

Real Estate Key Terms

The following list of key terms will help you target your resume towards real estate positions.

Acquisition	Development	IREM	Property Tour
Additional Rent	Development Budget	Landlord Representation	Purchase Sale Agreement
After Tax Cash Flow	Digital Marketing	Lease	Real Estate Investment Trust
Appraisal	Disposition	Lease Abstract	Real Estate Licenses
ARGUS	Due Diligence	Leasing	Rehab
Asset Management	Economic Analysis	Letter of Intent	REIT
Asset Plan	Effective Income	Listing	Renovation
Base Stop	Equity	Listing Agreement	Repositioning
Before Tax Cash Flow	Equity Investor	Loan	Repositioning of an Asset
BOMA	Evaluation	LoopNet	Research
Broker	Excel Cash Flow Analysis	Market Analysis	Retail
Brokerage	Exit Cap	Marketing	Risk
Budget	Feasibility Analysis	Mortgage	Risk Assessment
C.A.M.	Feasibility Study	MRI	RPA
CAM Reconciliations	Fee Simple	Multifamily	Sales Agent
Cap Rate	Financial Analysis	NAIOP	Sales Comparison Approach
Capital Markets	Formula	Net Effective Lease	Self Storage
Capital Reserves	Full Service Lease	Net Operating Income	Settlement Statement
Capitalization Rate	Full Service Real Estate Company	Net Present Value	Site Evaluation
Case Competition	Going In Capitalization Rate	NNN	Site Plan

Case Studies	Gross Modified Lease	NPV	Site Selection
Cash Flow Analysis	Ground Up Development	Offering Memorandum	Student Housing
CCIM	Group Projects	Office	Supply & Demand
Closing	Holding Period	Operating Budget	Survey
Common Area Maintenance	Hotel	Operating Expenses	Tenant Improvements
Construction	HP12C Calculator	Operating Expense Reconciliations	Tenant Representation
Contrarian Investments	I/R=V	Opportunistic Investments	Terminal Cap Rate
Contrarian Investor	I/V=R	Origination Fee	Time Value of Money
Commission	Income Approach	Payment	Title
Core Investments	Industrial	Percentage Rent	Triple Net
Core Plus Investments	Industry Associations	Permitting	ULI
Cost Approach	Infrastructure	Potential Gross Income	Underwriting
CoStar	Insurance	PowerPoint	Underwriting Package
CPM	Interest	Presentation Skills	Utilities
CREW	Interest Rates	Private Equity	Valuation
Data Analysis	IRR	ProCalc	Value
Debt	Internal Rate of Return	Property Insurance	Value Add Investments
Debt Service	Investment Objectives	Property Management	Value Engineering
Debt Service Coverage Ratio	Investment Sales	Property Tax	Yardi
Deed of Trust	Investment Strategy	Property Tax Appeal	Zoning