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The Language of Real Estate is the result of many years of difficult and thorough work in researching the answers to everyday problems in real estate. Numerous books and articles on real estate taxes, condominiums, appraisal, finance, law, contracts, and the like are good source materials for the real estate broker or salesperson, but their volume requires one to maintain an extensive and expensive real estate library. This book is designed to eliminate that problem. The Language of Real Estate is more than a dictionary; it is a totally functional real estate reference book—a comprehensive, encyclopedic, single-volume, instant-answer book to just about any problem or question concerning real estate principles and practice in the United States.

The real estate industry has undergone considerable change since this book was first published in 1977. This seventh edition creation reflects those changes. Numerous new terms have been added to the book, bringing the total number of entries to nearly 3,000. Definitions that appeared in the first six editions have been revised, and in many cases expanded, to provide the reader the most current and precise answers possible. Accompanying each word is a basic definition, several applications, and cross-references to aid in understanding related items.

The Language of Real Estate also contains several helpful special features:

- A complete subject classification of terms to assist those who are concentrating their studies in specific areas
- A list of real estate organizations, including Web sites and descriptions
- A list of designations and certifications that not only provides the meanings of dozens of designations but also references granting organizations on the organizations list so the reader can find out more
- A list of federal laws, acts, and regulations, which includes detailed descriptions along with Web references for further research
- Construction diagrams with terms labeled in English and Spanish to help readers visualize difficult ideas in construction

Note: All Spanish in the book is in generic Spanish dialect, for wide applicability.
“This truly is the most complete compilation of real estate terms.”
Gerald Cortesi, Harper Community College

The Language of Real Estate is a real estate dictionary and more—it is a totally functional real estate reference book that provides an instant answer to almost every real estate question. Known for its comprehensiveness and accuracy, this essential guide includes:

- Complete, thorough, and accurate definitions for over 2,800 real estate terms that provide beginning students with an introduction to the field and allow seasoned professionals to explore difficult topics in depth.
- A subject classification of terms that offers a quick look at the most important terms in dozens of topic areas.
- Several features for Spanish-speaking students—including Spanish terms next to key terms in the text and three appendices referencing Spanish terms—that make this book a helpful guide for native Spanish speakers and English speakers who use Spanish in their real estate business.
- A list of laws that provides a one-stop reference for information about federal laws affecting real estate, including Web sites and short descriptions.
- Easy reference appendices for organizations and designations that help readers master the alphabet soup of designations and associations in the real estate world.

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