

REAL ESTATE COMMON TERMS

Last updated: 09/01/15

AFFO	Adjusted Funds From Operations
BOMA	Building Owners & Managers Association
BTS	Build To Suit (a development project built for a specific Tenant)
CAF	Common Area Factor
CAM	Common Area Maintenance
CCIM	Certified Commercial Investment Member
CE	Continuing Education
CF	Cash Flow
COI	Certificate Of Insurance (required for Customers and Vendors)
COO	Certificate of Occupancy
CR	Capitalization Rate
DBA	Doing Business As (alternate company name in a Lease) and Database Administrator
EIN	Employee Identification Number (payroll number assignment by the company)
EPA	Environmental Protection Agency
FAD	Funds Available for Distribution
FAR	Floor Area Ratio
FAS	Fixed Assets Schedule
FF&E	Furniture, Fixtures & Equipment
FFO	Funds From Operations
GAAP	Generally Accepted Accounting Principles
GSF	Gross Square Feet
HVAC	Heating, Ventilating, and Air Conditioning
IRR	Internal Rate of Return
JV	Joint Venture
KPI	Key Performance Indicators
LOI	Letter of Intent
NAIOP	National Association of Industrial and Office Properties
NAV	Net Asset Value
NER	Net Effective Rent
NNN	Triple Net Lease
NOI	Net Operating Income
NPV	Net Present Value
OE	Operating Expense AND Operating Earnings
PSF	Per Square Feet (the basis on which buildings are measured and compared)
PV	Present Value
REIT	Real Estate Investment Trust
RFP	Request for Proposal

ROE	Return on Equity
ROFO	Right of First Offer
ROFR	Right of First Refusal
ROI	Return on Investment
RSF	Rentable Square Feet
SL	Straight Lining (when rent is adjusted to account for "bumps"/increases & "leveled out")
SNDA	Subordination, Non-Disturbance and Attornment Agreement
SWPPP	Storm Water Pollution Prevention Plan
TI	Tenant Improvement or Tenant Improvement Allowance
USF	Usable Square Feet
YTD	Year To Day (from January 1 to the current date)
