



Vocabulary

List of SU terminology explained

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Nr	Item	Description
	acquisition	obtaining of any formal legal title (via purchase, succession, etc.)
	access	way of entrance (e.g. type of road to a real estate property)
	accessibility	level of access for less mobile individuals
	agent	equal to: real estate agent
	agreement	establishment of common objectives and results under certain conditions between parties
	agricultural company (IT: azienda/società agricola)	company aimed at generating profit by cultivating agricultural products
	agricultural estate	real estate complex usually consisting of farm house(s), annexes, agricultural land often managed by an agricultural company
	agricultural land	lot of land destined at the cultivation of agricultural products
	agricultural products	results from cultivating agricultural land (e.g. wood, olives, grapes, fruit, vegetables, etc.) and/or animals (cattle)
	altitude	location expressed in # meters above sea level
	amenities	specific equipment and (domestic) appliances available at a real estate property
	annex	secondary, non-habitable building at the service of an adjacent house or villa
	apartment	habitable portion of a building destined for residential use, often part of a condominium
	arable land	agricultural land destined to grow various crop
	architect	professional skilled in the design of real estate properties
	arrival	time of entering a rental property at the start of a rental period
	asking price	economic compensation at which a seller is prepared to sell goods and/or services (e.g. real estate property) to a promising buyer
	authorisation	similar to: permission
	availability	calendar showing rental periods open for bookings
	balance	last payment as part of an agreed price
	ball park figure	approximate number
	booking	rental request accepted by agent
	booking confirmation	attest of receipt of down payment for a booking
	booking request	equals to: rental request
	border	bounding line (e.g. of a lot of land)
	budget	projected income and/or expense authorised by competent person, e.g. owner of a house or a company
	buildable plot	lot of land (partially) destined at construction of buildings
	builder	equals to: constructor
	builder's finished state	completed structure of a building, without any finishings
	build from scratch	erection of a completely new building by construction; equal to: new build
	building	a full structure including finishings (e.g. house, annex)
	building allowance	formal consent from competent public authority to construct a maximum predefined number of squared meters of building, e.g. constructing a house, often pending the issuing of a building permit/permission
	building committee	formal group of technicians and public officials within a Municipality with the assignment to evaluate and eventually approve and/or prescribe on requests for construction projects
	building contract	agreement for a predefined set of construction activities with the aim to construct a certain result, e.g. a building and/or a swimming pool
	building permission (building permit)	formal approval from public authority on a request to construct a building and/or a swimming pool
	building project	equals to: construction project
	building site	equals to: construction site
	Building Registry (IT: Catasto Fabbricati)	formal public listing of all buildings (in Italy) for taxation purposes
	buyer	individual person or company acquiring ownership of goods, e.g. real estate property from a seller
	cadastral surface	surface (in sqm) as listed in the Property Registry
	cadastre	equals to: Property Registry
	cancellation policy	conditions and clauses regulating the premature termination of confirmed bookings
	certificate	formal attest of soundness, fitness or confirmation (e.g. of conformity with norms/laws)
	change over day	day in which tenants depart (in the morning) and new tenants may arrive (in the afternoon)
	check in	activity of welcoming and hand over of keys to tenant by caretaker/property manager at the start of a rental period
	check out	activity of greeting and returning the keys of a rental property by tenant to the caretaker/property manager at the end of a rental period
	cistern	(underground PVC or concrete) tank for the collection of water (from rain and/or well)
	class	actual level of energy performance according to EU norms (e.g. A, B, C, etc)
	collaboration agreement	contract between parties (e.g. contract between estate agent and buyer to settle services to buy real estate property)
	company	business entity aimed at making profit
	condominium	group of individual private real estate units sharing common areas, e.g. elevator, gardens and/or swimming pool
	confirmatory down payment	down payment on the purchase of real estate property, usually released in favour of the seller if and when suspending conditions have been overcome
	construction	set of activities geared towards the realisation and/or modification of a building and/or swimming pool
	construction company	equals to: constructor
	construction project	project aimed at the construction (of a building and/or a swimming pool)
	construction site	geographical area on a real estate property where construction takes place
	constructor	professional company skilled in erecting and modifying constructions via renovation, restoration and/or build from scratch
	cost of construction	total expenses necessary to construct (newly build, renovate or restore) a building(s) and/or a swimming pool(s) including structure and finishings, including professional assistance (e.g. technicians and SU)
	cost of interior and exterior design	total expenses necessary to purchase, have delivered and installed all inside and outside furnishing as well as garden plants and systems (irrigation and illumination) in a real estate property
	cost of purchase	total expenses necessary to buy a real estate property including purchase price, mediation commission, notary and interpreter fee, stamp duties and/or any other registration
	council	(often democratically elected) people's representation in a geographical area (e.g. Municipality)
	court yard (ente urbano)	piece of land on which one or more buildings are located including immediate surrounding land
	decoration	all small items added to furniture in a real estate property
	deed of sale-purchase	public contract signed in front of notary defining final transfer of property ownership
	delivery	actual hand over of goods, services and/or the result of a project, e.g. construction
	departure	time of leaving a rental property at the end of a rental period
	deposit	down payment on the rental or purchase of real estate property; in case of sale-purchase usually released in favour of the seller if and when suspending conditions have been overcome
	design	process of development of a plan (architectural for a building or pool; moodbook for interior/exterior)
	details	specific data or numbers (e.g. related to real estate property)
	dimension	mathematical measure of surface or volume
	direct environment	immediate surroundings of a real estate property, e.g. to describe access and distance to neighbours
	dirt road	equal to: white road
	direct farmer (IT: coltivatore diretto / imprenditore agricolo professionale)	professional cultivating agricultural products or breeding cattle, enrolled in public registries; entitled to exercise pre-emption rights
	distances	actual length of road to drive by car from a real estate property to a certain destination, e.g. nearest town or larger city
	down payment	first payment on a total agreed price, often done upon signing a contract and/or agreement
	drainage	a channel or pipe carrying off surplus liquid, especially rainwater
	due diligence	technical and/or financial investigation often pursued by a promising buyer of real estate property with the aim to assess the technical soundness of buildings and/or financial soundness of a selling company
	duration	actual time between the start and the completion of a project
	electrician	professional skilled to deliver, install, modify and modify electrical systems
	energy	primary materials (e.g. electricity, water, gas) to make a building function properly (for residential and/or business purposes)

energy performance	level of total consumption of energy referred to the habitable surface (expressed in kWh/sqm year) in a completed building (pending a.o. type of construction, use of materials, insulation, etc.)
engineer	technician skilled to plan structures (structural engineer) and systems (thermotechnical engineer) and supervise its realisation
entrance	actual place where a real estate property can be accessed, e.g. gate to a lot of land or main door of a building
equipment	tools and/or machinery
escrow account	protected bank account held by a notary with the aim to secure third party (e.g. seller and buyer) funds (e.g. stamp duties, purchase-sale price) during negotiations
estate agent	equal to: real estate agent
execution (phase)	project activities aimed at the actual realisation of a predefined result (e.g. construction)
exploitation	overview of running cost (expenses) and turnover (rental income) of a real estate property
exterior	all outside items in a real estate property necessary to arrive at a turn-key state: furniture, decorations, garden plants, illumination and irrigation systems
exterior design	process of plan development (mood book) as well as selecting, purchasing and installation of exterior for a real estate property
facade	outside wall of a building
facilities	whole of goods and services available inside, outside and near a real estate property aimed at a comfortable stay or living
farm house	house in agricultural area originally destined as residence of direct farmer, nowadays often turned into second home or holiday home
farm land	equals to: agricultural land
farm road (IT: strada interpodereale)	road for public use running in the countryside from one farmhouse to the other, privately owned by the neighbouring land owners
feasibility (phase)	project activity aimed at the assessment whether (architectural) plans may be realised from a legal-urbanistic, financial and technical point of view
fee	economic compensation for professional services
finishings	any non-structural materials and labour for a real estate property (a.o. pavements, windows, doors, dividing walls and systems)
floor plan	bidimensional representation of buildings including internal layout
forest	equals to: woodland
functioning	type of state in which goods (e.g. equipment) is installed, hooked up and available to use by an end user (e.g. guest)
furniture	all moveable items including household goods and upholstery with the objective to arrive at a turn-key delivery
garden	green area usually adjacent to buildings and/or swimming pool
geological testing	activity of geologist aimed at assessing the soil of a lot of land
geologist	technician skilled to identify the type of soil in a lot of land and assess its quality/stability (e.g. as preparatory work for a structural engineer)
geometra	technician skilled to handle technical dossiers (at public authorities), supervise construction work and (originally) measure land with instruments
goods	valuable merchandise (e.g. agricultural products, real estate property, etc)
gross surface	surface measured along the outside perimeter (e.g. outside walls of a building)
grounds	identified piece of land (lot), e.g. land belonging to a house
guest	any (paying or non-paying) private individual or company staying (for short terms) in a real estate property
habitable	primary surface destined for living in
habitability	practicable, residential building, fit to be lived in
heat pump	equipment to generate heat for home and/or swimming pool heating
height quotations (IT: rilievi)	actual measuring of all dimensions of a lot of land by a technician, often as preparatory work for architects and engineer when planning a construction
holiday house	house (also: apartment) provided with licence to rent out for short terms to tourists
holiday rental	short term rental for vacation purposes
home	house where one feels at ease and/or lives
house	habitable stand-alone building (dwelling) for residential use
inquiry	request for information on real estate property offered to rent or to buy without any obligations
inside	all inner spaces of the buildings of a real estate property except for the outside spaces
installation	activity of bringing any goods (e.g. equipment) to a functioning status
interior	all inside items in a real estate property necessary to arrive at a turn-key state: furniture and decorations
interior design	process of plan development (mood book) as well as selecting and purchasing interior for a real estate property
investment overview	overview of all cost (purchase, construction and interior/exterior design) necessary to acquire a real estate property in turn-key state
land	geographical area
land map	bi-dimensional representation of a specific geographical area
land owner	owner of plot(s) of land
Land Registry (IT: Catasto Terreni)	formal public listing of all land parcels (in Italy) for taxation purposes
landscaping	activity of modelling the grounds of a real estate property, often immediate adjacent to buildings and swimming pool
lawyer	professional/consultant skilled in legal matters/jurisdiction
layout	representation of the spread out and division of spaces and/or interior in a building
leisure and activities	description of possible cultural and sports activities and facilities near the real estate property
licence	authorisation to exercise a certain right (e.g. rent out for short terms)
local road (strada vicinale)	road for public use privately owned by the neighbouring land owners
location	specific geographical place (e.g. of a real estate property)
lot	a particular group (as in: lot of land)
lot of land	group of united land parcels
mains	public infrastructure for bringing utilities to a real estate property (e.g. gas mains, water mains)
map	equal to: land map
mediation	activity of liaising between parties with the aim to find an agreement (e.g. for a real estate property purchase-sale transaction)
moodbook	impression of (to be realised) style of interior and exterior, often used in a construction project
municipality	geographical part of Italy and first formal administrative government level
negotiations	process of finding and completing a commercial agreement between two (or more) parties (e.g. for a real estate property purchase-sale transaction)
net surface	surface measured along the inside perimeter (e.g. inside the walls of a building)
new build	erection of a completely new building by construction; equal to: build from scratch
non-habitable	secondary surface at the service of habitable spaces
notary	public official entitled to stipulate and register deeds between parties
notes	specific information in a profile for a real estate property (e.g. availability of products, sales and rental conditions, etc)
offer to purchase	economic offer from a potential buyer to a seller with the aim to acquire, under defined conditions, a real estate property
Office of Real Estate Registers (IT: Conservatoria dei Registri Immobiliari)	public authority conserving all (notarial) deeds related to real estate (e.g. purchase-sale, mortgages, burdens, right of way, etc)
olive grove	geographical area planted with olive trees (for the production of olive oil) recognised by the Municipality/Region and registered in the Land Registry as 'oliveto'
orientation	initial phase of property search aimed at exploring geographical areas and understanding market conditions with the aim to potentially acquire real estate property
outside	all spaces of a real estate property except for the inside of buildings
ownership	formal title stating the exclusive detention and use of a specific good, e.g. real estate property
parcel	piece of land or building specifically identified in the Land Registry or Building Registry
permission	formal consent from competent public authority to exercise predefined activities, e.g. constructing a house
photovoltaic panel	equipment to directly generate electricity
pipng	hydraulic infrastructure (for water supply and sewage)
place	specific geographical spot (e.g. building, land, etc.)
planning (phase)	project activities aimed at detailing the required project result (plans, finishings, works specifications, quotes, project budget)
plans	projection of future buildings and/or swimming pool
plumber	professional skilled to deliver, install, modify and maintain hydraulic, heating and irrigation systems
pool	equal to: swimming pool
pool heating	system to heat the water of a swimming pool
position	description of a real estate property in relation to its location (e.g. altitude, etc) as well as its direct environment (e.g. neighbours, accessibility)
possession	holding, occupying or using of goods, e.g. real estate property, not necessarily being or becoming owner of such goods
power of attorney	formal notarial document with which an individual person or company delegates specific legal power to another individual person or company (in order to act on behalf of the)
practicability	formal declaration towards competent public authorities of fitness of a building or swimming pool
pre-emption right	prerogative of a neighbouring land owner being also direct farmer to purchase with priority a real estate property
preliminary sales agreement	private or public contract in which parties promising to sell and to buy commit to a real estate property sale-purchase often under pre-established (suspending) conditions
premises	private spaces
preparation (phase)	project activity aimed at obtaining an accurate view of the actual 'as is' situation of a real estate property ('photo') including potential (upgrade, building allowance), etc.
price	defined compensation for delivery of goods and/or services
principal	individual person or company with decision and budget power to instruct specific assignments, e.g. to professionals and/or constructors
professional	individual person and/or company specialised in a specific field of expertise, e.g. knowledge (technicians, lawyers, accountants) or production (constructor, electrician, plumber)
profile	(online) description of a real estate property
project	set of one-time off activities geared towards the realisation of a pre defined result (e.g. construction or restoration of a building)
project completion	calendar date of ending of a project, i.e. delivery of final project result to principal
project phase	period of time to follow up on: preparation, feasibility, planning and/or execution
project planning	foreseen timeschedule containing project start, duration of project phases and project completion
project start	calendar date of beginning of a project

promising buyer	individual person or company promising to buy real estate property from a promising seller pending suspending conditions
promising seller	individual person or company promising to sell real estate property to a promising buyer pending suspending conditions
property	goods, e.g. real estate property, belonging to an individual person or a company
property management	activity of looking after all aspects of real estate property (e.g. maintenance, financials, taxes, etc)
Property Registry	Building and Land Registry; equals to: cadastre
property search	active exploration of the real estate market for property to rent or to buy
pump	equipment to run a system, e.g. swimming pool, heating, cold air, garden irrigation and/or well
purchase	acquisition of ownership of goods, e.g. real estate property
purchase price	economic compensation for a purchase
quote	predefined price for the delivery of an established set of goods and/or services
ready to move in	residential building available and fit enough to be lived in, [not necessarily equal to: turn-key state]
real estate agent	mediator negotiating the purchase-sale of real estate property; also: broker
real estate property	agricultural and/or buildable land and/or buildings
real estate unit	apartment, house, villa
refurbishment	similar to: restoration;
region	geographical part of Italy and second formal administrative government level; entitled to issue laws in the field of construction
registration	formal enrolment of private agreements or notarial deeds at the Property Registry (Cadastré)
renovation	construction activities aimed at modernising and personalising an existing habitable building or swimming pool (e.g. replacing kitchen and bathrooms, painting all walls, etc.)
rental	paid short term stay in a real estate property
rental period	predefined time of stay (for short terms) in a real estate property
rental potential	expected # of rental periods per annum in a real estate property to be booked by SpecialUmbria
rental property	real estate property offered for short term rentals
rental request	proposal from a potential tenant to agent for a booking in a rental property
residence	address of building where a private individual mainly lives
residency	enrolment of a private individual in the Municipality registry at the address of residence in said Municipality
resident	private individual enrolled in the Municipality registry
residential	type of building destined to be lived in
restoration	construction activities aimed at renewing the structure (and finishings) of an existing building or swimming pool (e.g. demolition and reconstruction, enhancement foundations, etc)
right of way	allowance to cross third party owned real estate property (active right) or to have third parties cross one's own real estate property (passive right)
road	wide way often with prepared surface allowing vehicles to move from one place to another
ruin	building in derelict state, in need of demolition and reconstruction
sale	transfer of ownership of goods, e.g. real estate property, from a seller to a buyer
sales category	type of real estate (e.g. buildable plot of land, project by SpecialUmbria, to be restored, ready-to-move-in, luxury apartment, agricultural estate)
sales price	economic compensation for a sale
security deposit	reimbursable amount to wire by tenant to the agency (e.g. SU) when renting real estate property therewith guaranteeing the correct use of the property during the rental period;
seller	private individual or company transferring ownership of goods, e.g. real estate property, to a buyer
sewage	a channel or pipe carrying off surplus liquid (grey and black water) from a building
shareholder	owner of (a part of) a company
short term rental	period of paid (less than 30 days) stay in a rental property with the aim of its normal residential use, e.g. holiday rental
site inspection	visit to construction site with the aim to verify progress and quality of carried out work
sketch	rough, headline design of a building, garden and/or swimming pool
sleeps	# of individual people that can be accommodated (stay) in a real estate property
solar panel	equipment to directly generate hot domestic water
sold	real estate property of which the ownership is formally transferred by deed of sale or is in the phase of being transferred (e.g. when suspending conditions have been verified)
solicitor	lawyer entitled to represent individuals/companies in legal course
SpecialMarche	brand of the business activity mediating short term rentals mainly in the Italian region of Le Marche
SpecialPuglia	brand of the business activity mediating short term rentals mainly in the Italian region of Puglia
specials	leisure, activities and facilities specific for a certain rental property
SpecialSicily	brand of the business activity mediating short term rentals mainly in the Italian region of Sicily
SpecialTuscany	brand of the business activity mediating short term rentals mainly in the Italian region of Tuscany
SpecialUmbria	Italy
SpecialUmbria project	project run by SU with the objective to bring a real estate property to a turn-key state
squared meters (sqm)	surface expressed in one meter by one meter
stamp duties	out-of-pocket expenses due to a public authority for depositing communications/requests and/or obtaining authorisations/permissions
starting from	base for a price level going upwards
structure	stable framework (skeleton) of a building based on foundations including outside walls and roof
SU	abbreviation of: SpecialUmbria
surface	identified space of a building or a piece of land (lot)
surroundings	area of approximately 5 to 10 km around a real estate property, e.g. to describe access to supermarkets, shops and restaurants
survey	investigation with the aim to check the actual status of (specific aspects of a) real estate property
surveyor	technician with the assignment to carry out a survey (due diligence)
survey report	written summary of the findings and conclusions resulting from a survey
suspending conditions	specific clauses in an offer to purchase and/or preliminary sales agreement to be investigated by parties defining the circumstances under which a purchase-sale can be completed, or not
swimming pool	large reinforced concrete tub usually located outside a building and finished with liner destined for private swimming, often surrounded by terrace
systems	whole of equipment geared towards the delivery of basic needs in a real estate property (e.g. illumination via electrical system, hot water via heating system, domestic water via plumbing system, etc)
tarmac road	asphalted (private or public) road; as opposed to: white road
tax code (IT: codice fiscale)	formal identification number of a private individual or a company towards tax authorities
technician	professional skilled on specific aspects of real estate property
technical office	department of a public authority supervising all urbanistic aspects of its area of competence (e.g. geography of Municipality)
tenant	guest paying for short term stay (rental) in a real estate property
to be finished	existing building in builder's finished state, in need of further finishings
to be restored	existing building in need of consolidation/enhancement of its structure as well as new finishings
transcription	formal enrolment of notarial deed at the Office of Real Estate Registers
travel	actual length of road to drive by car to access real estate property from a certain (international) airport
turn-key delivery	hand over to owner of a real estate property in turn-key state
turn-key state	state of a real estate property according to SpecialUmbria standards containing a set of high level features (as per a separate definition list with specifications)
turn-key price	economic compensation for a real estate property in turn-key state
turn-key project	project geared towards arriving to the turn-key state of a real estate property
under offer	phase in real estate property purchase-sale process where parties have found an agreement allowing time to investigate any suspending conditions; no other offers can be considered
upgrade	bringing to a higher level or standard the systems, finishings, interior and/or exterior of a building or swimming pool
urbanistic	the whole of laws and rules governing built areas in a geographical area of competence, e.g. Municipality
utilities	supply of energy
VAT (IT: IVA)	value added tax: % of a price to be paid to the government via the seller of the services and/or goods
VAT number (IT: partita IVA)	formal identification number of a company towards tax authorities
viewing	visit to a real estate property for sale accompanied by real estate agent
villa	larger house in excellent (private) location
vineyard	geographical area planted with grapes for wine production, recognised by the Municipality/Region and registered in the Land Registry as 'vigneto'
voucher	attest by agent of receipt of all payments due by tenant for a booking, including details of and directions to booked rental property
well	(usually private) facility pumping natural underground water to the surface of a real estate property destined for garden irrigation and sometimes for domestic use
white road	non-asphalted (private or public) road; as opposed to: tarmac road
wish list	inventory of all possible requests of a (potential) buyer for the finishings, furnishing and decorations of a real estate property
woodland	geographical area tightly filled with trees recognised by the Municipality and registered in the Land Registry as 'bosco'
wiring	electrical cabling
#	equals to: number of

Disclaimer

1. The above list has been prepared with utmost care; no rights or whatsoever can be claimed.