOT GOT = HASN'T GOT


What about you: Have you got experience, negotiation skills, market knowledge, references, community and national affiliations? Consider this for professional development!

23) Grammar
POSSESSIVE ADJECTIVES AND POSSESSIVE PRONOUNS

Look at the chart and complete the missing information.

Pronoun	Possessive Adjectives	Possessive Pronouns
.....	My	Mine
.....	Your	Yours
.....	His	His
.....	Her	Hers
.....	Its	Its
.....	Our	Ours
.....	Their	Theirs

Position in the sentence:

 Possessive adjectives **always** go **before the noun**. That is **my** house.

 Possessive pronouns are **never followed by a noun**. That house is **mine**.

24) Circle the corresponding possessive adjective or possessive pronoun.

- "I'm new in the office. his / my / her name's George Kenton."
- REMAX** is very famous. its / his / her experience is recognized worldwide.
- "Welcome to **your** new home. These are now your / my / her keys. Congratulations!"
- The crisis has deeply affected **many Real Estate Firms**. your / their / her profits are decreasing.
- Tina applied for the job but they didn't accept his / my / her application because she doesn't have available references.
- George** is a new REALTOR at American Realty Centre because his / my / her CV shows he has experience in the real estate market.
- We** specialize in Rural properties. your / our / her excellent reputation shows we are well known in the real estate market.

25) Read the website about an Australian real estate agency.

What kind of properties does it specialize in?

Welcome to the Peter McErvale Real Estate website!



McErvale Real Estate is Ballarat's only a Specialist Agency for Rural and Lifestyle Property Sales. Our Agency has an excellent reputation based on honesty, professionalism and genuine experience in the field!
We "Specialise" in SELLING Lifestyle Properties, Rural township homes, and farms. Peter McErvale, its owner, is a specialized real estate agent and lawyer.
Peter McErvale Real Estate is located at 11 Sturt Street, Ballarat - , in the heart of Ballarat City (South of Australia). Our very central location and our prominent building and window display assure prime exposure for all our property listings. We have got a business partner and five employees. The office opens at 8 am and closes at 7 pm. Our business is very well known in the real estate market. Clients can feel confident with us because they will get an honest, qualified appraisal of their property . Apart from that, they always get an excellent service when selling their property.

Now, answer the questions:

a- What does Peter do?

.....

b- Where's McErvale Real Estate agency located?

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c- How many employees has it got?

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d- Has Peter got any business partner?

.....

e- How many hours does the office work?

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f- Is the company famous?

.....

g- Are real estate agents and brokers in this company experienced?

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About you! *Would you like to specialize in Rural and Lifestyle properties?*