Lesson
30

WORDS TO LEARN

apprehensive
circumstance
condition
due to
fluctuate
get out of
indicator
lease
lock into
occupy
option
subject to

Renting and Leasing

Study the following definitions and examples.

1. **apprehensive** adj., anxious about the future
   a. Most new home buyers are apprehensive about their decision.
   b. The mortgage lender was apprehensive about the company's ability to pay.
2. **circumstance** n., a condition; a situation
   a. Under the current economic circumstances, they will not be able to purchase the property.
   b. If the circumstances change in the near future and we have new properties, we will be sure to call you.
3. **condition** n., the state of something; a requirement
   a. Except for some minor repairs, the building is in very good condition.
   b. There are certain conditions that are unique to leasing a property.
4. **due to** prep., because of
   a. Due to the low interest rates, good office space is difficult to find.
   b. He didn't believe that the low prices were due only to the neighborhood.
5. **fluctuate** v., to go up and down; to change
   a. No one is very comfortable making a large investment while the currency values fluctuate almost daily.
   b. Prime business areas fluctuate with local economies, crime rates, and cost of living indices.
6. **get out of** v., to escape; to exit
   a. The agent wasn't sure if the executives could get out of their prior real estate arrangement.
   b. The company wanted to get out of the area before property values declined even further.
7. **indicator** n., a sign, a signal
   a. If the economy is an accurate indicator, rental prices will increase rapidly in the next six months.
   b. The results of the elections were seen as an important indicator of the stability in the area.
8. **lease** n., a contract to pay to use property for an amount of time; v., to make a contract to use property
   a. With the lease expiring next year, they need to start looking for a new location as soon as possible.
   b. They decided to lease the property rather than buy it.
9. **lock into** v., to commit; to be unable to change
   a. The company locked itself into a ten-year lease that they didn't want.
   b. Before you lock yourself into something, check all your options.
10. **occupy** v., to dwell or reside in
    a. Tenants are usually allowed to occupy their space beginning on the first day of the month.
    b. Our company has occupied this office for more than five years.
11. **option** n., a choice, an alternative
    a. You could arrange the lease with an option to buy after a certain amount of time.
    b. With the real estate market so tight right now, you don't have that many options.
12. **subject to** adj., under legal power; dependent
    a. This contract is subject to all the laws and regulations of the state.
    b. The go-ahead to buy is subject to the president's approval.

LIVEWORKSHEETS

WORDS IN CONTEXT

Read the following passage and write the words in the blanks below.

apprehensive	due to	indicator	occupancy
circumstances	fluctuations	lease	options
condition	get out of	lock into	subject to

Starting a new business is both an exciting and frightening undertaking. Most new business owners are (1) _____ about their ability to make all the decisions that arise during the course of opening a business. One of the first issues that will arise is whether to buy or (2) _____ property. In order to evaluate the options, business owners research the current real estate market. (3) _____ rates are a good (4) _____ of the overall business climate. Prices per square foot will increase as the occupancy rate increases.

Economic change is part of the business climate. There are often large (5) _____ in prices within a given city. These fluctuations are (6) _____ many factors like the (7) _____ of the building, the surrounding neighborhood, access to public transportation, and business projections for the area.

Because there is so much uncertainty in starting a business, many owners do not want to (8) _____ themselves _____ a long-term lease. Many negotiate clauses in their contracts to (9) _____ a lease under certain (10) _____. They want to insure the prices and conditions of a property before making a large commitment. Leases often provide more flexibility than buying a property. They like to leave their (11) _____ open. They don't like to be (12) _____ the whims of the marketplace.

LIVEWORKSHEETS

WORD FAMILIES

verb	apprehend	A child can't apprehend the importance of saving for the future.
noun	apprehension	The air was thick with apprehension as the landlord met with the tenants.
adjective	apprehensive	The tenants were apprehensive about the conditions of their rental agreement.

adverb	circumstantially	The building owner circumstantially takes money out of the escrow account for emergency repairs.
noun	circumstance	Because of our circumstances, the rental agent kindly allowed us to get out of our lease early.
adjective	circumstantial	The judge's decision that the tenant was responsible for repairing the damage was based solely on circumstantial evidence.

verb	condition	The president conditioned her acceptance on two factors that were spelled out in the letter of agreement.
noun	condition	They decided to rent the space, under the condition that the price would not be raised for the next two years.
adjective	conditional	If you give a conditional go-ahead, we will start drawing up the plans.

verb	indicate	As was indicated in the terms of the lease, any changes to the property must be approved by the owners.
noun	indicator	The state of local schools is a good indicator of the health of the economy.
noun	indication	The management team had every indication that the tenants were planning to stay for the near future.

verb	fluctuate	As interest rates began to fluctuate, many investors became nervous and took their money out of the real estate market.
noun	fluctuation	Construction is sensitive to any fluctuations in the economy.
gerund	fluctuating	Any additional fluctuating on prices will not be accepted.

verb	occupy	The owner must make sure that the space is in good condition before the tenant occupies it.
noun	occupant	Most of the occupants of this building are doctors and lawyers.
noun	occupancy	The occupancy rate of the building has never fallen below 85 percent.

LIVEWORKSHEETS

WORD PRACTICE

LISTENING COMPREHENSION

CD2
Track 5

Part 1 Photo

Look at the picture and listen to the sentences. Choose the sentence that best describes the picture.



1. Ⓐ Ⓑ Ⓒ Ⓓ

Part 2 Question–Response

Listen to the question and the three responses. Choose the response that best answers the question.

2. Ⓐ Ⓑ Ⓒ

3. Ⓐ Ⓑ Ⓒ

Part 3 Conversation

Listen to the dialogue. Then read each question and choose the best answer.

4. What does the man want to do?
   (A) Validate his signature.
   (B) Sign a contract.
   (C) Become a lawyer.
   (D) Get out of a lease.

5. What is he afraid of?
   (A) Wearing the wrong suit.
   (B) Paying too much money.
   (C) Making the wrong decision.
   (D) Being sued.

6. When does he have to make a decision?
   (A) Before 10:00.
   (B) Before the end of the month.
   (C) In four months.
   (D) In ten months.

Part 4 Talk

Listen to the talk. Then read each question and choose the best answer.

7. Who is the audience for this talk?
   (A) Customers and clients.
   (B) Landlords.
   (C) Lawyers.
   (D) Tenants.

8. What should a business owner do before signing a lease?
   (A) Make sure her business is successful.
   (B) Look at the neighborhood.
   (C) Get more customers.
   (D) Occupy the space.

9. What length of time does the speaker recommend for a lease?
   (A) Four years.
   (B) Five years.
   (C) Nine years.
   (D) Ten years.

LIVEWORKSHEETS

READING

Part 5 Incomplete Sentences

Choose the word that best completes the sentence.

10. The president was _____ about adding more space to the factory.
    (A) apprehend (C) apprehension
    (B) apprehensive (D) apprehended

11. The financial _____ of our business don't allow us to lease an office with such a high monthly rent.
    (A) circumstances (C) circumstantially
    (B) circumstantial (D) circumstanced

12. The real estate agent couldn't determine how to best work with a company that placed so many _____ on everything that they did.
    (A) conditional (C) conditioned
    (B) condition (D) conditions

13. The buyer _____ with a nod of his head that he was placing a bid on the property.
    (A) indicates (C) indicated
    (B) indication (D) indicator

14. _____ as it does, I don't understand how anyone can depend on that country's market to provide a safe investment.
    (A) Fluctuated (C) Fluctuation
    (B) Fluctuating (D) Fluctuate

15. The lawyers signed the papers and the company took _____ of the new building.
    (A) occupied (C) occupancy
    (B) occupants (D) occupying

Part 6 Text Completion

For Rent

Large, sunny office in prime downtown location. We are seeking a tenant to take over the lease from the current occupant, who must leave due __16__ unforeseen circumstances. The new tenant will take over the six months remaining on the lease and will have the __17__ to renew for an additional year. The office has been recently repainted and is in excellent __18__. Call 567-0943 between 10:00 and 4:00 Monday through Friday to make an appointment to see the space.

16. (A) to
    (B) of
    (C) by
    (D) on

17. (A) optionally
    (B) optional
    (C) option
    (D) opt

18. (A) fluctuation
    (B) indication
    (C) apprehension
    (D) condition

LIVEWORKSHEETS

Part 7 Reading Comprehension

Questions 19–23 refer to the following e-mail message.

To: Ted Van Dorn
From: Bernadette Riley
Subject: Office space
Date: April 10

Ted,

I have found the solution to our office problems. I know that you have been wanting to get out of the neighborhood where our office is currently located, but that you have been apprehensive about the cost of renting in a better neighborhood. I have found an office downtown that I am sure we can afford. It is a bit smaller than our current space, but I think it will be big enough. The best part is, the rent is the same as we are paying now. This is due to the fact that the office is not in excellent condition. However, I think it will be easy for us to paint it and make a few small repairs. The space will be available for occupancy on the fifteenth of next month. We have the option of signing a one- or two-year lease, so we won't have to lock ourselves into a long-term contract. However, in order to get the low rent, we have to sign by the thirtieth of this month. If you are interested in this, I can arrange for you to see the space this weekend. Let me know as soon as possible.

Bern

19. Why doesn't Ted like his current office?
    (A) It is in a bad location.
    (B) It is too expensive.
    (C) It isn't big enough.
    (D) It isn't in good condition.

20. When can Ted and Bernadette move into the new office?
    (A) April 10.
    (B) April 15.
    (C) May 10.
    (D) May 15.

21. What do they have to do before the end of this month?
    (A) Paint the office.
    (B) Sign the lease.
    (C) Change the locks.
    (D) Leave their old office.

22. The word *apprehensive* in line 3 is closest in meaning to
    (A) certain
    (B) relaxed
    (C) anxious
    (D) delighted

23. The word *option* in line 8 is closest in meaning to
    (A) choice
    (B) desire
    (C) necessity
    (D) requirement

LIVEWORKSHEETS