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building on industry fundamentals this new edition provides the skills a student needs to build a sucessful real estate practice the text explores issure facing professionals including advertising qualifying prospects loan applications investment analysis competitive market analysis and using the internet in practice 493 pages 2004 copywright 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

this california specific text is useful for both consumers and prospective agents to provide the basics of real estate to consumers interested in buying or selling their own real estate to teach students in real estate classes the basics of the industry or to help potential real estate salespersons or brokers complete the required class in preparation for the state licence examination it is unique in its focus on the interests of the consumer it is organized so that high interest career topics compensation agency precede material on law and financing also includes sample tests to provide practice for the california real estate exam

joseph w decarlo cpm gri reci mba a well known real estate property management professional college professor in southern california has written an innovative book on real estate real estate adventures principles practices is an introduction to the real estate field written in novel format following the career of his fictional heroine megan we are led through her new career in an entertaining informative style we share the gutsy heroine s frustrations successes as she negotiates the intricacies of her new profession beginning with megan s initial interest in pursuing a career as a real estate sales agent we experience the process with her as she completes her first sale real estate adventures principles practices is a comprehensive novel megan soon moves on to more complex transactions the reader is exposed to appraisal financing installment sales exchanges landlord tenant law taxation a true romance novel for the 90s we share megan s professional trials triumphs as well as her developing personal relationships each chapter of this entertaining novel covers an area of the real estate industry in a comprehensive yet easy to understand format footnotes at the end of each chapter provide further clarification to the subjects discussed in that particular chapter for anyone interested in the potential possibilities that await them in this challenging rewarding field this book is a definite must read

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