

Kaplan California Real Estate Practice 7th Edition

California Real Estate Practice Principles of California Real Estate California Real Estate Law California Real Estate Principles California Real Estate Practice California Real Estate California Real Estate Directory California Real Estate Principles Current Law of California Real Estate California Real Estate California Real Estate Principles California Real Estate Principles Insider's Guide to Passing the California Real Estate Exam Real Estate Bulletin American Millionaires California Real Property Remedies Practice The National Real Estate Journal The Land of Sunshine The California Handbook Commercial and Financial Chronicle Bankers Gazette, Commercial Times, Railway Monitor and Insurance Journal William H. Pivar Kathryn J. Haupt William H. Pivar Charles O. Stapleton Lowell Anderson Walter Roy Huber Harry D. Miller Sherry Shindler Price Hyman Maxwell Berston Rockwell Publishing Company Craig H. Scott

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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

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