



# Real Estate in English: Advanced Vocabulary

100 words

ENGLISH	TRANSCRIPTION
appraisal	[ə'preɪzəl]
valuation	[ˌvælju'eɪʃn]
market value	['mɑːkɪt 'væljuː]
cap rate	[kæp reɪt]
yield	[jiːld]
cash flow	[kæʃ fləʊ]
investment property	[ɪn'vestmənt 'prɒpəti]
mortgage	['mɔːgɪdʒ]
interest rate	['ɪntrəst reɪt]
loan-to-value	[ləʊn tuː 'væljuː]
amortization	[ə,mɔːtɪ'zeɪʃn]
escrow	['eskroʊ]
title	['taɪtl]
title search	['taɪtl sɜːtʃ]
closing	['kləʊzɪŋ]
closing costs	['kləʊzɪŋ kɒsts]
due diligence	[djuː 'dɪlɪdʒəns]
purchase agreement	['pɜːtʃəs ə'ɡriːmənt]
lease	[liːs]
leaseback	['liːs,bæk]
tenant	['tenənt]
occupancy	['ɒkjʊpənsi]
vacancy	['veɪkənsi]
rent roll	[rent rɔːl]

ENGLISH	TRANSCRIPTION
<b>lease term</b>	[li:s tɜ:m]
<b>net lease</b>	[net li:s]
<b>gross lease</b>	[grɒs li:s]
<b>triple net</b>	['trɪpl net]
<b>property management</b>	['prɒpəti 'mænɪdʒmənt]
<b>operating expenses</b>	['ɒpəreɪtɪŋ ɪks'pensɪz]
<b>capex</b>	['kæpeks]
<b>maintenance</b>	['meɪntənəns]
<b>renovation</b>	[,renə'veɪʃn]
<b>development</b>	[dɪ'veləpmənt]
<b>zoning</b>	['zəʊnɪŋ]
<b>land use</b>	[lənd ju:s]
<b>planning permit</b>	['plænɪŋ 'pɜ:mɪt]
<b>construction cost</b>	[kən'strʌkʃn kɒst]
<b>property tax</b>	['prɒpəti tæks]
<b>insurance</b>	[ɪn'ʃʊərəns]
<b>hazard risk</b>	['hæzəd rɪsk]
<b>cash-on-cash</b>	[kæʃ ɒn kæʃ]
<b>equity</b>	['ekwɪti]
<b>leverage</b>	['li:vərɪdʒ]
<b>debt service</b>	[det 'sɜ:vɪs]
<b>exit strategy</b>	['eksɪt 'strætədʒi]
<b>hold period</b>	[həʊld 'pɪəriəd]
<b>asset management</b>	['æset 'mænɪdʒmənt]
<b>portfolio</b>	[pɔ:t'fəʊliəʊ]
<b>broker</b>	['brɒkə]
<b>listing agent</b>	['lɪstɪŋ 'eɪdʒənt]

ENGLISH	TRANSCRIPTION
<b>buyer representation</b>	['baɪə ,reprɪzen'teɪʃn]
<b>market analysis</b>	['mɑ:kɪt ə'næləsɪs]
<b>comparable sales</b>	['kɒmpərəbl seɪlz]
<b>title insurance</b>	['taɪtl ɪn'ʃʊərəns]
<b>deed</b>	[di:d]
<b>encumbrance</b>	[ɪn'kʌmbrəns]
<b>lien</b>	[li:n]
<b>foreclosure</b>	[fɔ:'klɒʒə]
<b>tenant default</b>	['tenənt dɪ'fɔ:lt]
<b>rent collection</b>	[rent kə'leɪʃn]
<b>property appraisal</b>	['prɒpəti ə'preɪzl]
<b>capex budget</b>	['kæpeks 'bʌdʒɪt]
<b>operating budget</b>	['ɒpəreɪtɪŋ 'bʌdʒɪt]
<b>capitalization rate</b>	[,kæpɪtəlaɪ'zeɪʃn reɪt]
<b>gross yield</b>	[grɒs jɪ:ld]
<b>net yield</b>	[net jɪ:ld]
<b>cash-on-cash return</b>	[kæʃ ɒn kæʃ rɪ'tɜ:n]
<b>loan commitment</b>	[ləʊn kə'mɪtmənt]
<b>debt service coverage</b>	[det 'sɜ:vɪs 'kʌvərɪdʒ]
<b>operating income</b>	['ɒpəreɪtɪŋ 'ɪnkʌm]
<b>operating expenses</b>	['ɒpəreɪtɪŋ ɪks'pensɪz]
<b>rent escalation</b>	[rent ,eskə'leɪʃn]
<b>lease rollover</b>	[li:s 'rəʊləʊvə]
<b>tenant mix</b>	['tenənt mɪks]
<b>property portfolio</b>	['prɒpəti pɔ:t'fɒʊlɪəʊ]
<b>asset class</b>	['æset klɑ:s]
<b>exit cap rate</b>	['eksɪt kæp reɪt]

ENGLISH	TRANSCRIPTION
<b>stabilized NOI</b>	['steɪbəlaɪzd ,en əʊ 'aɪ]
<b>underwriting</b>	['ʌndə,raɪtɪŋ]
<b>sponsor</b>	['spɒnsə]
<b>general partner</b>	['dʒenrəl 'pɑ:tənə]
<b>limited partner</b>	['lɪmɪtɪd 'pɑ:tənə]
<b>waterfall</b>	['wɔ:təfɔ:l]
<b>preferred return</b>	[prɪ'fɜ:d rɪ'tɜ:n]
<b>asset allocation</b>	['æset ,ælə'keɪʃn]
<b>market absorption</b>	['mɑ:kɪt əb'sɔ:pʃn]
<b>pipeline</b>	['paɪpləɪn]
<b>development pipeline</b>	[dɪ'veləpmənt 'paɪpləɪn]
<b>entitlement</b>	[ɪn'taɪtlmənt]
<b>ground lease</b>	[graʊnd li:s]
<b>lease abstract</b>	[li:s 'æbstrækt]
<b>subordination</b>	[sə,bɔ:dɪ'neɪʃn]
<b>title defect</b>	['taɪtl 'di:fekt]
<b>environmental report</b>	[ɪn,vaɪərən'mentl rɪ'pɔ:t]
<b>contingency</b>	[kən'tɪndʒənsɪ]
<b>capital call</b>	['kæpɪtl kɔ:l]
<b>disposition</b>	[,dɪspə'zɪʃn]
<b>cash distribution</b>	[kæʃ ,dɪstrɪ'bju:ʃn]
<b>leasing commission</b>	['li:sɪŋ kə'mɪʃn]

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