

## REAL ESTATE COMMON TERMS

Last updated: 09/01/15

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

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

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