

## **UNIT 2: CHOOSING A NEIGHBOURHOOD**

### **A. What makes people choose one area or another?**

**1. There are so many homes on the market that it would be impossible to get anywhere if people did not use any criteria. What kind of factors do people usually take into account when choosing the area they want to live in?**

\_\_\_\_\_

**2. The following are usual factors that people usually consider when choosing a neighbourhood. Arrange them in order of priority, from 1 to 5 (or to 6 or 7, if the one[s] you mentioned are not included in this list):**

Quality of schools  
Property values  
Traffic  
Crime rate  
Future construction

**3. Another usual factor is proximity, i.e. being close to something you need or far from something you do not like. From the following list, decide what kind of buyer (or tenant) would be attracted by the following elements and what type would try to escape from them (or would not mind).**

*Example:*

*Schools: attractive to families with small children.  
irrelevant to companies looking for office space.  
a defect from the point of view of retired couples without children.*

Employment

attractive to \_\_\_\_\_  
irrelevant to \_\_\_\_\_  
a defect from the point of view of \_\_\_\_\_

Hospitals

attractive to \_\_\_\_\_  
irrelevant to \_\_\_\_\_  
a defect from the point of view of \_\_\_\_\_

Shops

attractive to \_\_\_\_\_  
irrelevant to \_\_\_\_\_  
a defect from the point of view of \_\_\_\_\_

Public transportation

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

Cultural Activities (museums, concerts, theaters, etc.)

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

Prisons

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

Motorways and main roads

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

Airports

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

Beaches

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

Parks

attractive to \_\_\_\_\_  
Irrelevant to \_\_\_\_\_  
A defect from the point of view of \_\_\_\_\_

**Now, read the following text, containing some ideas on how to decide which area is best to buy your property in.**

Neighbourhood search strategies

If you are a first time-buyer with limited financial resources, it a wise purchasing strategy to buy a home that meets your primary needs in the best neighbourhood that fits within your price range.

You can find the best location for your home purchase by incorporating some of the following strategies into your neighbourhood search:

- Look for areas that are likely to become "hot neighborhoods" in the coming years. They can often be discovered on the periphery of the most continuously desirable areas.
- Look for a home in a good area that is a bit farther out of the city. If commuting is a concern, purchase a home that is close to public transportation.
- Look at the local demand by asking your estate agent whether multiple offers are being made, and whether the gap between the list price and sale price is decreasing. You can also drive around neighbourhoods and see how many "sale pending" and "sold" signs there are in a particular area.

Consider the possibility of purchasing a condominium or co-op, rather than a house, in a desirable neighbourhood. This way you still may be able to purchase in a prime area that you otherwise could not afford.

(adapted from [http://www.buyhomedirect.com/homebuying\\_tips.htm](http://www.buyhomedirect.com/homebuying_tips.htm) )

### 1. Decide which definitions correspond to the following words and expressions:

*commute, condominium, cooperative, list price, sale price, price range*

\_\_\_\_\_ : set of prices including the most and the least expensive option

\_\_\_\_\_ : travel to and from one's daily work, usually in a city (or its surroundings), especially by car or by train.

\_\_\_\_\_ : initial price at which something is advertised for sale

\_\_\_\_\_ : real price at which something is sold

\_\_\_\_\_ : each unit in a building where each unit belongs to different owners, and the common elements belong to all owners

\_\_\_\_\_ : a property (building, etc.) whose building process is run by its future owners

### 2. Give the appropriate Spanish terms equivalent to the previous definitions.

### 3. Answer the following questions about the text:

- a) What kind of buyers is this text primarily intended for?
- b) Why are properties near "hot neighbourhoods" interesting?
- c) Why might it be attractive to purchase a home farther out from the city?
- d) Why is the difference between the list price and the sale price an indicator of what an area is like?
- e) Why should purchasers avoid areas with too many "for sale" signs?
- f) Why would it be difficult in Spain to apply the strategy of looking at "sold" signs?
- g) Why might first-time buyers be attracted by a condominium?

**3. Now, translate the following sentences into English.**

No podemos permitirnos una casa en esta zona, porque es muy cara, pero podemos comprar un piso, que es más barato, o un bungalow cerca de esta zona.

Si la diferencia entre el precio de salida y el precio real de venta es muy grande, eso significa que es difícil vender una casa en esa zona.

Por el mismo precio, en lugar de un piso en el centro de la ciudad podemos comprar una casa con jardín en un pueblo, y está cerca de una parada de autobús, a veinte minutos de mi trabajo.