

California Real Estate Practice Chapter 5 Rockwell Slides Exam

Listing Practices - Answer- Acting as a listing agent involves a number of steps.

First, you must locate listing prospects and give listing presentations to convince them to list with you instead of with a different agent.

Even after obtaining the listing, an agent will still need to service the listing.

Servicing the listing includes advertising the property, holding open houses, and communicating with the seller about what progress is being made.

Listing Sources - Answer- You should be familiar with a number of sources of listings and activities that can generate listings.

These include:

- farming,
- cold calls,
- expired listings,
- for sale by owners, and
- referrals

Listing Sources: Farming - Answer- Farming is a long-term method of obtaining listings, in which an agent selects a particular neighborhood as a place to build contacts and name recognition.

This can involve making personal visits, mailing neighborhood newsletters, and giving out small items with the agent's name on them, such as calendars or magnets.

Farming involves choosing a neighborhood to focus your efforts on, and then building a reputation within that neighborhood.

Farming is a long-term process that won't yield immediate results, but it can lead to a steady source of listings once an agent has become well-established.

Here's an example.

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