

## 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.

# Rockwell California Real Estate Law Quiz Answers

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## **Rockwell California Real Estate Law Quiz Answers:**

## Reviewing **Rockwell California Real Estate Law Quiz Answers**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Rockwell California Real Estate Law Quiz Answers**," an enthralling opus penned by a highly acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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