



Name: _____

Course: _____

Mock exam N°1 (class n°6)

Buying and selling houses - Why Purchasers Call?

Buyers call on properties to try and eliminate each one. They ask questions so that they can find something wrong with the property so they can cross it off their list. In fact, prospective buyers that are seriously looking for a home to buy, will circle a lot of newspaper ads, and then start phoning each one. However, they really don't want to look at 45 properties, so they try to eliminate as many as possible so they only have to look at perhaps 4 or 5 of their top choices.



When a prospective buyer calls on a property and you receive a phone inquiry, your job is to get the appointment, and not to sell the house at that time. You aren't selling a home over the phone. It won't happen. Your ad should have a lot of information for the buyer to take a look. If they have the price, they know they can pay it. If in the ad the buyer has the address, number of bedrooms and bathrooms, the square footage, and other information they already have a lot of information.

So, when talking on the phone with a prospective buyer remember to talk less, listen more, don't volunteer information and take control of the conversation by asking questions. That prospective buyer on the other end of the phone is not going to put an offer in until he or she actually sees the property. So, your job is not selling the home at this moment. Your only objective is to get an appointment with the buyer to view the house.

1- Read the previous article and choose the best summary.

2- Answer the following questions. Choose the correct option.

- a- Why do buyers call on properties according to the text?
- b- Which is your objective when talking with the prospective buyer on the phone?
- c- Is it fundamental to give the buyer a lot of information about the property on the phone?
- d- According to the text: When do you have to try to sell the house?

3- Decide if the statements are T (true) or F (false) according to the article.

- a- When a buyer calls on a house you don't have to try to sell the property on the phone.
- b- Prospective buyers do not usually want to visit all the properties of all the newspaper ads they have circled.
- c- The newspaper ad shouldn't have a lot of information about the house.
- d- To sell the house is fundamental to talk more and answer all the buyer's questions on the phone.

4- Find words in the text which mean:

- a- To give (money) in exchange for goods or services (v) _____ (paragraph 1)
- b- The location at which a particular organization or person may be found (n) _____ (par.2)
- c- Not correct, not suitable. (adj) _____ (paragraph 1)
- d- A room for sleeping in (n) _____ (paragraph 2)

5- Multiple choice. Choose the best answer according to the text.

- A) **An appointment** is...
 - a- To choose someone for a position of a job.
 - b- An arrangement for a meeting at an agreed time and place for some special purpose.
 - c- To tell people what to buy.
- B) **A prospective buyer** is...
 - a- Someone who shows properties.
 - b- Someone who is likely to buy what someone is selling.
 - c- To sell and buy properties or land.