



Real Estate



In this module you will explore the uses and forms of the Simple Present Tense and To Be.

And in this context you will learn adjectives describing the many qualities of brokers :)

My Clients



I'm meeting a prosperous, sexagenarian couple later today to visit a high-end condominium. They're retired, but active and vivacious and don't want to fuss around a house anymore. They're well-traveled and wish to continue to roam the world. They look like gray-haired athletes and are searching for a modern property in the heart of downtown so they can go about their activities with a minimal ecological footprint. I like their polite and sensible demeanour. I appreciate their quick-witted humour and vibrant energy. It's always pleasant to meet with them.

Tomorrow, I'm meeting a young couple: brown-haired, blue-eyed thirty something parents of two who are courteous and unassuming. They're of modest means and are looking for a house they can renovate at leisure and call home. They're exuberant and lively, considerate, and affectionate toward each other. They have simple tastes and their ideal property doesn't need to be luxurious. I like their practical mind and no-nonsense approach to choosing a property. They're very sensible and we have established great communication.

I love my job! Being a real estate agent means I meet tons of likeable people!

The Simple Present

The Simple Present tense is used to speak of events and activities that occur on a regular basis, of things we do repeatedly. It doesn't matter that the frequency of repetition is rare or great; what matters is that it is regular.

For example: I shop for groceries every week at Maxi's, but I never go to IGA.

Context trigger words

Every week (day, year, etc.) often, at times, sometimes, usually, once in a while, seldom, rarely, as a rule, every now and then, from time to time, once a week (day, year, etc.), twice a week (day, year, etc.), on Mondays (weekdays, weekends, etc.), never, etc.

Question form

Do (does) + subject + verb?

Do you know people who work the nightshift?

Positive form

subject + verb

I get up at 6 o'clock every morning.

Negative form

subject + do (does) not + verb

My friend doesn't work on weekends.

Tell us about what you do

- Every day / every week
- Often
- Sometimes
- Seldom
- Once a year
- Once a month
- On weekends / week nights
- Rarely

Verb To Be

The verb 'to be' is an irregular verb and changes form in the present tense. You must memorize its forms.

Remember!

The verb to be is used to describe people, places and things.
We are good students.

I	am
You	are (singular)
He/she/it	is
We	are
You	are (plural)
They	are
Impersonal pronoun: there	

Here are various ways to use it :

Positive Form: _____ I am at the restaurant
now. _____
Negative Form: _____ I'm not at the restaurant.
Question form: _____ Are you at the restaurant?

- 1- Describe your present surroundings.
- 2- Describe each room in the picture/in your house using the personal pronoun "there": "there is" in the singular and "there are" in the plural.
- 3- Tell us about the qualities that make a good real estate broker.



Drills



Do you drive around a lot?
 Do you drive with your spouse?
 Do you drive to your summer house?
 Why do you like to drive?

Is it a new apartment block?
 Are there condos down the street?
 Are those building high-rises in downtown Montreal?
 Where are the new retirement homes?

Does she still reside at home?
 Does she reside by the sea?
 Does she reside in a gated community?
 Who does she reside with?

Are we from this town?
 Are we in our backyard?
 Are we on our property?
 Why are we here?

Does he sell cars or houses?
 Does he sell condominiums or multiplexes?
 Does he sell seashells by the seashore?
 Who does he sell summer homes to?

Am I at the supermarket?
 Am I at the drugstore?
 Am I at the office?
 Where am I?
 What am I here for?

Do they close the doors when they leave?
 Do they close deals easily?
 Do they close their cabin for the winter?
 When do they close the pool?



Adjectives

Brokers are

Professional

Devoted

Patient

Insightful

Curious

Eager

Well informed

Competent

Polite

Respectful

Smart

Dependable

Computer literate

Enthusiastic

Positive

Organised

Adaptable

Educated

Team player

Good listeners

Courteous

Smiling

Good negotiators

Hard working

Leaders

Energetic

Efficient

Up to date

Precise

Fluent

Perseverant

Knowledgeable

Available

Well dressed

Responsible

Reliable

Reading References

OACIQ

Have you read article 208282?

Duty to verify!



Duty to verify

To ensure the accuracy of the information provided to your clients, you have a duty to verify. To do this, you must take steps to discover factors that may adversely affect the parties or the very object of the transaction. You have a duty to disclose any adverse factors that are brought to your attention to protect the interests of the parties.

- Consult the previous description sheets and the declarations by the seller of the immovable
- Obtain relevant documents supporting client declarations, do not take the accuracy of information for granted
- Document your records properly with accurate and verified information by leaving traces of research reports, whether or not you have found documents, and provide the agency with all the information required for the keeping and maintaining of its registers immediately
- Take into account your aptitudes and limits on knowledge by advising clients to seek help from an expert if necessary, as soon as possible
- Perform due diligence using reliable sources only

Consult your agency executive officer if necessary, because he or she can guide you and support you through the process

Choose training courses that will help you develop specific skills

Related articles:

- Checking the previous seller's declarations, documenting your record and informing the buyer: Obligations to keep in mind
- Identity verification guidelines
- When to recommend the consultation of an expert
- Environmental issues: Internet resources to keep
- Web resources for reference purposes
- Accuracy and verification of information
- Providing accurate and verified information: An obligation

Training courses to complete:

- The duties of residential real estate brokers through jurisprudence (in French only)
- Record documentation

Last updated on: November 25, 2020

Reference number: 208282

Personal Notes: