

Term	Definition
U.S. Department of Veterans Affairs (VA) automatic	A lender authorized to certify a mortgage conforms to U.S. Department of Veterans Affairs (VA) regulations.
U.S. Department of Veterans Affairs (VA) mortgage guarantee	A program that assists qualified veterans or their surviving spouses to buy a home with zero down payment. [See RPI Form 153]
unconscionable advantage	When an equity purchase investor or a mortgage holder exploits an element of oppression, helplessness or surprise to exact unreasonably favorable terms from a property owner or tenant.
underemployment	When hours worked each week are cut, resulting in a lower-than-normal income.
underimprovement	An improvement which, because of its deficiency in size or cost, is not the highest and best use of the site.
underwriting	The analysis of the risk of default posed by the information in a complete mortgage application and documentation.
undocumented immigrant	An individual who enters a country without the approval of that country.
undue influence	Use of a fiduciary or confidential relationship to obtain a fraudulent or unfair advantage over another's weakness of mind, or distress or necessity.
unearned increment	An increase in value of real estate due to no effort on the part of the owner; often due to increase in population.
unearned incremental increase	An increase in the value of the property due to outside influences separate from any action by the property owner.
unemployment	When an employee loses their job, resulting in no income.
unenforceable	A contract that cannot be enforced in court of law.
uniform commercial code	Establishes a unified and comprehensive method for regulation of security transactions in personal property, superseding the existing statutes on chattel mortgages, conditional sales, trust receipts, assignment of accounts receivable and others in this field.
Uniform Residential Loan Application (URLA)	A standardized mortgage application prepared by the buyer with the assistance of the transaction agent (TA) and the lender's representative. [See RPI Form 202]
Uniform State Test (UST)	A standardized test fulfilling both national and state components of the mortgage loan originator (MLO) exam.
unilateral cancellation	A situation under a purchase agreement when one party acting alone terminates the agreement, eliminating the requirement for the buyer and seller to perform on the terms stated.
unilateral employment agreement	An oral or written employment agreement obligating the broker to use their best-efforts to fulfill the client's real estate goals without imposing a due diligence duty on the broker until a match is located, commonly called an open listing.
unilateral fee instructions	Instructions signed only by the seller which authorize escrow to pay the broker fee from their net proceeds of the sale.
unit-in-place method	The cost of erecting a building by estimating the cost of each component part, i.e., foundations, floors, walls, windows, ceilings, roofs, etc., (including labor and overhead).
universal homeownership	The idea that everyone can and should be able to own a home. Similar to the American Dream policy.
unknown and unsuspected claims	Claims unknown to the parties which are later established and pursued after entering into a general release.

unlawful detainer (UD)	The unlawful possession of a property. [See RPI Form 575 -578]
unlicensed activities	Activities performed by unlicensed assistants, such as clerical work which does not relate to the communication of information such as price and terms of a sale with potential buyers and sellers.
unlicensed assistant	An individual hired by a broker to perform nondiscretionary administrative activities that do not require a license, such as reviewing documents or helping at an open house, on behalf of the employing broker or their agents. [See RPI Form 507]
unrelated debt financed income	Taxable income on the portion of income and profit realized from ownership of debt leveraged real estate by a self-directed IRA LLC.
Unruh Civil Rights Act	A California law which prohibits discrimination by a business establishment based on sex, race, color, religion, ancestry, national origin, disability or medical condition. A real estate practice is a business establishment.
unsecured debt	A mortgage balance remaining unpaid following reconveyance of property subject to a trust deed, exhaustion of the security by foreclosure of a prior lien or errors in the principal amount of a mortgage debt in a beneficiary statement or payoff demand.
unsecured note	A document evidencing a debt owed by one person to another where the debt is not secured by collateral, also called an unsecured promissory note. [See RPI Form 424]
unusable credit	Freddie Mac's designation of credit other than usable credit, e.g., nontraditional debt.
upcharging	The practice of marking up the price of a third-party service and keeping the difference.
urban property	City property; closely settled property.
usable credit	Freddie Mac's designation that an applicant has enough accurate traditional credit history to generate a valid credit score.
use license	The grant of a personal privilege to use property with no right to occupy or exclude others.
use-maintenance provision	A provision in a commercial lease agreement which establishes the landlord's and tenant's responsibility for the care and maintenance of the premises during the lease term. [See RPI Form 552 §7.1]
use-of-premises provision	A provision contained in a nonresidential lease agreement which establishes the single specified purpose for the tenant's use of the leased premises. [See RPI Form 552 §6]
usufructuary right	The right to reasonable use of water subject to changing circumstances controlling the use of water.
usury	A limit on the lender's interest rate yield on non-exempt real estate mortgages.
utilities	Refers to services rendered by public utility companies, such as - water, gas, electricity, telephone, cable, internet.
utility	The ability to give satisfaction and/or excite desire for possession. An element of value.
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