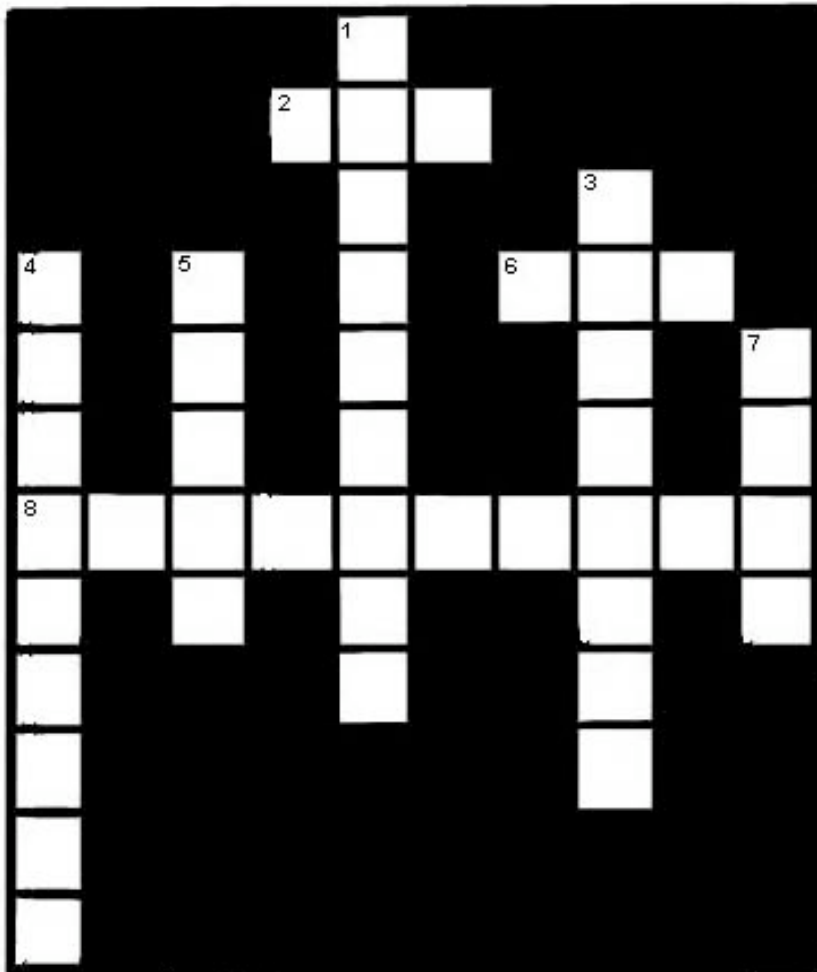


Crossword Puzzle for The Ground Rules of Commercial Real Estate



ACROSS:

2. computer software to aid and automate design development
6. integrated software package including geographic databases and real time demographic information
8. to concentrate in one area of expertise of field of commercial real estate

DOWN:

1. a strategic plan for locating buyers and sellers
3. source of income generation for most brokerage firms
4. to use the services of providers outside the corporation
5. If you represent a party in the sale of a property and the Customer is the Seller, your client is the _____.
7. loose form of listing, probably best used for note paper

Answers for the Crossword Puzzle: 1. Marketing, 2. CAD, 3. Listings, 4. Outsource, 5. Buyer, 6. GIS, 7. Open, 8. Specialize