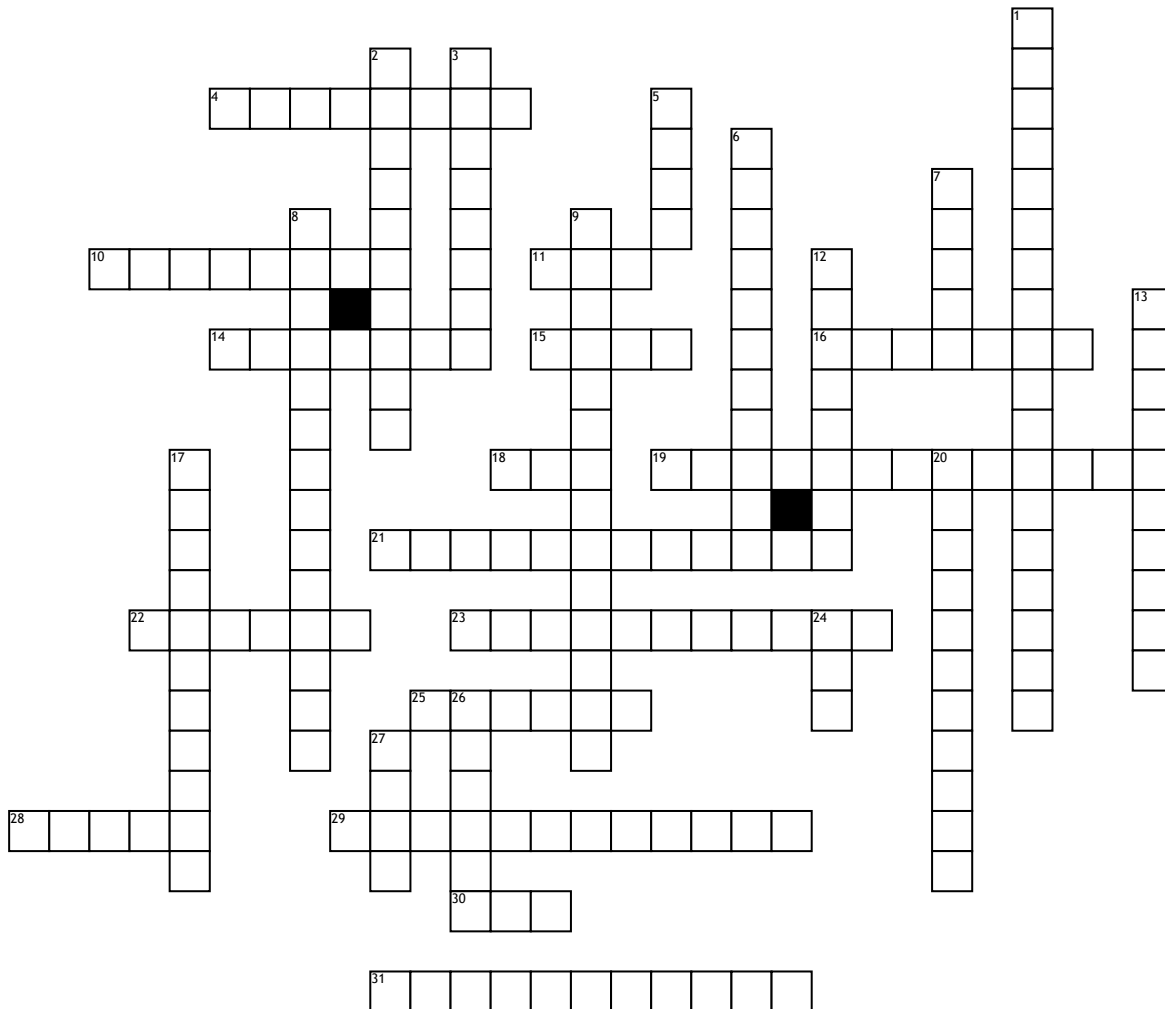


Real Estate Vocab



Across

- 4. ISA outbound calls
- 10. a seller's home listed for sale
- 11. home owners association
- 14. finalization of sale
- 15. anyone interested in buying or selling
- 16. the calling system that we use for outbound calling
- 18. multiple listing service
- 19. agent in another area with a customer in our (or vice versa) area that is referred to an agent in said area
- 21. a lead that registered online
- 22. banks, mortgage companies, or owners willing to finance
- 23. a buyer that needs to sell their home first

- 25. placing the contract for sale in the custody and trust of a third party for completion
- 28. a lead interested in buying a home
- 29. an agent representing the interests of the seller
- 30. return on investment
- 31. the process of requalifying a homeowner

Down

- 1. property purchased for the purpose of resale
- 2. a percentage of final sale amount, provided to the agent
- 3. calls coming in from any source
- 5. first time homebuyer
- 6. an agent representing the interest of the buyer
- 7. home equity line of credit

- 8. property purchased to rent for a steady income
- 9. inspections prior to the sale
- 12. someone willing to put up capital for short term financial gain
- 13. any lead that is pre-qualified
- 17. seller providing the loan for the buyer
- 20. process of bank or mortgage company repossessing a home for non payment
- 24. contact/relationship manager
- 26. anyone selling their home
- 27. prequalification of a buyer