

Exercise below to reinforce your knowledge of basic terms related to the practice of professional commercial real estate.

_____ Types of Income Properties	1. the most desirable type of listing; it offers the most protection for the listing broker.
_____ Cash Flow	2. refers to the big economic picture and the influence certain factors have as a whole and their long-term impact. Examples of these types of factors include Federal Reserve policies as they affect the availability of money and the balance of the national budget.
_____ REIT	3. if enacted in the state where the property is located, a this law can provide a means for a broker to collect a valid commission due on a commercial transaction by allowing the broker to file a lien on commercial real estate in order to get the commission.
_____ A&D Loan	4. basically a mutual fund of performing properties, such as apartments, shopping centers, hotels and office buildings, which are being managed by professional property managers, whereby shares of stock are issued
_____ Commercial Broker's Lien Laws	5. a federal law that requires certain types of developments and adjustments to existing residential and commercial buildings and businesses to provide accessibility and services for the physically impaired and it prohibits discrimination on the basis of disabilities
_____ Exclusive Right to Sell Listing	6. office Building with multiple tenants, shopping Center, or apartment buildings
_____ BTS	7. the broker has the exclusive right to market the property with the exception of the owner, who may continue to market and sell the property without liability for a commission unless the broker locates the buyer.
_____ Macro Economics	8. remaining cash after all expenses and debt services are paid.
_____ ADA	9. financing created to fund both the acquisition of the land and the development of the project
_____ Exclusive Agency Listing	10. a select group of candidates most likely to buy the product to which the marketing should be directed. These candidates are potential purchasers for a listing and they share the desire for certain characteristics for a property
_____ Target Market	11. opportunity for financing; basically a form of seller financing whereby the seller finances the land and/or the building and builds to the needs of the tenant

Answers for the Matching Exercise: 6. Types of Income Properties, 8. Cash Flow, 4. REIT, 9. A&D Loan, 3. Commercial Brokers Lien Laws, 1. Exclusive Right to Sell Listing, 11. BTS, 2. Macroeconomics, 5. ADA, 7. Exclusive Agency Listing, 10. Target Market