

How to improve your vocabulary quickly

✓ 1 > Listen  and read  at the same time

✓ 2 > Listen  without reading  .

✓ 3 > Test your comprehension:
listen the vocabulary alone to remember the meaning
and repeat each word

If necessary, you have the translation at the end.

REAL ESTATE SALES FOR PROFESSIONALS: BUYING AND RENTING

FIRST PART

- **Commercial property:** "We're showcasing a prime commercial property in the city center."
- **Lease agreement:** "Before finalizing, review the lease agreement carefully for terms and conditions."
- **Office space:** "Our company is expanding, and we need additional office space."
- **Industrial park:** "The new manufacturing facility will be located in the industrial park."
- **Retail space:** "There's a high-demand retail space available."
- **Investment property:** "This building is a promising investment property with potential for growth."
- **Commercial real estate:** "Our expertise lies in buying and selling commercial real estate."
- **Lease negotiation:** "Skillful lease negotiation can lead to favorable terms for both parties."

- **Tenant improvement:** "Discussing tenant improvement options is crucial during lease negotiations."
- **Due diligence:** "Thorough due diligence is essential before entering any real estate transaction."
- **Cap rate (Capitalization rate):** "The cap rate is a key factor in assessing the property's profitability."
- **Triple net lease:** "In a triple net lease, tenants cover property taxes, insurance, and maintenance costs."
- **Cash flow:** "Positive cash flow is a sign of a financially sound real estate investment."
- **Rent escalation:** "Rent escalation clauses allow for periodic rent increases based on predetermined factors."
- **Letter of intent:** "The letter of intent outlines the preliminary agreement before finalizing the lease."
- **Zoning regulations:** "Understanding zoning regulations is vital for property development and use."
- **Asset valuation:** "Accurate asset valuation is crucial for determining property value and potential returns."
- **Closing costs:** "Consider closing costs when budgeting for the total property acquisition expenses."
- **Escrow account:** "Funds held in an escrow account provide security during the real estate transaction."
- **Mortgage financing:** "Securing favorable mortgage financing is key to successful property acquisition."
- **Property inspection:** "A thorough property inspection uncovers any potential issues or needed repairs."
- **Land use:** "Municipalities regulate land use through zoning and planning ordinances."
- **Site selection:** "Site selection involves choosing the optimal location for a new development."
- **Commercial lease agreement:** "The commercial lease agreement outlines the terms between the landlord and tenant."

- **Build-to-suit:** "A build-to-suit arrangement allows customization of a property to meet specific needs."
- **Mixed-use development:** "Mixed-use development combines residential and commercial spaces in one project."
- **Redevelopment:** "Urban redevelopment initiatives aim to revitalize and modernize urban areas."
- **Exclusive listing:** "An exclusive listing gives an agent sole rights to market a property for a specified period."
- **Comparable properties:** "Comparing recent sales helps determine the value of similar properties in the area."
- **Gross lease:** "A gross lease includes all operating expenses within the rent."
- **Net operating income (NOI):** "NOI measures a property's profitability by subtracting operating expenses from income."
- **Market analysis:** "Conducting a thorough market analysis informs strategic real estate decisions."
- **Landlord:** "The landlord is responsible for property management and lease agreements."
- **Tenant:** "The tenant occupies the leased space and pays rent to the landlord."
- **Title search:** "A title search is conducted to verify ownership and identify any existing liens."
- **Environmental assessment:** "An environmental assessment evaluates the impact of a property on its surroundings."
- **Commercial appraisal:** "A commercial appraisal determines the fair market value of a property."
- **Rentable square footage:** "Rentable square footage includes both usable space and a portion of common areas."
- **Lease term:** "The lease term specifies the duration of the tenant's occupancy."
- **Commission:** "Real estate agents earn a commission for facilitating property transactions."
- **Market value:** "Market value is the estimated worth of a property in the current market conditions."

- **Deed of sale:** "The deed of sale transfers ownership of the property from the seller to the buyer."
- **Lease renewal:** "A lease renewal allows the tenant to extend their occupancy beyond the original term."
- **Real estate broker:** "A real estate broker facilitates property transactions between buyers and sellers."
- **Closing date:** "The closing date is the day when the property officially changes ownership."
- **Land development:** "Land development involves preparing raw land for construction or other uses."
- **Right of first refusal:** "The right of first refusal allows a tenant to match an offer before the property is sold to someone else."
- **Sublease:** "A sublease allows a tenant to rent part or all of their leased space to another party."
- **Concessions:** "In negotiations, concessions may involve compromises on terms or additional benefits."
- **Commercial mortgage-backed securities (CMBS):** "CMBS are investment securities backed by a pool of commercial mortgages."
- **Build-out:** "The build-out of the office space will include modern furnishings and technology."
- **Feasibility study:** "Before proceeding with the project, conduct a feasibility study to assess its viability."
- **Ground-up development:** "Our company specializes in ground-up development, creating projects from the initial stages."
- **Lease buyout:** "The tenant negotiated a lease buyout to end the agreement before its term."
- **Exclusivity period:** "During the exclusivity period, the buyer has the sole right to negotiate terms."
- **Gross building area:** "The gross building area includes all floor areas, including common spaces."
- **Hard costs:** "Hard costs involve expenses directly tied to the physical construction of the building."

- **Soft costs:** "Soft costs encompass expenses not directly tied to physical construction, such as design and permits."
- **Tenant rep (Tenant representative):** "The tenant rep serves as the advocate for the tenant's interests during negotiations."
- **Land lease:** "A land lease allows the tenant to use the land for a specified period without ownership."
- **Triple bottom line:** "Triple bottom line considerations include social, environmental, and financial impacts."
- **Leasehold mortgage:** "A leasehold mortgage is a loan secured by a leasehold interest in real property."
- **Fair housing laws:** "Fair housing laws prohibit discrimination in housing based on certain protected characteristics."
- **Operating lease:** "An operating lease allows the tenant to use the property without ownership responsibilities."
- **Absorption period:** "The absorption period measures how quickly available space in the market is leased."
- **Balloon payment:** "A balloon payment is a large final payment at the end of a loan term."
- **Floor area ratio (FAR):** "FAR regulates the relationship between the total floor area and the size of the lot."
- **Land bank:** "Investors often create a land bank by acquiring land for future development."
- **Option to renew:** "The lease may include an option to renew, allowing the tenant to extend the lease term."
- **Yield:** "Yield measures the income generated by an investment relative to its cost."
- **Base year:** "Operating expenses in a lease may be adjusted based on a specified base year."
- **Cross-default provision:** "A cross-default provision allows default on one loan to trigger default on others."
- **Free and clear:** "The property title is free and clear when there are no encumbrances or liens."

- **Non-disclosure agreement (NDA):** "Before discussing details, parties may sign an NDA to protect confidential information."
- **Loss factor:** "The loss factor adjusts usable space to reflect common area usage."
- **Net lease:** "In a net lease, the tenant pays additional costs beyond rent, such as taxes and insurance."
- **Anchor tenant:** "An anchor tenant is a major tenant that attracts customers to a retail property."
- **Real estate bubble:** "A real estate bubble is characterized by rapidly rising property prices."
- **Private placement:** "Private placement involves selling securities directly to a small number of investors."
- **Master lease:** "A master lease grants the lessee the right to sublease individual spaces within a property."
- **Concessions:** "In negotiations, concessions may involve compromises or allowances made by one party."
- **Greenfield development:** "Greenfield development involves building on undeveloped land."
- **Eminent domain:** "Eminent domain allows the government to acquire private property for public use."
- **Default:** "Default occurs when a party fails to fulfill their obligations under a contract."
- **Title deed:** "The title deed is a legal document proving ownership of a property."
- **Lessee:** "The lessee is the party who leases the property from the lessor."
- **Lessor:** "The lessor is the property owner who leases it to the lessee."
- **Off-plan:** "Buying off-plan involves purchasing property before construction is complete."
- **Property management:** "Property management involves overseeing the day-to-day operations of real estate."
- **NNN expenses (Triple net expenses):** "NNN expenses include property taxes, insurance, and maintenance costs."

- **Net present value (NPV):** "NPV calculates the present value of future cash flows, considering the time value of money."
- **Subordination agreement:** "A subordination agreement prioritizes one debt over another in case of default."
- **Rent roll:** "A rent roll provides a summary of rental income and lease terms for a property."
- **Value-add property:** "Investors seek value-add properties with potential for improvements and increased value."
- **Groundbreaking:** "The groundbreaking ceremony marks the commencement of construction."
- **Leasehold interest:** "Leasehold interest is the tenant's right to use the property for the lease term."
- **Quiet enjoyment:** "Quiet enjoyment ensures the tenant's peaceful and undisturbed use of the property."
- **Abandonment:** "Abandonment occurs when a tenant vacates the property before the lease term ends."
- **Certificate of authenticity:** "A certificate of authenticity verifies the legitimacy of a property document or artifact."
- **Escrow officer:** "The escrow officer oversees the secure transfer of funds and documents during a transaction."
- **Bridge loan:** "A bridge loan can provide short-term financing while waiting for permanent financing."
- **Refinancing:** "Refinancing your mortgage can help lower your interest rate and monthly payments."
- **Building code:** "Compliance with building codes ensures construction meets safety and regulatory standards."
- **Concessionaire:** "The concessionaire manages and operates services within a specific property or area."
- **Leasehold property:** "Leasehold property involves leasing, not owning, the land or building for a specified period."
- **Mixed-use property:** "A mixed-use property combines residential, commercial, and/or industrial uses in one development."

- **Turnkey operation:** "A turnkey operation is ready for immediate use or occupancy without additional work."
- **Interim financing:** "Interim financing provides temporary funding until a permanent solution is secured."
- **Gross income:** "Gross income represents total income before deductions or expenses."
- **Incentive zoning:** "Incentive zoning offers developers benefits in exchange for specific community improvements."
- **Closing statement:** "The closing statement details the financial transactions and distribution of funds at the property closing."
- **Rent review:** "A rent review assesses and adjusts the rent based on market conditions or lease terms."
- **Holding costs:** "Holding costs include expenses incurred while owning a property, such as taxes and maintenance."
- **Capital stack:** "The capital stack outlines the various sources of funding for a real estate project."
- **Owner financing:** "Owner financing occurs when the property seller provides financing to the buyer."
- **Groundbreaking ceremony:** "The groundbreaking ceremony marks the official start of a construction project."
- **Mixed-income development:** "Mixed-income development integrates housing options for various income levels."
- **Trade fixture:** "A trade fixture is a piece of equipment or property installed for business operations."
- **Lease abstract:** "A lease abstract provides a summarized overview of key lease terms."
- **Property tax:** "Property tax is a tax assessed on the value of real estate owned."
- **Encumbrance:** "An encumbrance is a claim or liability affecting a property, such as a mortgage or easement."
- **Leaseback:** "Leaseback involves selling a property and leasing it back from the buyer."

- **Leverage:** "Leverage involves using borrowed funds to amplify the potential return on an investment."
- **Triple wide:** "A triple wide refers to a mobile or manufactured home that is three units wide."
- **Cash-on-cash return:** "Cash-on-cash return calculates the return on investment based on cash income."
- **Assemblage:** "Assemblage involves combining multiple adjacent properties into one larger development parcel."
- **Conveyancing:** "Conveyancing is the legal process of transferring property ownership."
- **External obsolescence:** "External obsolescence refers to a reduction in property value due to external factors."
- **Industrial real estate:** "Industrial real estate includes properties used for manufacturing, distribution, and storage."
- **Absorption rate:** "Absorption rate measures how quickly available properties are sold or leased in a specific market."
- **Anchor space:** "The anchor space in a shopping center is occupied by a major retailer."
- **Building envelope:** "The building envelope is the physical boundary separating the interior and exterior of a structure."
- **Leasehold premium:** "A leasehold premium is a one-time payment for the right to lease a property for an extended period."
- **First right of refusal:** "A first right of refusal gives a party the option to match a proposed deal before it proceeds."
- **Liquidation value:** "Liquidation value is the estimated value of an asset if it were sold or liquidated quickly."
- **Site plan:** "A site plan illustrates the layout and design of a property, including buildings and landscaping."
- **Lease audit:** "A lease audit reviews lease agreements to ensure compliance and accuracy."
- **Leasehold estate:** "A leasehold estate grants the tenant the right to possess and use the property for a specific term."

- **Permitted use:** "Permitted use outlines the allowed activities or purposes for a property based on zoning."
- **Certificate of occupancy:** "A certificate of occupancy certifies that a building complies with local building codes and is safe for occupancy."
- **Mezzanine financing:** "Mezzanine financing involves a hybrid form of debt and equity funding for real estate projects."
- **Abandonment clause:** "An abandonment clause specifies the conditions under which a party may abandon a contract or property."
- **Ground lease:** "A ground lease involves leasing land for an extended period while the tenant constructs improvements."
- **Ad valorem tax:** "Ad valorem tax is assessed based on the value of the property, typically used for real estate taxes."
- **Lease commencement date:** "The lease commencement date marks the official start of the tenant's occupancy under the lease."
- **Operating expenses:** "Operating expenses include the costs associated with maintaining and operating a property."
- **Absorption rate:** "Absorption rate measures how quickly available properties are sold or leased in a specific market."
- **Lease escalation clause:** "A lease escalation clause allows for periodic rent increases based on specified factors."
- **Landlord's work:** "Landlord's work refers to the construction and improvements the landlord is responsible for."
- **Lender:** "A lender provides funds to
- **Demographics:** "Demographics analysis helps understand the population characteristics in a specific area."
- **Equity:** "Equity represents the ownership interest in a property after deducting liabilities."
- **Contingency:** "Including a contingency in the contract allows for unforeseen events or circumstances."
- **Economic feasibility:** "Conducting an economic feasibility study assesses whether a project is financially viable."
- **Fair market value:** "Fair market value is the reasonable and unbiased price a willing buyer would pay."

- **Condominium:** "A condominium is a type of housing where individuals own their units and share common areas."
- **Option period:** "During the option period, a buyer has the right to cancel the contract without penalties."
- **Exclusive agency listing:** "An exclusive agency listing grants one agent the exclusive right to sell a property."
- **Recapture clause:** "A recapture clause allows a landlord to regain possession of the leased premises."
- **Rental rate:** "The rental rate is the amount a tenant pays for the use of a property."
- **Sale-leaseback:** "In a sale-leaseback, a property owner sells the property and then leases it back from the buyer."
- **Ground lease:** "A ground lease involves leasing land for an extended period while the tenant constructs improvements."
- **Mezzanine floor:** "A mezzanine floor is an intermediate level between the main floors of a building."
- **Commercial condominium:** "A commercial condominium allows businesses to own office or retail space within a larger building."
- **Infill development:** "Infill development focuses on using vacant or underused land within an existing community."
- **Economic vacancy:** "Economic vacancy considers the time it takes to find a new tenant in the market."
- **Land entitlement:** "Land entitlement involves obtaining government approval for specific land uses or developments."
- **Environmental impact assessment:** "An environmental impact assessment evaluates the potential effects of a project on the environment."
- **Lease buyback:** "A lease buyback allows a tenant to repurchase the leased property during or after the lease term."
- **Opportunity cost:** "Opportunity cost is the potential value lost when one alternative is chosen over another."
- **Exclusive right to lease:** "Exclusive right to lease gives an agent the sole right to represent a tenant in leasing transactions."

- **Hazard insurance:** "Hazard insurance provides protection against property damage caused by specific perils."
- **Groundbreaking:** "The groundbreaking ceremony marks the official start of a construction project."
- **Triple net lease:** "In a triple net lease, tenants pay property taxes, insurance, and maintenance costs."
- **Urban sprawl:** "Urban sprawl is the unplanned and uncontrolled expansion of urban areas into surrounding regions."
- **Balloon mortgage:** "A balloon mortgage features lower initial payments but requires a large payment at the end."
- **Rent control:** "Rent control involves government regulations on the amount and frequency of rent increases."
- **Mixed-use zoning:** "Mixed-use zoning allows for a combination of residential, commercial, and industrial uses."
- **Income approach:** "The income approach evaluates a property's value based on its income-generating potential."
- **Warehouse space:** "Warehouse space provides storage for goods and products in a commercial setting."
- **Common area maintenance (CAM):** "CAM charges cover the costs of maintaining shared spaces in a commercial property."
- **Leasehold title:** "Leasehold title grants the right to use and occupy a property under lease terms."
- **Gross leasable area (GLA):** "GLA measures the total floor area available for lease in a commercial property."
- **Green space:** "Green space refers to areas of land covered with grass, trees, or other vegetation."
- **Build-to-suit lease:** "A build-to-suit lease allows a tenant to customize a property according to specific needs."
- **Amenity:** "Amenities are features or benefits that enhance the value or appeal of a property."
- **Real estate syndication:** "Real estate syndication involves pooling funds from multiple investors for property investment."

- **Joint venture agreement:** "A joint venture agreement outlines the terms and responsibilities of parties collaborating on a project."
- **Master developer:** "A master developer oversees the planning and development of an entire project or community."
- **Anchor lease:** "An anchor lease involves a major tenant that attracts customers and supports a retail property."
- **Zoning compliance:** "Zoning compliance ensures that a property's use aligns with local zoning regulations."
- **Assessed value:** "The assessed value is the value assigned to a property for tax purposes by the assessor."
- **Operating partnership:** "An operating partnership involves a business structure where partners actively manage operations."
- **Break-even point:** "The break-even point is when revenue equals total costs, resulting in neither profit nor loss."
- **Net rentable area:** "Net rentable area is the total space available for tenant use in a commercial property."
- **Quiet title action:** "Quiet title action resolves disputes or issues regarding ownership of a property."
- **Condominium association:** "A condominium association manages common areas and enforces rules in a condominium community."
- **Rentable building area:** "Rentable building area includes both usable and common area spaces in a property."
- **Triple wide:** "A triple wide refers to a mobile or manufactured home that is three units wide."
- **Capital expenditure:** "Capital expenditure involves significant spending on property improvements or investments."
- **Marketable title:** "A marketable title ensures a property has a clear and transferable ownership."
- **Turnkey construction:** "Turnkey construction provides a fully completed project, ready for immediate use."
- **Incentive-based zoning:** "Incentive-based zoning offers benefits to developers in exchange for specific features or amenities."

- **Non-disturbance clause:** "A non-disturbance clause protects a tenant's rights in case of property ownership changes."
- **Brownfield development:** "Brownfield development repurposes previously used industrial or commercial sites."
- **Title company:** "A title company ensures the legitimacy of property titles during real estate transactions."
- **Capitalization rate:** "The capitalization rate assesses the return on investment for a property."
- **Real estate investment analysis:** "Real estate investment analysis evaluates the financial viability of potential investments."
- **Gross rent multiplier (GRM):** "GRM helps assess the relationship between property price and rental income."
- **External depreciation:** "External depreciation refers to a decrease in property value due to external factors."
- **Sale-leaseback:** "A sale-leaseback involves selling a property and leasing it back from the buyer."
- **Ground lease:** "A ground lease allows leasing land for an extended period while constructing improvements."
- **Mezzanine floor:** "A mezzanine floor is an intermediate level between main floors in a building."
- **Commercial condominium:** "A commercial condominium allows businesses to own units within a larger building."
- **Infill development:** "Infill development focuses on utilizing vacant or underused land within existing communities."
- **Economic vacancy:** "Economic vacancy considers the time it takes to find a new tenant in the market."
- **Land entitlement:** "Land entitlement involves obtaining government approval for specific land uses or developments."
- **Environmental impact statement:** "An environmental impact statement assesses a project's effects on the environment."
- **Short sale:** "A short sale occurs when a property is sold for less than the outstanding mortgage."

- **Real estate attorney:** "A real estate attorney provides legal counsel in property transactions and disputes."
- **Property appraisal:** "A property appraisal determines the fair market value based on various factors."
- **Balloon payment:** "A balloon payment is a large final payment due at the end of a loan term."
- **Leasehold interest:** "Leasehold interest is the right to use and occupy a property for a specified term."
- **Deed of trust:** "A deed of trust secures a loan with real property, involving a trustee."
- **Due diligence:** "Due diligence involves thorough research and investigation before a real estate transaction."
- **Right of redemption:** "The right of redemption allows a property owner to reclaim it after foreclosure."
- **Common elements:** "Common elements in a property are areas shared by multiple unit owners."
- **Comparable market analysis (CMA):** "CMA compares similar properties to determine a property's market value."
- **Joint tenancy:** "Joint tenancy involves property ownership shared equally among co-owners."
- **Landlord's lien:** "A landlord's lien grants the landlord a claim on a tenant's personal property."
- **Property tax assessment:** "Property tax assessment determines the value for tax calculation purposes."
- **Right to lease:** "The right to lease grants the tenant the exclusive option to lease the property."
- **Property insurance:** "Property insurance provides coverage against damage or loss to real estate."
- **Residential zoning:** "Residential zoning designates areas for housing and limits commercial activities."
- **Lease abstract:** "A lease abstract summarizes key terms and conditions of a lease agreement."

- **Value engineering:** "Value engineering seeks cost-effective ways to improve a property's value."
- **Right to occupy:** "The right to occupy grants the tenant the legal right to use and possess the property."
- **Real estate crowdfunding:** "Real estate crowdfunding pools funds from multiple investors for property projects."
- **Capital gains tax:** "Capital gains tax is levied on the profit from the sale of a capital asset."
- **Title search:** "A title search investigates the property's history to confirm ownership details."
- **Down payment:** "A down payment is an initial payment made when purchasing a property."
- **Redevelopment:** "Redevelopment involves renovating or rebuilding a property or area for a new purpose."
- **Land use planning:** "Land use planning determines the optimal use of land for various purposes."
- **Building envelope:** "The building envelope defines the physical limits of a structure."
- **Commercial broker:** "A commercial broker facilitates transactions for commercial real estate properties."
- **Estoppel certificate:** "An estoppel certificate verifies the accuracy of a tenant's lease-related information."
- **Environmental zoning:** "Environmental zoning designates areas based on ecological considerations and protection."
- **Rent abatement:** "Rent abatement provides temporary relief or reduction in rent payments."
- **Title insurance:** "Title insurance protects against potential defects in the property title."
- **Green building:** "A green building incorporates sustainable and eco-friendly design and construction practices."

SECOND PART: test your comprehension

Listen the vocabulary alone to remember the meaning and repeat each word

- **Commercial property**
- **Lease agreement**
- **Office space**
- **Industrial park**
- **Retail space**
- **Investment property**
- **Commercial real estate**
- **Lease negotiation**
- **Tenant improvement**
- **Due diligence**
- **Cap rate (Capitalization rate)**
- **Triple net lease**
- **Cash flow**
- **Rent escalation**
- **Letter of intent**
- **Zoning regulations**
- **Asset valuation**
- **Closing costs**
- **Escrow account**
- **Mortgage financing**
- **Property inspection**
- **Land use**

- **Site selection**
- **Commercial lease agreement**
- **Build-to-suit**
- **Mixed-use development**
- **Redevelopment**
- **Exclusive listing**
- **Comparable properties**
- **Gross lease**
- **Net operating income (NOI)**
- **Market analysis**
- **Landlord**
- **Tenant**
- **Title search**
- **Environmental assessment**
- **Commercial appraisal**
- **Rentable square footage**
- **Lease term**
- **Commission**
- **Market value**
- **Deed of sale**
- **Lease renewal**
- **Real estate broker**
- **Closing date**

- Land development
- Right of first refusal
- Sublease
- Concessions
- Commercial mortgage-backed securities (CMBS)
- Build-out
- Feasibility study
- Ground-up development
- Lease buyout
- Exclusivity period
- Gross building area
- Hard costs
- Soft costs
- Tenant rep (Tenant representative)
- Land lease
- Triple bottom line
- Leasehold mortgage
- Fair housing laws
- Operating lease
- Absorption period
- Balloon payment
- Floor area ratio (FAR)
- Land bank

- **Option to renew**
- **Yield**
- **Base year**
- **Cross-default provision**
- **Free and clear**
- **Non-disclosure agreement (NDA)**
- **Loss factor**
- **Net lease**
- **Anchor tenant**
- **Real estate bubble**
- **Private placement**
- **Master lease**
- **Concessions**
- **Greenfield development**
- **Eminent domain**
- **Default**
- **Title deed**
- **Lessee**
- **Lessor**
- **Off-plan**
- **Property management**
- **NNN expenses (Triple net expenses)**
- **Net present value (NPV)**

- **Subordination agreement**
- **Rent roll**
- **Value-add property**
- **Groundbreaking**
- **Leasehold interest**
- **Quiet enjoyment**
- **Abandonment**
- **Certificate of authenticity**
- **Escrow officer**
- **Bridge loan**
- **Refinancing**
- **Building code**
- **Concessionaire**
- **Leasehold property**
- **Mixed-use property**
- **Turnkey operation**
- **Interim financing**
- **Gross income**
- **Incentive zoning**
- **Closing statement**
- **Rent review**
- **Holding costs**
- **Capital stack**

- **Owner financing**
- **Groundbreaking ceremony**
- **Mixed-income development**
- **Trade fixture**
- **Lease abstract**
- **Property tax**
- **Encumbrance**
- **Leaseback**
- **Leverage**
- **Triple wide**
- **Cash-on-cash return**
- **Assemblage**
- **Conveyancing**
- **External obsolescence**
- **Industrial real estate**
- **Absorption rate**
- **Anchor space**
- **Building envelope**
- **Leasehold premium**
- **First right of refusal**
- **Liquidation value**
- **Site plan**
- **Lease audit**

- **Leasehold estate**
- **Permitted use**
- **Certificate of occupancy**
- **Mezzanine financing**
- **Abandonment clause**
- **Ground lease**
- **Ad valorem tax**
- **Lease commencement date**
- **Operating expenses**
- **Absorption rate**
- **Lease escalation clause**
- **Landlord's work**
- **Lender**
- **Demographics**
- **Equity**
- **Contingency**
- **Economic feasibility**
- **Fair market value**
- **Condominium**
- **Option period**
- **Exclusive agency listing**
- **Recapture clause**
- **Rental rate**

- **Sale-leaseback**
- **Ground lease**
- **Mezzanine floor**
- **Commercial condominium**
- **Infill development**
- **Economic vacancy**
- **Land entitlement**
- **Environmental impact assessment**
- **Lease buyback**
- **Opportunity cost**
- **Exclusive right to lease**
- **Hazard insurance**
- **Groundbreaking**
- **Triple net lease**
- **Urban sprawl**
- **Balloon mortgage**
- **Rent control**
- **Mixed-use zoning**
- **Income approach**
- **Warehouse space**
- **Common area maintenance (CAM)**
- **Leasehold title**
- **Gross leasable area (GLA)**

- **Green space**
- **Build-to-suit lease**
- **Amenity**
- **Real estate syndication**
- **Joint venture agreement**
- **Master developer**
- **Anchor lease**
- **Zoning compliance**
- **Assessed value**
- **Operating partnership**
- **Break-even point**
- **Net rentable area**
- **Quiet title action**
- **Condominium association**
- **Rentable building area**
- **Triple wide**
- **Capital expenditure**
- **Marketable title**
- **Turnkey construction**
- **Incentive-based zoning**
- **Non-disturbance clause**
- **Brownfield development**
- **Title company**

- **Capitalization rate**
- **Real estate investment analysis**
- **Gross rent multiplier (GRM)**
- **External depreciation**
- **Sale-leaseback**
- **Ground lease**
- **Mezzanine floor**
- **Commercial condominium**
- **Infill development**
- **Economic vacancy**
- **Land entitlement**
- **Environmental impact statement**
- **Short sale**
- **Real estate attorney**
- **Property appraisal**
- **Balloon payment**
- **Leasehold interest**
- **Deed of trust**
- **Due diligence**
- **Right of redemption**
- **Common elements**
- **Comparable market analysis (CMA)**
- **Joint tenancy**

- **Landlord's lien**
- **Property tax assessment**
- **Right to lease**
- **Property insurance**
- **Residential zoning**
- **Lease abstract**
- **Value engineering**
- **Right to occupy**
- **Real estate crowdfunding**
- **Capital gains tax**
- **Title search**
- **Down payment**
- **Redevelopment**
- **Land use planning**
- **Building envelope**
- **Commercial broker**
- **Estoppel certificate**
- **Environmental zoning**
- **Rent abatement**
- **Title insurance**
- **Green building**

TRANSLATION

- Commercial property: Propriété commerciale
- Lease agreement: Contrat de bail
- Office space: Espace de bureau
- Industrial park: Parc industriel
- Retail space: Espace commercial
- Investment property: Propriété d'investissement
- Commercial real estate: Immobilier commercial
- Lease negotiation: Négociation de bail
- Tenant improvement: Aménagement locataire
- Due diligence: Audit préalable
- Cap rate (Capitalization rate): Taux de capitalisation
- Triple net lease: Bail triple net
- Cash flow: Flux de trésorerie
- Rent escalation: Augmentation de loyer
- Letter of intent: Lettre d'intention
- Zoning regulations: Règlements de zonage
- Asset valuation: Évaluation d'actifs
- Closing costs: Frais de clôture
- Escrow account: Compte séquestre
- Mortgage financing: Financement hypothécaire
- Property inspection: Inspection de la propriété
- Land use: Utilisation du sol
- Site selection: Sélection de site
- Commercial lease agreement: Contrat de bail commercial
- Build-to-suit: Construction sur mesure
- Mixed-use development: Développement polyvalent
- Redevelopment: Réaménagement
- Exclusive listing: Mandat exclusif
- Comparable properties: Propriétés comparables
- Gross lease: Bail brut
- Net operating income (NOI): Revenu net d'exploitation

- Market analysis: Analyse du marché
- Landlord: Propriétaire bailleur
- Tenant: Locataire
- Title search: Recherche de titre
- Environmental assessment: Évaluation environnementale
- Commercial appraisal: Évaluation commerciale
- Rentable square footage: Superficie louable
- Lease term: Durée du bail
- Commission: Commission
- Market value: Valeur marchande
- Deed of sale: Acte de vente
- Lease renewal: Renouvellement de bail
- Real estate broker: Agent immobilier
- Closing date: Date de clôture
- Land development: Aménagement foncier
- Right of first refusal: Droit de premier refus
- Sublease: Sous-location
- Concessions: Concessions
- Commercial mortgage-backed securities (CMBS): Titres adossés à des créances hypothécaires commerciales (TCHC)
- Build-out: Aménagement intérieur
- Feasibility study: Étude de faisabilité
- Ground-up development: Développement à partir de zéro
- Lease buyout: Rachat de bail
- Exclusivity period: Période d'exclusivité
- Gross building area: Superficie brute du bâtiment
- Hard costs: Coûts directs
- Soft costs: Coûts indirects
- Tenant rep (Tenant representative): Représentant du locataire
- Land lease: Bail foncier
- Triple bottom line: Triple bilan
- Leasehold mortgage: Hypothèque locative

- Fair housing laws: Lois sur le logement équitable
- Operating lease: Bail d'exploitation
- Absorption period: Période d'absorption
- Balloon payment: Paiement ballon
- Floor area ratio (FAR): Rapport de surface au sol
- Land bank: Banque de terrains
- Option to renew: Option de renouvellement
- Yield: Rendement
- Base year: Année de référence
- Cross-default provision: Clause de défaut croisé
- Free and clear: Libre et sans charges
- Non-disclosure agreement (NDA): Accord de confidentialité
- Loss factor: Facteur de perte
- Net lease: Bail net
- Anchor tenant: Locataire principal
- Real estate bubble: Bulle immobilière
- Private placement: Placement privé
- Master lease: Bail principal
- Concessions: Concessions
- Greenfield development: Développement sur site vierge
- Eminent domain: Domaine éminent
- Default: Défaut
- Title deed: Acte de propriété
- Lessee: Preneur
- Lessor: Bailleur
- Off-plan: Sur plan
- Property management: Gestion immobilière
- NNN expenses (Triple net expenses): Charges triples nettes
- Net present value (NPV): Valeur actuelle nette (VAN)
- Subordination agreement: Accord de subordination
- Rent roll: État locatif
- Value-add property: Propriété à valeur ajoutée

- Groundbreaking: Pose de la première pierre
- Leasehold interest: Droit locatif
- Quiet enjoyment: Jouissance paisible
- Abandonment: Abandon
- Certificate of authenticity: Certificat d'authenticité
- Escrow officer: Agent de séquestre
- Bridge loan: Prêt relais
- Refinancing: Refinancement
- Building code: Code du bâtiment
- Concessionaire: Concessionnaire
- Leasehold property: Propriété en location
- Mixed-use property: Propriété polyvalente
- Turnkey operation: Opération clé en main
- Interim financing: Financement intérimaire
- Gross income: Revenu brut
- Incentive zoning: Zonage incitatif
- Closing statement: État de clôture
- Rent review: Révision de loyer
- Holding costs: Coûts de détention
- Capital stack: Structure du capital
- Owner financing: Financement par le propriétaire
- Groundbreaking ceremony: Cérémonie de la première pelletée de terre
- Mixed-income development: Développement à revenus mixtes
- Trade fixture: Installation commerciale
- Lease abstract: Résumé de bail
- Property tax: Taxe foncière
- Encumbrance: Charge
- Leaseback: Opération de crédit-bail
- Leverage: Effet de levier
- Triple wide: Triple largeur
- Cash-on-cash return: Rendement sur investissement net
- Assemblage: Assemblage

- Conveyancing: Transfert de propriété
- External obsolescence: Obsolescence externe
- Industrial real estate: Immobilier industriel
- Absorption rate: Taux d'absorption
- Anchor space: Espace d'ancrage
- Building envelope: Enveloppe du bâtiment
- Leasehold premium: Prime de bail
- First right of refusal: Droit de premier refus
- Liquidation value: Valeur de liquidation
- Site plan: Plan de site
- Lease audit: Audit de bail
- Leasehold estate: Droit locatif
- Permitted use: Usage autorisé
- Certificate of occupancy: Certificat d'occupation
- Mezzanine financing: Financement mezzanine
- Abandonment clause: Clause d'abandon
- Ground lease: Bail emphytéotique
- Ad valorem tax: Taxe ad valorem
- Lease commencement date: Date de début du bail
- Operating expenses: Charges d'exploitation
- Absorption rate: Taux d'absorption
- Lease escalation clause: Clause d'augmentation du loyer
- Landlord's work: Travaux du bailleur
- Lender: Prêteur
- Demographics: Démographie
- Equity: Capitaux propres
- Contingency: Contingence
- Economic feasibility: Faisabilité économique
- Fair market value: Juste valeur marchande
- Condominium: Copropriété
- Option period: Période d'option
- Exclusive agency listing: Mandat exclusif de vente

- Recapture clause: Clause de récupération
- Rental rate: Taux de location
- Sale-leaseback: Vente-bail
- Ground lease: Bail foncier
- Mezzanine floor: Étage mezzanine
- Commercial condominium: Copropriété commerciale
- Infill development: Développement de remplissage
- Economic vacancy: Vacance économique
- Land entitlement: Droits d'aménagement foncier
- Environmental impact assessment: Évaluation des impacts environnementaux
- Lease buyback: Rachat de bail
- Opportunity cost: Coût d'opportunité
- Exclusive right to lease: Droit exclusif de location
- Hazard insurance: Assurance contre les risques
- Groundbreaking: Pose de la première pierre
- Triple net lease: Bail triple net
- Urban sprawl: Étalement urbain
- Balloon mortgage: Hypothèque ballon
- Rent control: Contrôle des loyers
- Mixed-use zoning: Zonage mixte
- Income approach: Méthode du revenu
- Warehouse space: Espace d'entrepôt
- Common area maintenance (CAM): Entretien des parties communes
- Leasehold title: Titre locatif
- Gross leasable area (GLA): Superficie brute louable
- Green space: Espace vert
- Build-to-suit lease: Bail de construction sur mesure
- Amenity: Équipement
- Real estate syndication: Syndication immobilière
- Joint venture agreement: Accord de coentreprise
- Master developer: Développeur principal
- Anchor lease: Bail d'ancrage

- Zoning compliance: Conformité au zonage
- Assessed value: Valeur foncière
- Operating partnership: Partenariat d'exploitation
- Break-even point: Point mort
- Net rentable area: Superficie nette louable
- Quiet title action: Action en titre paisible
- Condominium association: Association de copropriétaires
- Rentable building area: Superficie louable du bâtiment
- Triple wide: Triple largeur
- Capital expenditure: Dépense en capital
- Marketable title: Titre négociable
- Turnkey construction: Construction clé en main
- Incentive-based zoning: Zonage basé sur des incitatifs
- Non-disturbance clause: Clause de non-dérangement
- Brownfield development: Développement de friche industrielle
- Title company: Compagnie d'assurance titre
- Capitalization rate: Taux de capitalisation
- Real estate investment analysis: Analyse d'investissement immobilier
- Gross rent multiplier (GRM): Multiplicateur du loyer brut
- External depreciation: Dépréciation externe
- Sale-leaseback: Vente-bail
- Ground lease: Bail foncier
- Mezzanine floor: Étage mezzanine
- Commercial condominium: Copropriété commerciale
- Infill development: Développement de remplissage
- Economic vacancy: Vacance économique
- Land entitlement: Droits d'aménagement foncier
- Environmental impact statement: Étude d'impact environnemental
- Short sale: Vente à découvert
- Real estate attorney: Avocat immobilier
- Property appraisal: Évaluation immobilière
- Balloon payment: Paiement final important

- Leasehold interest: Droit de location
- Deed of trust: Acte de fiducie
- Due diligence: Diligence raisonnable
- Right of redemption: Droit de rachat
- Common elements: Éléments communs
- Comparable market analysis (CMA): Analyse comparative du marché
- Joint tenancy: Indivision
- Landlord's lien: Privilège du bailleur
- Property tax assessment: Évaluation de la taxe foncière
- Right to lease: Droit de louer
- Property insurance: Assurance immobilière
- Residential zoning: Zonage résidentiel
- Lease abstract: Résumé de bail
- Value engineering: Ingénierie de la valeur
- Right to occupy: Droit d'occupation
- Real estate crowdfunding: Financement participatif immobilier
- Capital gains tax: Impôt sur les gains en capital
- Title search: Recherche de titre
- Down payment: Acompte
- Redevelopment: Réaménagement
- Land use planning: Aménagement du territoire
- Building envelope: Enveloppe du bâtiment
- Commercial broker: Courtier en immobilier commercial
- Estoppel certificate: Certificat d'estoppel
- Environmental zoning: Zonage environnemental
- Rent abatement: Réduction de loyer
- Title insurance: Assurance titre
- Green building: Bâtiment écologique