Matching Vocabulary - Chapter 5
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a. Floortime
b. Switch sheet
c. Office caravan
d. Functional obsolescence
e. Economic obsolescence
f. 3 “C’s” of credit
g. feng shui
h. mandatory repair disclosure
i. Direct contact communication
j. One-way communication

1. ___ a loss of value due to adverse factors within a structure that affect the marketability of the property.
2. ___ any loss of value due to conditions outside of the property itself (external); considered incurable; also known as social obsolescence.
3. ___ the most effective form of communication, particularly face-to-face.
4. ___ the least effective form of communication; a letter.
5. ___ the time assigned to an agent to answer the company phone.
6. ___ a quick reference list of available property listings within a similar price range, school district, size, etc.
7. ___ a weekly outing whereby all available salespersons preview new listings.
8. ___ character, capacity, and capital; used to qualify buyers by lenders.
9. ___ requires that the buyer be notified of any repairs made to the property within the last 5 years.
10. ___ means wind and water; the practice that attempts to align an environment so as to live in harmony and balance with nature; utilizes ch’i.