

#English4 Real Estate

ACCENT
PERFECTION

B1



FC TRAINING

+ 90-HOUR
TOEIC®
E-LEARNING
PLAN

OXFORD
UNIVERSITY PRESS

toeic®

FORMULE PRO :

- 1 25H COURS INDIVIDUELS ANGLAIS IMMOBILIER LUXE EN DISTANCIEL AVEC PROFESSEUR.
- 2 90H E-LEARNING ANGLAIS DES AFFAIRES TOEIC® VALABLE 1 AN.
- 3 CERTIFICATION TOEIC® 4 SKILLS INCLUSE EN FIN DE STAGE.

UNIT TITLE	USEFUL LANGUAGE AND SKILLS
1 INTRODUCING YOURSELF & YOUR JOB	Small talk & useful language. Introduction to Phrasal Verbs Grammar skills crash course: basic present, past & future tenses.
2 REAL ESTATE AGENT ROLES	Buyer, landlord, lease, list, negotiate, owner, party, property management, real estate, rent, represent, seller & tenant.
3 DESCRIBING RESIDENCES & PROPERTIES	Attic, basement, bathroom, bedroom, dining room, half-bath, hallway, kitchen, living room, three-quarter bath & units.
4 PROPERTY OWNERSHIP & TITLES	Acknowledgement, consideration clause, convey, deed, delivery, exception, grantee, granting clause, grantor, legal description, notary public, signature & title.
5 MEASUREMENTS & NUMBERS	Acre, centimetre, cubic foot, cubic metre, foot, hectare, inch, kilometre, metre, mile, square foot & square metre.
6 CONTRACTS, APPRAISALS & MORTGAGES	Bilateral, contract, exercise the option, express contract, implied contract, legal, obligated, option agreement, promise, terms and conditions & unilateral.
7 PROPERTY RIGHTS & MANAGEMENT	Advertise, collect, contractor, credit check, evict, grace period, late fee, maintenance, operating expense, repair, report & set.
8 PROPERTY ETHICS & NEGOTIATION SKILLS	Asking price, break down, common ground, concession, counter offer, daily rate, emotional, maximum, negotiation, offer, overpriced, present, secure, stipulation & validate.

Morning

Mourning

toast lost

post most

sight

light

delight

fighting

bright

right

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ACCENT
PERFECTION

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AGAIN

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80% 20% BrE

97% 3% AmE

DEMANDER UN DEVIS CPF



MP3
FLASH CARDS

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30 FORMATIONS CPF
ANGLAIS PRO



ROLE PLAYING

Over to you...

You are Chloe DUFFOURT, a seasoned real estate agent operating in the South of France.

You are **expecting** the visit of Ethan COOK, a **realtor** from Montecito, Southern California. Ethan has shown keen interest in one of your listed properties. You now need to gear up for that visit. Jot down **key phrases** you need to use that day, using the **outline** below:

- 1 Small talk, introduce yourself and your duties.
- 2 Brief history of the estate, key statistics & figures.
- 3 Tactful questions to ask Ethan on his line of work.



SMALL TALK

Talking about the weather
How was the weather when you left?

Talking about travel
Is this your first time here?
Have you been here before?
When were you here before?
Was that for business or pleasure?
– It was a business trip.
– I was just there on holiday. It was very relaxing!
– A bit of both.
Did you enjoy your visit to ...?

Talking about a company
How long has your company been around?
– It was founded by Rafael Salas ten years ago.
– We've been going for almost 50 years.
How many people are in the company now?
– We currently have 31 employees.
– We have about 200 staff at the moment.
We've really expanded over the last few years.

Talking about a company's offices
This is a lovely space you have here.
It's a really nice building – very bright and airy.
It's a huge improvement on our previous building.
To be honest, I liked the old building better.
It's a great neighbourhood – lots of green space and some nice cafés.
The only problem is there are no restaurants nearby/it's difficult to park here.
Have you been in this location long?

Talking about mutual acquaintances
How's Marita these days?
What's Carol up to?
Have you heard anything from Josef recently?
What about Chris? How's he doing these days?
– He's doing fine.
Is Anja still with the company, by the way?
– She's not, actually. She left last July.
– Yes, she's still here.
As a matter of fact she's in Utrecht now.
Do you know what she's doing there?
I heard from him/her a couple of weeks ago.
He/She was promoted to product manager recently.
Is that Chris Bennett you're talking about?
– Exactly.

ENGLISH FOR REAL ESTATE
REAL ESTATE AGENT ROLES

FILL IN THE BLANKS!

Over to you...



Now fill in the blanks of the following box with all the words from the previous slide.



- A a person, group, or other entity in an agreement or transaction
- B property in the form of buildings and land
- C to make an agreement with a person who will pay to occupy a property
- D someone who possesses something or has the legal right to it
- E someone who owns something and trades it in exchange for money
- F someone who occupies a property but does not own it
- G to act on behalf of someone or in his or her interest
- H the process of overseeing a rental property for someone who owns it

TENANT
PROPERTY MANAGEMENT
SELLER
REAL ESTATE
OWNER
LEASE
PARTY
REPRESENT

ENGLISH FOR REAL ESTATE
PROPERTY OWNERSHIP

Over to you...



Have a read at the following piece of text that touches on property ownership, then mark the following 3 statements as either true or false.

- 1 Cars and furniture are examples of real property.
- 2 Unimproved land contains permanent attachments, such as buildings.
- 3 Fixtures remain with a property after it is sold.



Property Ownership

unimproved

Real Estate Principles
Concepts in Property Ownership
Introduction

personal property

Real estate ownership differs from other types of ownership. But it's all just property, right? And it's true—you own real estate much like you own cars or furniture. But there's a critical difference: you can move **personal property** from place to place. **Real property**, however, is fixed to the land. Sometimes, land is **unimproved**, or in its natural state. **Sites** might also be **developed**. Developed land contains **improvements**, or permanent attachments. These stay with the property after sale. Likewise, so do any accompanying **fixtures**.

Also, land comes with a certain **estate**. That is, the owner has the rights to use it for certain things. For instance, he or she might build on it or use its water resources.

developed

fixture

site

real property

ETS TOEIC Official Learning and Preparation Course

Module 1: High-beginner
 + 90 HOURS ETS GLOBAL TOEIC® E-LEARNING
 A2 B1

Module 2: Intermediate
 B1 B2

Module 3: Advanced
 B2 C1

1-YEAR ACCESS (90H) DETAILS:

#TOEIC® ETS® #Vocabulary-builder units:

4 Dining Out 5 General Business 6 Entertainment

#TOEIC® ETS® Reading & Comprehension skills resources :

December 2022
Discoveries Magazine
 Ocean Exploration for Everyone
 Some scientists study the ocean. They use cameras, sensors, and other tools. But they don't know a lot about the very deep parts of the ocean. Over 99% of the deep sea has never even been explored. This is because deep ocean exploration is very expensive. Equipment for exploring the deep sea can cost hundreds of thousands of dollars.
 Read

#TOEIC® ETS® Business English idioms workshops:

Community

- Discoveries Magazine: Read Discoveries Magazine for all the latest news and views. Written in English at your level. **Continue**
- Games: Practice your English by playing word games. **Continue**
- Talking Idioms: Impress your friends and teachers by using idioms next time you speak English! **Continue**

#TOEIC® ETS® Assessment hub :
 High-beginner / Intermediate & Advanced levels:

Assessment Center

6 Available Tests

Name	Action
1. Module 1: High-beginner Final Test	Start Test
2. Module 2: Intermediate Midterm Test	Start Test
3. Module 2: Intermediate Final Test	Start Test

CEFR LEVEL (Common European Framework of Reference)



CEFR LEVEL	TOEIC SCORE
A1 POST-BEGINNER	Between 120 > 220
A2 PRE-INTERMEDIATE	Between 225 > 545
B1 INTERMEDIATE	Between 550 > 780
B2 POST-INTERMEDIATE	Between 785 > 860
B2+ PRE-ADVANCED	Between 865 > 940
C1 ADVANCED	Between 945 > 990
C2 NATIVE-SPEAKER LEVEL	



ENGLISH LEVEL PREREQUISITE
 Requested by most international companies and businesses.

ENGLISH LEVEL PREREQUISITE
 Requested by major engineering schools and airline companies.

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#TOEIC® ETS® Grammar skills workshops:



Grammar Book Menu

- Select a topic from the list.
- Select one of the sub topics.
- Select the lesson you want to take from the popup menu that appears on the right side of the screen.

- Tenses
- Parts Of Speech 1
- Parts Of Speech 2
- Clauses
- More Grammar Points

#FC TRAINING PDF RESOURCES
 TOEIC® Skills preparation kit:

#TIME MANAGEMENT SKILLS



THE ASRA STRATEGY: SKILLSET

- ANTICIPATE
- SCAN
- READ
- ANSWER!

An important strategy to follow for the TOEIC® reading comprehension part, is learning to approach a passage in an organised way: #FIRST, try to Anticipate what the passage could be about. #SECOND, Scan it. #THIRD, Read it and #FOURTH, Answer all questions confidently! This is what we call the ASRA strategy.