



EAA publishes a new edition of
A Glossary of Terms for the Estate Agency Industry

(24 July 2006) The Estate Agents Authority (EAA) attaches great importance to professional development in the estate agency trade. Three months ago, EAA published *Inquiry Hearing Cases – A Selection II*. Now, EAA has launched a new and expanded edition of *A Glossary of Terms for the Estate Agency Industry*. The new edition, with richer content and more entries, reflects the latest developments in the estate agency trade.

In recent years, economic and trade relations between Hong Kong and the Mainland have become increasingly close. Thus, entries in this edition of the *Glossary* include their simplified Chinese equivalents, accompanied by the corresponding Romanisation in Putonghua, to assist estate agents with business conversation in the Mainland. Mainland readers can also familiarise themselves with commonly used terms related to Hong Kong's real estate business, thereby deepening their understanding of the estate agency field. As a result, the *Glossary* can help to promote the exchange of professional knowledge between Hong Kong and the Mainland.

The *Glossary* is a useful aid to self-improvement, enabling readers to learn more of the expressions used in the real estate business trade and to master their English equivalents, the written form of the corresponding simplified Chinese characters and their pronunciation in Putonghua.

The property sector is one of the major pillars of the economy in Hong Kong and estate agents play an important role in promoting fair and honest property transactions. EAA believes this *Glossary* will equip practitioners with a sound knowledge of the language associated with the field and help them provide quality services to clients.

A free copy of the *Glossary* will be mailed to all licensees. Copies are also on sale for \$30 at EAA.



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