

## **UNIT 0: WHAT IS REAL ESTATE ABOUT?**

### **A. THE REAL ESTATE PROFESSION**

**Before we start this module, do we know exactly what we are and / or what we are dealing with?**

**Read the following definitions and consider whether they are comparable to the legal and / or professional definitions in Spain.**

#### Real estate

Land and anything permanently affixed to the land, such as buildings, fences, and those things attached to the buildings, such as light fixtures, plumbing and heating fixtures, or other such items which would be personal property if not attached.

([http://www.garridoygarrido.com/glos\\_eng.html](http://www.garridoygarrido.com/glos_eng.html) )

How many types of property are there under Spanish law?

Would this definition apply to real estate in Spain? What would be the term(s) for it?

#### Real estate agent (US real estate broker)

One who is licensed by the government to carry on the business of dealing in real estate. A broker may receive a commission for his or her part in bringing together a buyer and a seller, landlord and tenant, or parties to an exchange.

([http://www.titleguarantynm.com/glossary/glossary\\_b.asp](http://www.titleguarantynm.com/glossary/glossary_b.asp))

Is there an equivalent profession in Spain?

Is a professional / academic qualification required to act as a real estate broker in Spain?

Are real estate agents in Spain concerned with both purchases and leases, or only with purchases?

## **B. BASIC REAL ESTATE KNOWLEDGE AND VOCABULARY**

**Answer the following questions. This might require some preparation and / or research.**

### **1. Match the terms to the corresponding definitions:**

Chalet, chattel, commission, condominium, fixture, foreclosure, plumbing

\_\_\_\_\_ : the pipes and fixtures used in the distribution and use of water in a building

\_\_\_\_\_ : money paid to someone for performing a service, usually a percentage of the total paid

\_\_\_\_\_ : something that is attached to a building as a permanent appendage or as a structural part

\_\_\_\_\_ : item of tangible movable property

\_\_\_\_\_ : Swiss house with visible structural members and a wide overhang at the front and sides

\_\_\_\_\_ : individual ownership of a unit in a multi-unit structure

\_\_\_\_\_ : legal proceeding that extinguishes the mortgagor's right of redeeming a mortgaged estate

### **2. Give a synonym for each of the words below:**

owner

tenant

landed property

**3. Choose the correct answer to the following questions, dealing with the basic differences between English and Spanish vocabulary and practice. One one answer is correct in each case.**

1. Which of the following words does not mean the same in British English as in Spanish?  
a) bungalow b) mansion c) apartment

2. Which of the following terms means "hipoteca"?
- a) instalment b) foreclosure c) mortgage
3. Which of these words does not mean the same in British and in American English?
- a) villa b) bungalow c) apartment d) home
4. Which of these types of homes cannot, by definition, have two storeys?
- a) villa b) bungalow c) terraced house d) semi-detached house
5. What is the problem with flats from a British point of view?
- a) they are too expensive  
b) they are associated to cheap housing  
c) Britons do not know what they are  
d) there are no flats in Britain
6. Why is the term "social housing" not the same as "vivienda de protección oficial"?
- a) social housing is usually of a better quality in Britain  
b) social housing is usually of a worse quality in Britain  
c) social housing in Britain may be owned by the city council  
d) there is no difference: they are exactly the same
7. Which expression does not mean the same as the other three?
- a) real property b) real estate c) immovable property d) chattels
8. Which term is only used in American English?
- a) real estate agent b) realtor c) broker d) villa
9. Which word has a meaning that includes those of the other three?
- a) home b) house c) flat d) apartment
10. Which word does not mean the same as the other three?
- a) lessee b) owner c) lessor d) landlord
11. Which of these properties would, in normal conditions, be the least expensive?
- a) villa b) country house c) cottage
12. Is there any difference between the word "landlord" and its Spanish translation, casero?
- a) No, there isn't  
b) Yes, there is: the Spanish word is more formal and can appear in a lease contract  
c) Yes, there is: the English word is more formal and can appear in a lease contract  
d) "Landlord" does not mean casero, but inquilino

13. Which of these may be used to translate the Spanish word “finca”?
- a) country estate
  - b) condominium building
  - c) home
  - d) all of the above
14. Which of these is not something Britons are usually worried about when buying a house?
- a) the existence of a garage
  - b) rising damp
  - c) water freezing in pipes
  - d) the state of the roof
15. Which sentence describes best the situation of housing in Great Britain?
- a) the percentage of rented property is higher than in Spain
  - b) homes are exceedingly expensive in some urban areas
  - c) some people lose their homes because they do not pay their mortgages
  - d) all the previous sentences are true