

Estate Agent's Brochure



Estate agents often use "creative" language to describe houses they have to sell.



Sometimes they omit (leave out)
the bad points of a house.

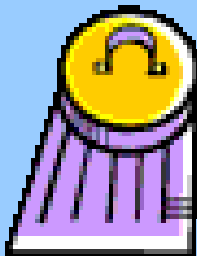


Buy or bin?



This house is in a sought after location.

The area may be popular, but the house is a wreck.



Sometimes they exaggerate the selling points of a house.

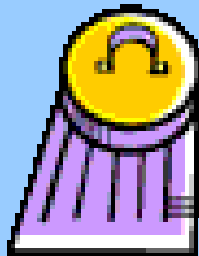


Buy or bin?



A well presented compact house.

Compact may sound cosy, but this house is just too small.



- ❖ In immaculate (*perfect*) condition
- ❖ Well presented
- ❖ In need of decoration
- ❖ Ideal for the DIY enthusiast
- ❖ In need of some repairs
- ❖ Requiring substantial (*lots of*) improvement



Climbing The Property Ladder Quiz



1. If an estate agent claims a house is:
"A cosy property"
Does it mean:

- a. A very small house
- b. A very large house
- c. A house in a long street



2. If an estate agent claims a house is:
"In need of some repairs"

Does it mean:

- a. It needs painting
- b. It needs a little DIY attention
- c. It's a wreck



3. If an estate agent claims a house: **"Needs some redecoration "**

Does it mean:

- a. It was last painted 25 years ago
- b. Some rooms need a fresh coat of paint
- c. It is beautifully decorated



4. If an estate agent claims a house is:
"In a quiet location"

Does it mean:

- a. You can hear the birds in the garden
- b. The neighbours like reading, not parties
- c. It's miles from anywhere



5. If an estate agent claims a house is:
"Ideally situated for the motorway"

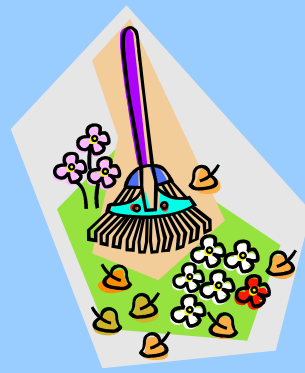
Does it mean:

- a. You'll be at work quickly
- b. Motorway traffic will deafen you
- c. It's five minutes away from the motorway junction



6. If an estate agent claims a house has:
 "A natural garden"
 Does it mean:

- a. A pond
- b. A patio and an apple tree
- c. Weeds everywhere



8. If an estate agent claims a house has:
"Two generous bedrooms and a child's room"
Does it mean:

- a. Three bedrooms
- b. Two large bedrooms and a child's room
- c. Two bedrooms and a cupboard



9. If an estate agent claims a house has:
"Been on the market for some time"

Does it mean:

- a. Lots of people are interested in it
- b. The owner does not really want to sell it
- c. No-one wants it



10. If an estate agent claims a house's:
"Price is reduced to make this a bargain"

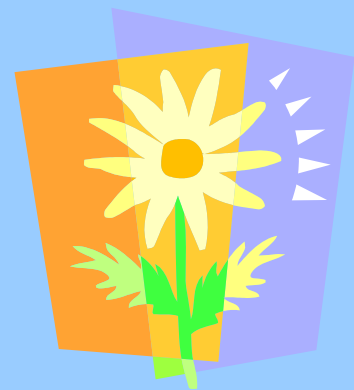
Does it mean:

- a. It's so awful we're almost giving it away
- b. It's a special offer
- c. The price is low because so many people are interested in the house



11. If an estate agent claims a house has:
"An easily maintained garden"
Does it mean:

- a. A beautiful garden full of flowers
- b. A postage-stamp sized garden
- c. A large garden with lots of trees and shrubs



12. If an estate agent claims a house is:
"convenient for schools"

Does it mean:

- a. There's a school at the end of the road
- b. Lots of screaming kids running around
- c. The school bus passes nearby



13. If an estate agent claims a house has:
"country views"

Does it mean:

- a. It's opposite a cow shed
- b. You look across the hills
- c. Surrounded by fields



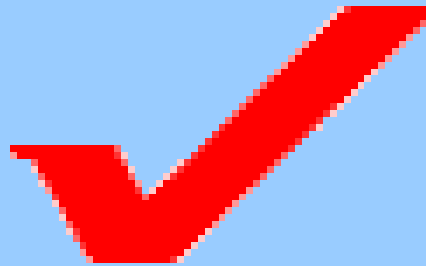
15. If an estate agent claims a house is:
"Ideal for first time buyers"

Does it mean:

- a. It's suitable for old people
- b. It's suitable for young people
- c. No-one else will look at it



Answers



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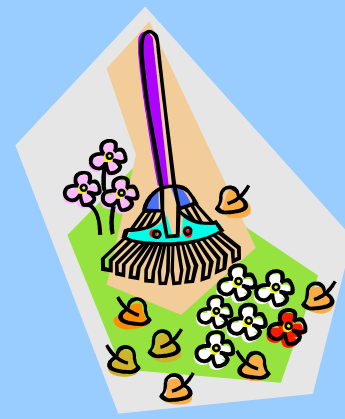
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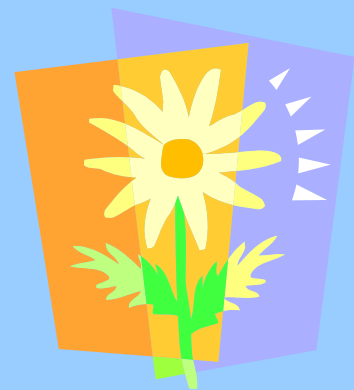
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How Did You Score?

1-3 points - You're sleeping on a park bench.



4-6 points - I'll lend you a tent.



7-9 points - It's a flat share for you.



10-12 points - You deserve a house.



13-15 points - Congratulations - a country mansion for you.

