

Dearborn Real Estate Practice Test

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Mettling Stephen Mettling

for more than forty years modern real estate practice has set the industry standard for real estate education with over 50 000 copies sold every year and over 3 million real estate professionals trained now in this exciting new edition modern real estate practice continues that tradition of excellence includes a test building cd rom and urls for key government and professional association websites

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

the eleventh edition update of modern real estate practice in texas is the most comprehensive and current texas real estate textbook available along with an all new chapter on control of land use you will find many special features including in practice and for example paragraphs to apply theory to practice margin notes to direct attention to important vocabulary terms math concepts at relevant points within the chapter website addresses to expedite additional research exam prep notes and a sample salesperson license exam complete coverage of the new 2003 texas real estate laws the changes in real estate law effective on september 1 2003 have been incorporated into this new edition teach and learn with confidence knowing that your text's facts are up to date this book also includes the new forms with changes in law also come changes in forms this book has incorporated all of the new texas real estate commission forms so when students practice on these forms they know they are preparing for a smooth transition into a real estate career new powerpoint slides as technology becomes more sophisticated so do the teaching tools associated with modern real estate

practice in texas these slides will make teaching a snap whether they re used as a reference or used when teaching the class for example in practice sections whether teaching or preparing to get your license nothing takes you into the field better than these they re certain to help students with real life real estate once they get their license and they also make great teaching tools

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

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