

California Real Estate Principles 9th Edition

Mastering Real Estate PrinciplesReal Estate, Principles and PracticesCalifornia Real Estate PrinciplesReal EstateCalifornia Real Estate PrinciplesREAL ESTATEMastering Real Estate PrinciplesReal Estate PrinciplesReal Estate PrinciplesReal Estate PrinciplesReal Estate PrinciplesReal Estate PrinciplesReal Estate PrinciplesReal Estate Principles and PracticesReal Estate Principles and PracticesReal Estate PrinciplesReal Estate PrinciplesReal Estate Principles for the New EconomyFlorida Real Estate Principles, Practices, and LawFlorida Real Estate Principles, Practices & LawReal Estate Principles and Practices Gerald R. Cortesi Philip Adelphus Bensen Charles O. Stapleton Philip A. Benson Hyman Maxwell Berston PHILIP A. BENSON Gerald R. Cortesi Bruce Harwood David C. Ling Charles F. Floyd Charles Jacobus Alfred A. Ring Arlyne Geschwender Metzger Fung Norman G. Miller David S Coleman George Gaines Philip Adolphus Benson

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mastering real estate principles is designed for interaction with the master material to make learning as quick and efficient as possible this innovative new learning system features the following study aids more than 500 diagnostic exam questions and explanations more than 300 examples illustrating the real world of real estate more than 125 hints tips and notes to help accelerate progress plus a unique study tool kit containing progress charts abbreviations formulas laws maths review and more

completely revised and thoroughly comprehensive this is the brand new edition of the state s premier real estate licensing manual ideal for home study or classroom for the prospective real estate broker or salesperson for anyone seeking a solid foundation for building or maintaining a successful career book jacket

the study and practice of real estate draws on a multitude of disciplines including architecture urban and regional planning building construction urban economics law and finance this diversity of perspectives presents a challenge to the instructor of a real estate principles course depending on their backgrounds and training and on the interests of the students some instructors may choose to emphasize the legal concepts that define and limit the potential value of real estate other instructors may focus more on licensing and brokerage issues popular topics with many students or on the investment decision making process still others may feel that real estate market and feasibility analysis should be the core topics in a principles class in short one of the difficulties in teaching an introductory real estate course is that there appear to be too many principles the critical question thus becomes what framework should be used to teach these principles

this leading textbook for the college introductory real estate principles course is a comprehensive well written text known for its easy to understand and practical approach to the principles of real estate highlights include instructor resources available online at dearbornre.com including a powerpoint presentation real estate today advisory boxes analyze specific legal cases and controversial issues in the industry a recurring case study is woven throughout the book highlighting the decision process in a typical real estate transaction close ups legal highlights and case studies appear throughout to provide real world applications of the concepts contains a student study guide cd rom with interactive case studies

more than ever today s economy is in constant evolution continually creating new challenges and new opportunities real estate principles for the new economy reflects on this new perspective in both the real estate industry and academic world along with the value of new economic possibilities brought about by the ever changing information technology revolution miller geltner apply the implications of technology on both the specializations within the real estate industry and various property types while the text covers fundamentals necessary to understand today s economy the supplemental cd provides professional grade spreadsheets and tools that allow you to practice these fundamentals together this learning package integrates the developments in the field of financial economics that have become basic to the understanding of and professional practice within the real estate field this book provides new global perspectives that enable you to become sensitive to cultural differences that may influence business decisions risk management and negotiation strategies preparing you for doing business in the new economy

this florida real estate principles text provides up to date state specific information updated annually with the latest developments in florida real estate law this text should be a prelicensing staple for real estate students that effectively combines legal and practical aspects of florida real estate laws and practices for prospective salespersons

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