

Principles Of Real Estate Practice

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principles of real estate practice is a modern learning tool for the student preparing to enter the real estate business as a licensed professional the textbook contains the essentials of real estate principles law and practices taught in real estate schools and colleges across the country including all those fundamentals that real estate educators practicing professionals national testing services and state licensing officials agree are necessary for basic competence principles of real estate practice covers the national requirements for the initial 30 90 hours of classroom study or its equivalent mandated

by state license laws across the country it has nearly 500 practice questions to test mastery of the content principles of real estate practice is tailored to the needs of the pre license student its examples and exercises are grounded in the authors fifty combined years in real estate education the textbook is designed to make it easy for students to learn the material and pass their real estate exam prepare students for numerous career applications stress practical rather than theoretical skills and knowledge table of contents the real estate business rights in real estate interests and estates ownership encumbrances and liens transferring and recording title to real estate real estate leases land use planning and control legal descriptions real estate contract law agency listing agreements the brokerage business contracts for the sale of real estate real estate market economics appraising and estimating market value real estate finance real estate investment real estate taxation professional practices closings real estate licensing and regulation risk management property management real estate mathematics and formulas practice quizzes practice exam glossary of general real estate terms index we now offer state specific versions of principles of real estate practice for alabama arizona arkansas florida georgia illinois indiana maryland massachusetts michigan mississippi missouri new jersey nevada north carolina south carolina tennessee texas and virginia more coming soon

building on industry fundamentals this new edition provides the skills a student needs to build a successful real estate practice the text explores issues facing professionals including advertising qualifying prospects loan applications investment analysis competitive market analysis and using the internet in practice 493 pages 2004 copyright chapters include instructor note student enrichment exercises power point presentations chapter 1 getting started in real estate chapter 2 ethics fair housing and trust funds chapter 3 mandatory disclosures chapter 4 prospecting chapter 5 listing presentation package chapter 6 listing presentations chapter 7 servicing the listing chapter 8 advertising chapter 9 the buyer and the property showing chapter 10 obtaining the offer and creating the sales agreement chapter 11 from offer to closing chapter 12 real estate financing chapter 13 escrow and title insurance chapter 14a taxation chapter 14b taxation cont chapter 15 property management and leasing chapter quiz answer keys mini quizzes for all chapters mini quiz answer keys

first published in 1959 this premier real estate principles textbook has trained more real estate professionals than any other book new to this second edition are learning objectives and why should i learn about concepts wwl links to valuable sites and a math faqs section contents of this book are as follows preface acknowledgments part one principles 1 introduction to the real estate business 2 real property and the law 3 concepts of home ownership 4 agency 5 real estate brokerage 6 listing agreements and buyer representation 7 interests in real estate 8 forms of real estate ownership 9 legal descriptions 10 real estate taxes and other liens 11 real estate contracts 12 transfer of title 13 title records 14 real estate financing principles 15 real estate financing practice 16 leases part two practices 17 property management 18 real estate

appraisal 19 land use controls and property development 20 fair housing and ethical practices 21 environmental issues and the real estate transaction 22 closing the real estate transaction appendix i introduction to real estate investment appendix ii nar codes of ethics sample examination math faqs glossary of key terms links answer key index comments marie spodek drei professional real estate services writes this book consistently meets the needs of three levels of students for beginners definitions for intermediate users application and for advanced users little known fact every time i pick up big yellow i learn something new paul boyter crs gri mccolly school of real estate if a student doesn t pass it is because they didn t read the book i think it is great

annals for 1924 1927 issued in 6 to 9 vols covering the proceedings of the various divisions of the association at the annual conventions

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