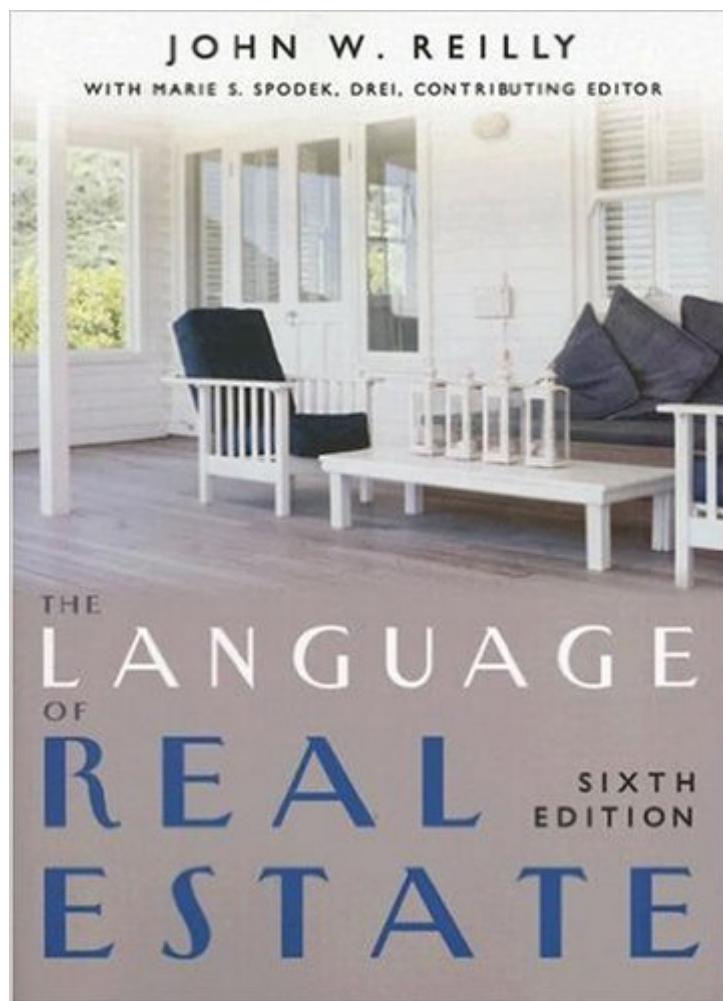


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# The Language Of Real Estate



## **Synopsis**

From abandonment to zoning and over 2,800 terms in between, The Language of Real Estate has every term that real estate professionals need to know. This industry bestseller is a must-have for all students, practitioners, and educators, and is also available in both an English and Spanish abridged pocket guide format for those real estate students on the go.

## **Book Information**

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## **Customer Reviews**

As a real estate instructor, this is the book I bring to every classroom, regardless of the topic. It is the ideal supplement to any real estate instruction. It's clear, concise and to the point. My students are accustomed to hearing, "Let's see what THE BOOK says." As a writer and course developer, it's always there as my reference book of choice. As a consultant, I recommend it to buyers and sellers as their first step in learning the language. This is the all around perfect book for anyone dealing with real estate in any way --- which is just about everybody!

This book was required when I took that first real estate course you need to get your license. (I chose not to get my license since I'm just an investor. Not exactly relevant, but it tells you the kind of person I am and my perspective as a reviewer.) I'm thankful because it made that course much easier. I've since taken many courses and read many real estate contracts and this book has helped me through everything. It's like a dictionary except the explanations vary in length from a couple lines all the way up to several pages. As others have mentioned, I really value the many relevant cross-references each entry includes. It allows you to get a fuller picture of something you

look up because it allows you to look up similar items or related topics. It's fine to know the definition of something, but sometimes, what's really useful is to compare it to something similar so that you have a context for how to distinguish between the two. As a simple example, if someone was offering something as tenants-in-common and you looked it up, you might think, "okay that makes sense," but unless you compare it with tenants-in-partnership or joint-tenants, you really don't know what you're dealing with. Some people are complaining because the book has Spanish translations. I assumed it was some new edition that had added these. Nope. I just checked and mine has it too. It doesn't detract from the book at all. I hadn't even noticed it. And the Spanish-English appendices are only 15 pages out of 468 total. What's the problem? That's probably a useful tool if you're from Texas or California, like the author. Anyway, this is the second most often used reference book I own. (Second only to *The Synonym Finder* by Rodale, an awesome alternative to a thesaurus.)

This book was great. I just passed my real estate exam and the book was a great reference for those subjects that were not clear in the classroom. I will be able to use this book throughout my real estate career. Well worth the money!

As a community college real estate instructor, and as the book review editor for a national real estate magazine, I read a lot of real estate books. As a writer myself, I do a lot of research. In the reference category, this book is number one on my list. As I said in my review of a previous edition of the book: "I never leave home for the classroom without it." If you are enrolled in a real estate licensing class this book will be particularly valuable to you, since you're essentially learning a new language - the language of real estate. The feature that makes it particularly valuable is the fact that when it defines a term, it gives references to all related terms in the book. By the time you review them all, you'll have excellent insight into the topic. The primary author, John Reilly, has a background as an attorney, real estate professional, educator, and author. The co-author, Marie Spokek, is a nationally known real estate educator. In my office I have a special shelf above my computer for the real estate books to which I refer the most often. This book occupies a prominent spot. Dr. Ken Edwards, Book Review Editor, *The Real Estate Professional* magazine.

Whether teaching or working in the real estate field, this is a wonderful reference book for all. This could be helpful for beginners in the field and also for someone that has spent a lifetime in the field.

I have seen mixed reviews on the Spanish translation in this book. It does not bother me that it is in

there. I practice real estate in Arizona...it is nice if I have a client with broken English. I will take anything that has a freebie in it. The translations in here are not bothersome at all. It has examples of terms and has some illustrations...along with sample contracts! I am so glad I have this...a great buy!

Working on getting my license and this is a "go to" for real estate terms and concepts. Recommended by my instructor and have used it a number of times. Not the latest edition but in near perfect condition even though used. Great for \$12 to the door.

Recommended by a highly respected RE instructor for my broker class as being the best book of its kind - well worth the purchase - easy to read; will be a much used desktop reference for all aspects of real estate transactions.

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