

Kaplan California Real Estate Practice 7th Edition

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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

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

a primary text covering california real estate laws and practices essential information for california real estate broker and salesperson license examinations and for buyers and sellers of california real estate it is used for the california principles of real estate course

known for its accessible approach to real estate law and comprehensive state specific information this introductory text is a favorite with california broker candidates the text explores the latest legal trends including using the internet in practice consumer protection and marketing liability chapters include introduction lesson assignments chapter one nature and cycle of california real estate finance chapter two money and the monetary system chapter three fiduciary sources for real estate finance chapter four semifiduciary and nonfiduciary sources for real estate finance chapter five conventional insured and guaranteed loans chapter six federal and state financial regulations and lending programs chapter seven junior real estate finance chapter eight contemporary real estate finance chapter nine instruments of real estate finance chapter ten real estate loan underwriting chapter eleven processing real estate loans chapter twelve the secondary mortgage and trust deed markets chapter thirteen defaults and foreclosures chapter fourteen investment financing strategies chapter fifteen mathematics of real estate finance exams and answer keys pin access only

this volume intends to ensure that today's real estate practitioners in the state of california are equipped with the knowledge and tools needed to be successful it explains the body of real estate law and ethics that are critical to the daily practice of real estate with an emphasis on fair housing full disclosure and laws governing real estate licensees it instructs agents on how to perform vital real estate procedures the authors reveal effective ways to use current technology such as the internet e mail and computer technology to greatly enhance an agent's ability to deal with an increasingly technologically savvy public it also teaches users how to perform important real estate procedures such as filling out a listing agreement preparing presentation packages as well as the real estate practitioner's role in procedures including obtaining escrows tax and title information and financing finally the many employment options for california real estate professionals are explained in detail

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

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