

# The Lingo of Living

## A HANDY GLOSSARY OF LIVING REAL ESTATE TERMS

While the living sector is a real estate type that is familiar to everyone, its terminology can differ across geographies. From condos to flats, dive into the lingo of living with this practical guide to better understand this dynamic asset class around the globe.

As your trusted real estate partner, we are proud to serve as your translator.



### MULTIFAMILY

**Apartments/Flats.** Residential space with kitchen, bath, and space for a bed. The term “flat” is a European term and is typically in a building with other similar units. “Apartment” is utilized in the U.S. and gaining popularity in Europe. **U.S. | E.U.**

**Build-to-Rent and Purpose-Built Rentals.** A building of apartments for rent that was built specific to this purpose; formerly known as Private Rented Sector or PRS. Meant to differentiate rental apartments from purchased apartments. **E.U.**

**Co-living or Micro-apartments.** Very small residential units with communal spaces for certain amenities; typically a rental product.

Co-living spaces have a private bedroom (and maybe bathroom) and shared living and kitchen space.

Micro-apartments, also known as micro-units, are very small but have their own kitchen and bathroom. **U.S. | E.U.**

**Convertible.** Small apartments in some markets (e.g., Chicago) that have a slide door to “convert” the space from one room to two by separating the sleeping space. **U.S.**

**Efficiency/Studio.** Term used for one-room apartments that do not have a fully separated bedroom. **U.S.**

**Live/Work Space.** A residential unit with an adjacent or self-contained office space, typically separated by a door. **U.S.**

**House of Multiple Occupancy (HMO).** HMOs tend to be standalone houses with several people renting collectively, like a house share. They are common for university students and young professionals, but not typically run by institutional landlords. **U.K.**

**Serviced Apartments.** A broad term referring to aparthotels, extended stay and corporate housing. **E.U.**



### CONDOS

**Condominiums.** Similar to an apartment or flat within a multi-unit building but is owned by its occupant, or rented directly from the individual owner. **U.S.**



### SINGLE-FAMILY

**Master-Planned Communities.** A large-scale residential neighborhood with recreational and commercial amenities, such as golf courses, tennis courts, lakes, parks, playgrounds, swimming pools, retail and restaurants. **U.S.**

**Mixed-Use.** A pedestrian-oriented destination that blends two or more retail, living or office components, allowing people to live, work, play and shop in one place. Layers compatible land uses, public amenities, and utilities together at various scales and intensities. This variety of uses allows for people to live, work, play and shop in one place, which then becomes a destination for people from other neighborhoods. **U.S. | E.U.**

**Single-Family Rentals (SFR).** Purpose-built detached houses in curated mini-communities created and managed by an institutional owner. These areas often include traditional streets with modern amenities. Single-family rentals are a new and emerging market. **U.S. | E.U.**

**U.S.** – UNITED STATES **E.U.** – EUROPEAN UNION **U.K.** – UNITED KINGDOM



This is neither an offer to sell nor a solicitation of an offer to buy any securities which can only be made by means of the prospectus/offering document. Neither the Securities and Exchange Commission, the Attorney General of the State of New York nor any other state securities regulator has passed on or endorsed the merits of the offering of any securities offered by Hines Securities, Inc. Any representation to the contrary is unlawful.

**Hines**



## SENIOR LIVING

The terms used within this product type are early in their adoption from a European standpoint.

**Active Adult/Aged Restricted.** Communities with residents meeting a minimum age (55+) and can consist of standalone homes or units. Amenities and community activities are geared toward the cohort given their similar life stage. **U.S. | E.U.**

**Assisted Living (AL).** Communities that provide seniors with a higher level of support, such as assistance with activities of daily living (ADLs), while also providing a healthy lifestyle and social engagement. **U.S. | E.U.**

**Continuing Care Retirement Community (CCRC).** A community that provides a continuum of senior living arrangements, including independent living, assisted living and skilled nursing care, enabling residents to stay within the community as their care needs change. **U.S.**

**Independent Living (IL).** Buildings geared toward seniors who live in their own private units and have access to common areas where they can gather with other members of the community. These spaces accommodate residents who desire the convenience, sociability and programming of a senior living community, but do not require assisted care (or choose to engage home care providers directly while living in this setting). **U.S. | E.U.**

**Memory Care (MC).** An offering within the senior living space designed to meet the specific needs of individuals with Alzheimer's, dementia and other forms of memory loss. Memory care communities have staff with specific training to support those with dementia or memory issues, offer activities tailored to residents' unique cognitive needs and provide a safe and specialized environment. **U.S. | E.U.**



## STUDENT HOUSING

**Student Housing/Purpose-built Student Accommodation (PBSA).** Rental units available for university students, near campuses of higher learning and a growing European product type. **E.U.**



## FEATURES

**Amenities.** Common areas or features outside the apartment that can be used by residents (e.g., lounges, fitness areas, dog washes and swimming pools). **U.S. | E.U.**

**Den/Office.** Living area identified for working space but cannot legally be used as a bedroom due to lack of a window, door and/or closet. **U.S.**

**Loft Style.** Loft is also used to describe an industrial-style apartment that has tall ceilings, exposed pipes and ducting, exposed concrete and/or exposed brick. **U.S.**

**Loft/Mezzanine.** Term used to describe an apartment with a second level that is typically used as a bedroom. **U.S.**



## OCCUPANCY

**Exposure/Known Availability.** Term used to describe current vacancy plus units that are notice-to-vacate but have not been preleased. **U.S. | E.U.**

**Heads on Beds.** Slang term for occupancy. **U.S. | E.U.**



## PREFERRED TERMS

**Community.** Preferred term instead of property or complex (e.g., community manager). **U.S.**

**Resident.** Preferred term instead of tenant or occupant. **U.S.**



## GENERAL RISK CONSIDERATIONS

Alternative investment programs sponsored by Hines and offered by Hines Securities, Inc. (“Hines Securities”) involve a high degree of risk. Investors should purchase these securities only if they can afford the complete loss of their investment. Risks will vary by investment, but in general risks include, but are not limited to:

- The program may have a limited operating history.
- The prior performance of other programs sponsored by Hines does not guarantee any program’s comparable future results.
- There can be no assurance that any program will achieve its investment objectives.
- There is not a public market for securities of these programs, so it will be difficult for investors to sell their shares and, if they are able to sell their shares, they will likely sell them at a substantial discount.
- The offering of the program may be conducted on a “best efforts” basis and as such, there is a risk that the program will not be able to accomplish its business objectives if substantial funds are not raised in the offering.
- The availability and timing of distributions is uncertain and cannot be assured.
- Distributions may be paid from sources such as proceeds from debt financings, proceeds from the offering, cash advances from an affiliate, cash resulting from a waiver or deferral of fees and/or proceeds from the sale of assets; distributions may exceed earnings; If distributions are paid from sources other than cash flow from operations, there will be less funds available for investment, and an investor’s overall return may be reduced.
- The program may offer a share redemption program; however there are significant restrictions and limitations on the ability of investors to have all or any portion of their shares redeemed under such programs; if redemptions occur, they may be at a price that is less than the price paid for the shares and/or the then-current market value of the shares.
- The program may invest outside of the U.S. or in specific sectors which increases risk; in particular, international investment risks include the burden of complying with a wide variety of foreign laws and the uncertainty of such laws, the tax treatment of transaction structures, political and economic instability, foreign currency fluctuations, and inflation.
- The programs generally pay substantial fees to Hines and its affiliates for day-to-day operations and investment selection. These affiliates are subject to conflicts of interest.

The alternative investment programs sponsored by Hines are not suitable for all investors.

Please refer to the suitability standards set forth in the prospectus or offering memorandum of the particular investment.

Hines Securities, Inc., Member FINRA, SIPC, is the dealer manager. 07/21

NOT FDIC INSURED MAY LOSE VALUE NO BANK GUARANTEE



Hines