

JOHN W. REILLY

WITH MARIE S. SPODEK, DREI, CONTRIBUTING EDITOR



THE
LANGUAGE
OF
REAL
ESTATE

SIXTH
EDITION

“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 most 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 appendixes 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.
- ★ **NEW!** A **list of laws** that provides a one-stop reference for information about federal laws affecting real estate, including Web sites and short descriptions.
- ★ **NEW!** Easy reference appendixes for **organizations and designations** that help readers master the alphabet soup of designations and associations in the real estate world.

JOHN W. REILLY, DREI, has been a member of the New York, California, Hawaii, and Federal Bars, as well as a REALTOR® and a licensed real estate broker in Hawaii and California. He previously was an adjunct professor of real estate law and licensed real estate instructor for both salesperson and broker classes. Mr. Reilly has served as educational consultant to Hawaii’s Real Estate Commission and as the real estate testing consultant to Applied Measurement Professionals (AMP). He is author of the leading text on agency, *Agency Relationships in Real Estate*, and is co-author of the book *Questions and Answers to Help You Pass the Real Estate Exam*.

MARIE S. SPODEK, DREI, contributing editor, is a nationally recognized real estate educator, speaker, and trainer. A popular real estate columnist for several years, she is the author of *Environmental Issues in Your Real Estate Practice*, a consulting editor for *Property Management*, co-author of *Manufactured and Modular Housing* and *Insurance for Consumer Protection: What Every Agent Should Know*, and editorial project consultant for Dearborn’s *Real Estate Basics* and *Exam Preps*.