

2015

Dearborn™
Real Estate Education





Our Mission

For more than 50 years, we have continued our commitment to helping our partner schools succeed by providing the highest quality content and support materials. Our experience and understanding of the real estate industry is unsurpassed. With Dearborn, you can achieve success!

Who We Are

Dearborn Real Estate Education, a division of Kaplan Professional Education, is the leading provider of quality content solutions for real estate education providers.

Kaplan Professional Education is among the premier providers of licensing and continuing education to businesses and individuals in financial services, insurance, banking, real estate, legal, and information technology industries.

Our Content

The strength of our experience lies in our dedication and ability to continually produce the highest quality, up-to-date educational content for real estate schools. Our content spans every stage of a real estate professional's career from prelicensing and continuing education to broker, appraisal, home inspection, and more. Both our textbooks and online courses are designed with special learning features tailored to adult learners.

Premium Instructor Support Materials Make Learning More Enriching

When you place an order with Dearborn, you're purchasing more than just education materials. You're purchasing a complete teaching system. Most of our materials come with a full set of Instructor Resources and teaching aids that can be seamlessly incorporated into your instruction and curriculum.

Instructor Resources vary by title but can include any combination of the following resources:

- Timed course outlines
- Lecture outlines
- Learning objectives
- PowerPoint presentations
- Student exercises and activities
- Quizzes, exams, and test banks with answer keys
- Case studies, discussion topics, and class activity suggestions
- Lesson assignments

Learn More

Call your Account Manager for a personal consultation, or visit us online at www.dearborn.com to learn more about the full range of products and services we offer and how Dearborn can help your business grow.

Our Core Values

QUALITY CONTENT

We continually produce the highest quality, most up-to-date content for real estate schools.

SUPPORT

We give you the superior Instructor Resources and teaching aids you need to succeed.

RESULTS

We're dedicated to helping you achieve your goals—we succeed when you succeed.

Icons Provide Easier Navigation

Throughout our catalog, you'll notice a series of visual cues or icons designed to provide quick answers to common questions. If you're uncertain what the icons represent, you can refer to the supplementary reference key at the foot of the page for help. Simply glancing at the icons will tell you the course delivery method and whether Instructor Resources are available.



REcampus Online



Instructor Resources



eBook



Audio

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Client Services, Orders, and Billing Questions

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Phone: 877.788.3873

Technical Support

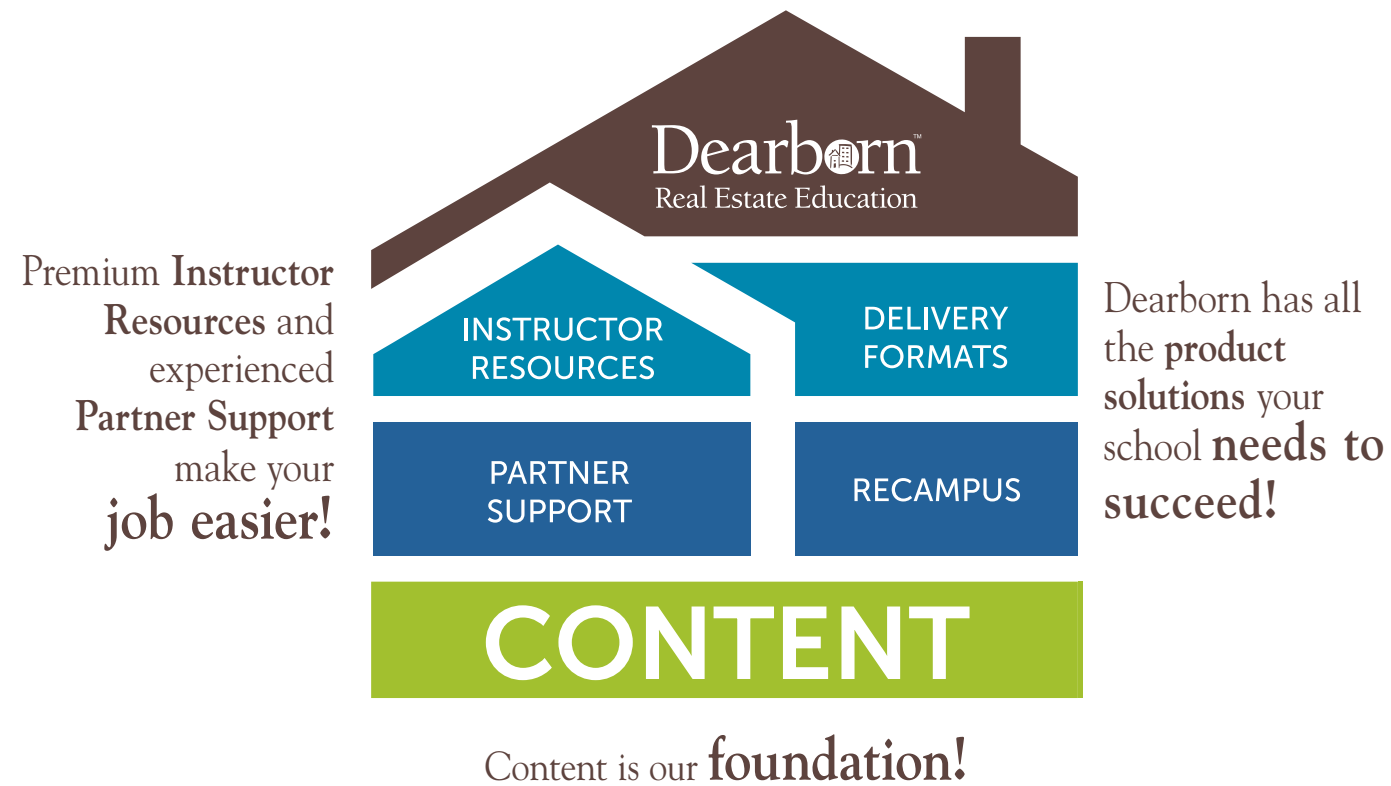
Email: REtechsupport@dearborn.com
Phone: 888.213.5124

ARELLO® and IDECC Certification

When product information indicates "ARELLO® Certified" or "IDECC Certified," the certification is for the current version of the course. Dearborn will submit the course for ARELLO® or IDECC certification prior to releasing it for sale in states where ARELLO® or IDECC certification is required.

Build success with the Dearborn Difference

We strive to make your job easier!



Expand into Distance Education with REcampus!

Through REcampus, your school can create a customized, branded site where students can register and take online licensing, exam prep, and continuing education courses. You can also provide an online bookstore to increase your revenue opportunities.

Benefits of REcampus

- User-friendly study environment
- Technical support for students and schools
- Dedicated REcampus support team for school administrators
- Prominent school branding on every page of your site
- Customized report generation, online bookstore, and site content
- Receive marketing support for your school

Enhanced Learning Management System Features

- Educationally driven technology with proven testing methods and study plans
- Rich interactive activities to provide an engaging learning experience
- New icon-based dashboard allows students to access learning materials faster

Powered By:

REcampus 

To learn more about REcampus, visit our website at www.dearborn.com or contact your Account Manager today.



What do you get when you put over 50 years of licensing and exam preparation behind one comprehensive test engine? QBanks!

Features

- Quiz yourself with hundreds of multiple-choice questions
- Build exams using the topics and number of questions you select
- View answer explanations

Key Points

- Pinpoint problem areas with customized exams
- Create personal notes and bookmarks
- Access your QBank online when and where it is convenient for you

See page 13 for a list of available QBanks.



There's no such thing as being overprepared for an exam!

"Dearborn is the industry leader in content, knowledge, and expertise. It is an honor to work with them to educate our students."

Todd Cordrey
American Dream Real Estate School

"Having a close relationship with Dearborn and using their material allows us to provide the most current tools necessary for our students to have a successful career in real estate."

Michael Cameron
Cameron Academy of Real Estate

"In our business, customer service is #1, and that's what I expect from vendors as well. I have never been disappointed in Dearborn as they have always moved quickly and professionally to meet the needs of our school and our students."

Dianna Brouthers
College of Real Estate, Inc.

Give your students the Dearborn Advantage!

Join the Mobile Movement in Education!

Keep students engaged and studying on the go with eBook versions of some of our most popular texts! Dearborn's eBooks not only satisfy the needs of higher education markets, but also meet the demands of today's tech-savvy students.

Benefits for Your School and Your Students

- Package with online courses to maximize the student experience
- Eliminate shipping and inventory expenses
- Allows for easy highlighting, bookmarking, note taking, and note sharing
- Provide your students with options
- View content on multiple devices



eBooks Available:

California Real Estate Economics
California Real Estate Escrow and Title
California Real Estate Finance
California Real Estate Law
California Real Estate Practice
California Real Estate Principles
Continuing Education for Florida Real Estate Professionals
Employee Benefits
Essentials of New Jersey Real Estate
Essentials of Real Estate Finance
Essentials of Real Estate Investment
Everyday Ethics in Real Estate
Florida Real Estate Broker's Guide
Florida Real Estate Principles, Practices & Law
Fundamentals of Real Estate Appraisal
Illinois Real Estate Broker Post-Licensing
Illinois Real Estate Managing Broker Prelicensing
Investment Analysis for Real Estate Decisions
Maryland Real Estate Practice & Law
Mastering Real Estate Principles
Modern Real Estate Practice (enhanced eBook)
Modern Real Estate Practice in Georgia
Modern Real Estate Practice in Illinois

Modern Real Estate Practice
in New York for Salespersons
Modern Real Estate Practice
in North Carolina
Modern Real Estate Practice
in Ohio
Modern Real Estate Practice
in Pennsylvania
Modern Real Estate Practice
in Texas
Post-Licensing Education for Florida
Real Estate Sales Associates
Principios, Prácticas & Ley de Bienes Raices
en Florida
Property Management
Real Estate Brokerage: A Management Guide
Real Estate Finance
Real Estate Fundamentals
Real Estate Law
Real Estate Principles
Texas Law of Contracts
Texas Promulgated Forms
Texas Real Estate Agency
The Language of Real Estate
The Truth About Mold



Look for this icon
throughout the catalog
to see which titles are
available in eBook format.

Prelicensing and Exam Prep

NEW EDITION

Real Estate Fundamentals 9th Edition

Known for its comprehensive coverage of real estate law, practice, and procedures, this title has trained more than 70,000 real estate professionals since 1981. It includes recently updated material on credit scoring, interest-only and stated income loans, predatory lending, and brokerage business models.

See page 12.



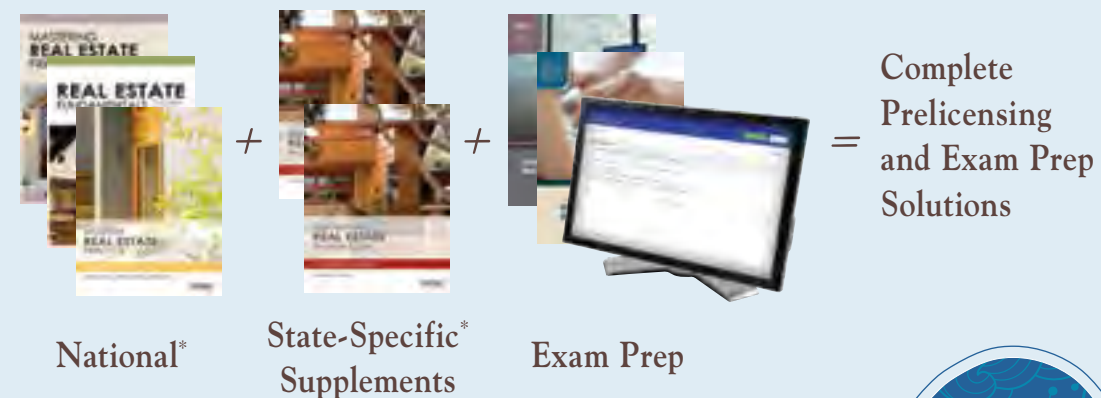
Produce Higher Pass Rates with Ease Utilizing Turn-Key Solutions and Industry-Leading Content

Maximize the student experience with prelicensing solutions and exam-prep tools that have trained more real estate professionals than those of any other provider. When you place an order with Dearborn, you will receive all the necessary tools to prepare your students for the licensing exam and ensure a successful class.

Our Prelicensing and Exam Prep curricula feature:

- Dozens of learning components that help students fully master key concepts
- Instructor Resources with PowerPoint presentations, quizzes, final exams, and more

Complete Prelicensing Curricula

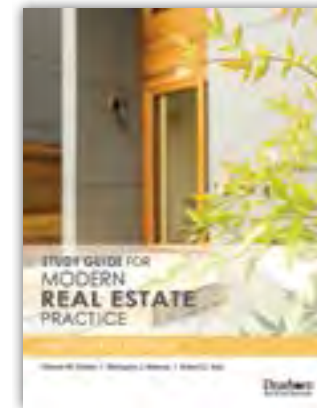


*In some states, the national and state-specific content will be contained in one textbook.

Contact your Account Manager to help create a curriculum specific for your school that meets all of the state requirements. If you are unsure of your Account Manager, please email us at partners@dearborn.com and we will connect you!



Check out the state title index on **p. 87** for a full list of all the prelicensing and exam prep titles suggested for your state.



Textbook, 560 pages, 2014 copyright, 8½ x 11"
ISBN 9781427746122 Retail Price \$56.58

Physical Flashcards, 2014 copyright
ISBN 9781475426762 Retail Price \$49.99

Flashcard and Study Tools App, 2014 copyright
modernrealestatepractice.com/flashcards

MP3, 2014 copyright
Available through REcampus bookstore

Study Guide, 226 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421798 Retail Price \$23.58



ARELLO® Certified

Visit www.modernrealestatepractice.com for even more study tools and support for the 19th edition of this classic text. Students can access the QBank to create customized tests from hundreds of items.

Our Flagship Collection: Modern Real Estate Practice

NEW EDITION

Modern Real Estate Practice, 19th Edition

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle

Modern Real Estate Practice has trained more than 3 million professionals since 1959. Updated to maintain current legislation and market information, and to include the newest forms and web resources, this text and its ancillary products will provide the best foundation possible for aspiring real estate professionals. Each unit includes an overview of unit contents that highlights the topic and explains how it relates real estate law, regulations, and principles to the practice of real estate. A flashcard application provides additional solutions to enhance learning of key terms and definitions. The study guide reinforces important concepts and provides additional review for mastering the content covered in the main text. Audio files (MP3) of the Key Point Exam Review help students master the material.

FEATURES:

- Unit overviews introduce the topic and set the stage for learning
- Integrated math examples and a math FAQ section
- New "In Practice" examples that apply real estate topics to everyday practice
- Internet links for access to informational websites
- Sample exams with answer rationales
- Unit summaries with key point reviews and end-of-unit quizzes
- Glossary with page references
- Complete set of Instructor Resources for classroom use
- Online course with interactive exercises and videos to keep students engaged and focused while reinforcing important concepts

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Fair Housing • Interests in Real Estate • Forms of Real Estate Ownership • Land Description • Transfer of Title • Title Records • Real Estate Brokerage • Real Estate Agency • Client Representation Agreements • Real Estate Contracts • Real Estate Taxes and Other Liens • Real Estate Financing • Government Involvement in Real Estate Financing • Real Estate Appraisal • Closing the Real Estate Transaction • Leases • Property Management • Land-Use Controls and Property Development • Environmental Issues and the Real Estate Transaction • Investing in Real Estate • Appendix: Directory of State Licensing Agencies and Statutes • Math FAQs • Sample Examinations • Glossary • Answer Key • List of Figures • Index

STUDY GUIDE FEATURES:

- More than 200 questions and answers with rationales updated to reflect current real estate laws
- Matching, true or false, multiple-choice, fill-in-the-blank, and math question formats
- Illustrated activities give real-world practice

AUDIO MP3 FEATURES:

- A convenient, "hands-free" way to study for the licensing exam
- Searchable tracks that allow students to go directly to unit topics
- Nearly two hours of review

Choose physical flashcards or the new Flashcard and Study Tools App!

BOTH VERSIONS FEATURE:

- More than 700 review terms and definitions
- The ability to study wherever and whenever you want

THE FLASHCARD AND STUDY TOOLS APP FEATURES:

- Flashcards with gaming options
- Video and audio clips for additional review

Guide to Passing the AMP Real Estate Exam, 5th Edition

by Joyce Bea Sterling, DREI

This fifth edition study guide follows the content outline for the AMP salesperson licensing exam. Each chapter has a 70-question test along with two additional tests in the book and on the bound-in CD-ROM, each with 110 questions. The Key Point Review-to-Go is especially useful for reviewing key topics before the exam.

CONTENTS: Agency Relationships and Contracts • Real Property Ownership/Interest • Finance • Real Property • Marketing Regulations • Property Management • Real Estate Calculations • Sales Exam I • Sales Exam II • Appendix A: State-Specific Questions to Know • Appendix B: Forms • Glossary • Index • Key Point Review-to-Go

NEW EDITION

Guide to Passing the Pearson VUE Real Estate Exam, 9th Edition

by William H. Pivar

Based on the new Pearson VUE content outline, this text features more than 1,000 exam-style questions and five review tests for countless hours of drill-and-practice exam preparation.

FEATURES:

- Over 1,000 exam-style questions with rationales provide hours of practice
- Five review exams of increasing difficulty help students prepare for the exam
- End-of-chapter questions guide students to state-specific information
- Mathematics chapter reinforces calculation techniques and reviews this often difficult subject

CONTENTS: The Pearson VUE Examination • Real Property and Ownership • Land-Use Controls, Restrictions, and Title Transfer • Valuation, Appraisal, and Investment Analysis • Contracts, Agency, and Disclosures • Federal Laws Governing Real Estate Transactions • Financing/Settlements • Property Management, Leases, and Broker Operations • Mathematics of Real Estate • Review Tests • Appendix • Glossary • Index

NEW EDITION

Guide to Passing the PSI Real Estate Exam, 7th Edition

by Lawrence Sager

This book offers the latest and most comprehensive information available to help students prepare for the PSI Real Estate Exam. Based on the latest content outline, this text simulates the style, difficulty, and content of the PSI exam and offers more questions and answers than any other PSI exam prep book. Includes three practice salesperson exams, two practice broker exams, matching exercises in each chapter, and a self-scoring tool to chart progress.

FEATURES:

- Based on the latest PSI content outline
- Features essential study tips and test-taking guidance
- Includes typical PSI-style questions
- Self-score feature included in each chapter to chart learning progress
- Appendix of mathematical formulas for easy reference
- Over 800 questions and rationales
- Three practice salesperson exams and two broker exams
- Matching exercises for every chapter, covering key terms and concepts

CONTENTS: Use of the Manual • Examination and Study Strategies • Property Ownership • Land-Use Control and Regulations • Valuation and Market Analysis • Financing • Laws of Agency • Mandated Disclosures • Contracts • Transfer of Title • Practice of Real Estate • Real Estate Calculations • Specialty Areas • Brokerage Management • Salesperson Examinations • Broker Examinations • Glossary

Help students pass the PSI exam with this best-selling guide



Textbook, 383 pages, 2012 copyright, 8½ x 11"
ISBN 142772492X Retail Price \$33.77



Textbook, 280 pages, 2015 copyright, 8½ x 11"
ISBN 9781475426137 Retail Price \$35.13



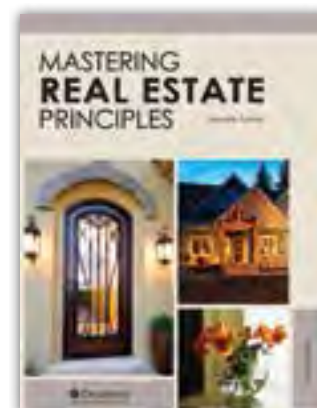
Textbook, 300 pages, 2015 copyright, 8½ x 11"
ISBN 1427715149 Retail Price \$35.57



Textbook, 328 pages, 2012 copyright, 8½ x 11"
ISBN 9781427731432 Retail Price \$35.85



An organized, appealing, user-friendly prelicensing text known for its workbook format and interactive approach to learning



Textbook, 600 pages, 2013 copyright, 8½ x 11"
ISBN 9781427744333 Retail Price \$50.91



Mastering Real Estate Math, 8th Edition

by William J. Kukla, ABR, CRS, GRI, SFR

Help students overcome math anxiety. This comprehensive workbook improves math skills and prepares students for actual real estate practice. Multiple in-chapter and additional practice problems, along with real world exercises, provide plenty of practice in each area. Step-by-step instructions simplify even the most complex calculations. Instructor Resources include learning objectives, instructional strategies, exam bank, answer keys, and a PowerPoint presentation to help prepare for class.

CONTENTS: Fractions, Decimals, and Percentages • List Price, Sales Price, and Net Price • Appreciation and Depreciation • Compensation • Ad Valorem Taxes • Property Transfer Taxes • Legal Descriptions • Area and Volume • Interest • The Mathematics of Real Estate Finance • Appraisal Methods • Tools of Investment Analysis • Prorations • Closing Statements • Lease Calculations • Comprehensive Review Exam • Measurements and Formulas • Glossary • Index

Mastering Real Estate Principles, 6th Edition

by Gerald R. Cortesi

This new edition features review exercises and more than 500 review questions with rationales, allowing students to test their knowledge, monitor their progress, and identify problem areas. The multiple learning tools and turn-key Instructor Resources significantly help reduce instructor workload, and students will benefit from an outline format that makes it easy to master the basics needed to pass the real estate licensing exam.

FEATURES:

- More than 500 review questions with rationales
- Two comprehensive examinations with study tips
- Chapter *Notes* that provide additional information to enhance student understanding of topics
- Instructor Resources with chapter outlines, a test bank, exams with answer keys, and a robust PowerPoint presentation
- Nearly 50 new final exam questions
- Workbook-like format gives it an organized, appealing, user-friendly, and interactive approach to learning
- Comprehensive mid-term exam, final exam, and unit quizzes
- Review exercises after each section allow students to interact with the content and track their progress
- Checklists for learning objectives and key terms allow students to track their progress and their understanding of the content

CONTENTS: Introduction to Real Estate • Real Estate Concepts • Government Powers • Encumbrances • Encumbrances: Liens • Legal Descriptions • Freehold Interests in Real Estate • Leasehold Estates in Real Estate • Forms of Ownership • Transferring Title • Recording Title • Real Estate Closings • Agency and Real Estate Brokerage • Real Estate Contracts • Brokerage Agreements • Real Estate Licensing Laws • Fair Housing Laws • The Appraisal Process • Methods of Estimating Value • Loan Instruments • Lending Practices • Types of Real Estate Loans • Lending Laws and Government Activities • Property Management • Tax Advantages of Home Ownership • Real Estate Investments • Study Tool Kit • Glossary • Index

NEW EDITION**Questions & Answers to Help You Pass the Real Estate Exam, 9th Edition**

by John W. Reilly and Paige Bovee Vitousek, with Karen Stefano, Contributing Editor

This exam guide helps both salesperson and broker candidates prepare for any national licensing exam (Promissor/Pearson VUE, AMP, PSI), as well as state-designed exams. Study strategies, test-taking tips, and more than 1,900 questions position students to pass the exam on the first try.

CONTENTS: Interests in Real Property • Forms of Ownership • Condominiums and Cooperatives • Encumbrances: Easements, Restrictions, and Liens • Governmental Limitations: Building Codes, Zoning, and Eminent Domain • Land Description • Appraisal • Taxes and Assessments • Sources of Financing: Conventional, Governmental, and the Secondary Mortgage Market • Mortgages and Foreclosures • Acquisition of Title: Deeds • Settlement Procedures: Escrow, Evidence of Title, and Recording • Real Estate Settlement Exercises • Agency and Business Ethics • Listings • Sales Contracts and Options • Federal Fair Housing, Truth in Lending, the National Do Not Call Registry, and Environmental Disclosures • Property Management, Lease Agreements, and Securities • Real Estate Mathematics • Appendix A: Salesperson's Practice Final Examination • Appendix B: Broker's Practice Final Examination • Appendix C: Review Examinations

NEW EDITION – COMING SOON**Real Estate Fundamentals, 9th Edition**

by Wade E. Gaddy Jr. and Robert E. Hart, with Marie S. Spodek, GRI, DREI, Consulting Editor

Real Estate Fundamentals has been used to train more than 70,000 real estate professionals since 1981. This text is known for its clear organization; comprehensive coverage of real estate law, practice, and procedures; and easy-to-grasp language. A complete suite of Instructor Resources provides instructors with everything they need for teaching a successful class. The outline format keeps students focused on the basics to help them pass the exam the first time.

FEATURES:

- Chapter quizzes and sample exam with rationales
- Recently updated material on credit scoring, interest-only and stated income loans, predatory lending, and brokerage business models
- Glossary with more than 600 key terms
- Sample exam questions include answer key with page references and rationales
- Instructor Resources include lecture outlines, learning objectives, PowerPoint presentations, and a 100-question exam

CONTENTS: An Introduction to the Real Estate Business • Nature and Description of Real Estate • Rights and Interests in Real Estate • Acquisition and Transfer of Title • How Ownership Is Held • Title Records • Real Estate Agency and Brokerage • Contracts • Landlord and Tenant • Real Estate Taxation • Appraisal • Real Estate Financing Instruments • Real Estate Financing Market • Control and Development of Land • Fair Housing Laws and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Mathematics • Sample Examination • Glossary • Answer Key • Index

NEW EDITION**Real Estate Math: What You Need to Know, 7th Edition**

by Linda L. Crawford

Real Estate Math focuses on basic math concepts for both salesperson and broker candidates with examples, formulas, calculations, practice problems, and detailed explanations of multi-step problems in key concept areas. Its flexible format allows it to be used as a supplemental workbook or as a book for a stand-alone math course.

CONTENTS: You and This Book • Pretest • Review of Basics • Fractions, Decimals, and Percents • Using Percent in Real Estate • Legal Descriptions and Area Problems • Mortgage Math • Real Estate Taxes • Appraising and Investing Calculations • Computations and Closing Statements • Posttests I, II, and III • Solutions for Posttests I, II, and III



Textbook, 452 pages, 2015 copyright, 8½ x 11"
ISBN 9781475424812 Retail Price \$34.10



Textbook, 425 pages, 2015 copyright, 8½ x 11"
ISBN 9781475428384 Retail Price \$32.76



Textbook, 202 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421057 Retail Price \$39.13

What do you get when you put over 50 years of licensing and exam preparation behind one comprehensive test engine? QBanks!

Dearborn is pleased to announce the addition of a comprehensive test engine known as Dearborn Real Estate QBank. This versatile question bank will replace original Dearborn Exam Prep products to better prepare students for real estate exams.

Our QBank gives students the power to simulate nearly every test environment imaginable, from full-length licensing exams to individual topic mini-exams. Your students can create exactly the test they need to improve their score.

Features:

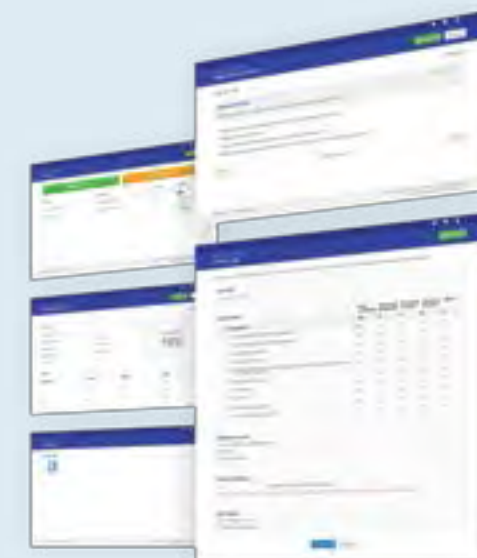
- Drill and practice from hundreds of multiple-choice questions
- Build customized exams
- View answer explanations

Key Points:

- Pinpoint problem areas with customized exams
- Create personal notes and bookmarks
- Access the QBank online when and where it is convenient

**QBanks Available:**

National Exam Prep QBank
National AMP Exam Prep QBank
National PSI Exam Prep QBank
National Pearson VUE Exam Prep QBank
Alabama Real Estate AMP Exam Prep QBank
Arkansas Real Estate Pearson VUE Exam Prep QBank
California Real Estate Salesperson Drill and Practice QBank
California Real Estate Broker Drill and Practice QBank
Florida Real Estate QBank for Sales Associates
Florida Real Estate QBank for Brokers
Georgia Real Estate AMP Exam Prep QBank
Iowa Real Estate Drill and Practice QBank
Iowa Real Estate PSI Exam Prep QBank
Illinois Real Estate AMP Exam Prep QBank
Maryland Real Estate Exam Prep QBank
Michigan Real Estate Exam Prep QBank
New Mexico Real Estate PSI Exam Prep QBank
New York Real Estate Exam Prep QBank
North Carolina Real Estate AMP Exam Prep QBank
Ohio Real Estate PSI Exam Prep QBank—COMING SOON
Pennsylvania Real Estate PSI Exam Prep QBank
Tennessee Real Estate PSI Exam Prep QBank
Texas Real Estate Drill and Practice QBank
Virginia Real Estate PSI Exam Prep QBank
Washington Real Estate AMP Exam Prep QBank



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REcampus

For more information or to see a demo of this product, please contact your Client Experience Manager at 800.958.6707 or via email at salesops@dearborn.com.

Prelicensing Content for Your State

The following pages provide information on all the state-specific prelicensing and exam prep titles available for your state. When applicable, we suggest using these in tandem with our national content to provide your students with a truly comprehensive prelicensing curriculum that will set them up to pass the exam.

NEW VERSION – COMING SOON

Alabama Real Estate Principles, Version 5.0

by Denise Evans

This 60-hour online course has been updated to reflect the latest law changes and features a refreshed format. The course covers everything for aspiring agents, including the Real Estate Consumers Agency and Disclosure Act (RECAD) and Alabama Real Estate License Law of 1951, Chapter 34.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Agency • Real Estate Brokerage • Listing Agreements and Buyer Representation • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Investment • Alabama Licensing Overview • Operating a Real Estate Business in Alabama • Alabama Agency Overview • Alabama Contracts and Closings Overview • Alabama License Law Enforcement Overview • Alabama Specialty Topics • Alabama Title Issues

NEW VERSION – COMING SOON

Arkansas Real Estate Principles, Version 4.0

This 60-hour online course is designed for prelicensing students in Arkansas. The course explores the Real Estate License Law, as well as the Arkansas Real Estate Commission Administrative Rules and Regulations, and provides students with the tools they need to build a successful career in real estate.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Fair Housing • Interests in Real Estate • Forms of Real Estate Ownership • Land Description • Transfer of Title • Title Records • Real Estate Brokerage • Real Estate Agency • Client Representation Agreements • Real Estate Contracts • Real Estate Taxes and Other Liens • Real Estate Financing • Government Involvement in Real Estate Financing • Real Estate Appraisal • Closing the Real Estate Transaction • Leases • Property Management • Land-Use Controls and Property Development • Environmental Issues and the Real Estate Transaction • Investing in Real Estate • Arkansas Licensing Overview • Operating a Real Estate Business • Arkansas Agency Overview • Arkansas Contracts and Closings Overview • Arkansas License Law Enforcement Overview • Arkansas Specialty Topics • Arkansas Title Issues • Final Exam

California Real Estate Exam Guide, 6th Edition

by Minnie Lush, BA, GRI, ABR

Written by Minnie Lush, veteran real estate professional and trainer, the learning tools and thorough coverage of California topics in this exam guide will give students an edge in passing their licensing exam. The guide covers a broad array of topics that could potentially be tested in the exam, including extensive coverage of real estate math, as well as information on how to register for the exam. This must-have text features 1,500 salesperson practice questions and 600 broker practice questions. In addition, a "Hot Notes" section provides students with a study tool to prepare for their licensing exam.

CONTENTS: Salesperson Topics • Salesperson Practice Examinations • Broker Topics • Broker Practice Examinations • Answer Keys



Check out the state title index on p. 87 for a full list of titles available in your state.

Online Course

Call for details, 2015 copyright



ARELLO® Certified

Online Course

Call for details, 2015 copyright



ARELLO® Certified



Textbook, 516 pages, 2014 copyright, 8½ x 11"
ISBN 9781475420517 Retail Price \$28.00



A comprehensive guide to California real estate

Textbook, 597 pages, 2013 copyright, 8½ x 11"
ISBN 9781427744029 Retail Price \$43.12



Textbook, 594 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421804 Retail Price \$51.64



Textbook, 615 pages, 2012 copyright, 8½ x 11"
ISBN 9781427738233 Retail Price \$56.01



California Real Estate Practice, 8th Edition

by William H. Pivar, Lowell Anderson, and Daniel S. Otto, with Kartik Subramaniam, Contributing Editor

This core text covers everything on building a successful practice—from disclosure to advertising and marketing to taxation—with student features such as checklists, contracts, CAR® and other sample forms, and quizzes and exams that closely follow the state exam. Updated material on taxes, contracts, laws, and technology is included to gain an understanding of the current real estate market. A complete set of Instructor Resources includes discussion topics, student exercises, a PowerPoint presentation, a mid-term exam, and final exams with answer keys.

CONTENTS: Getting Started in Real Estate • Ethics, Fair Housing, Trust Funds, and Other Legal Issues • Mandatory Disclosures • Prospecting and Business Development • Listing Presentation Package • Listing Presentations and Listing Contracts • Servicing the Listing • Advertising • The Buyer and the Property Showing • Obtaining the Offer and Creating the Sales Agreement • From Offer to Closing • Real Estate Financing • Escrow and Title Insurance • Taxation • Property Management and Leasing • Internet Sites for Real Estate Professionals • Glossary • Answer Key • Index

NEW EDITION

California Real Estate Principles, 9th Edition

by Charles O. Stapleton III and Martha R. Williams, JD

This text meets the first 45-hour requirement and is filled with the latest California-specific information, in addition to special features and real-life examples. There are also supplemental online resources, including in-class activities and assignments, to support the text. Instructor Resources are available to fully prepare instructors for the classroom.

CONTENTS: The Business of Real Estate • The Nature of Real Property • Ownership of Real Property • Transferring Real Estate • Encumbrances • The Law of Agency • Contracts • Financing Real Estate • Government-Sponsored and Other Financing • Escrow and Title Insurance • Real Estate Taxation • Landlord and Tenant • Real Estate Appraising • Residential Design and Construction • Government Control of Land Use • Appendix A: Math • Appendix B: Internet Resources • Glossary • Answer Key • Index

California Real Estate Law, 8th Edition

by William H. Pivar and Robert J. Bruss

Used as either a salesperson elective course or a required broker course, this title includes more than 200 case studies to help students apply concepts to real life. Instructor Resources include rationales for case studies, final exam and answer keys, chapter outlines, a PowerPoint presentation, and more.

CONTENTS: Sources of the Law and the Judicial System • Law of Agency • Duties and Responsibilities of Licensees • Regulations of Licensees • Law of Contracts • Real Estate Contracts • Property, Estates, and Recording • Ownership of Real Property • Acquisitions and Conveyances • Real Property Security Devices • Involuntary Liens and Homesteads • Adjacent Property Rights • Land-Use Controls • Escrow and Title Insurance • Landlord-Tenant Law • Discussion Case Analyses • Glossary • Index of Cases • Subject Index of Cases • Index

NEW EDITION

Connecticut Real Estate Practice & Law, 13th Edition

by Katherine A. Pancak

This text is a strong complement for any one of our national texts. When used together, your students will be fully prepared with all the state-specific license laws and regulations they need to know to pass the state portion of the licensing exam.

CONTENTS: Real Estate Brokerage and Agency • Listing and Buyer Agency Agreements • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate License Laws • Real Estate Financing: Principles/Practice • Leases • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing • Closing the Real Estate Transaction • Environmental Issues and the Real Estate Transaction • Appendix A: Real Estate Securities • Appendix B: State Sources of Information • Appendix C: Connecticut Transaction Documentation • Appendix D: Connecticut Specific Real Estate Math Applications • Appendix E: Connecticut REALTORS® Legal Alert: Electronic Signatures • Practice Exam • Index

NEW VERSION

Florida Reactivation Course, Version 8.0

by Linda L. Crawford

This 28-hour online course, based on key content from *Florida Real Estate Principles, Practices & Law*, is updated annually and intended for real estate sales associates and brokers who currently hold involuntary inactive Florida real estate licenses. The course meets the education requirements needed to reactivate their license, including the required two exams. Practice activities provide an interactive method of concept reinforcement and self-testing.

CONTENTS: License Law and Qualifications for Licensure • License Law Administration • Authorized Relationships and Ethics • Real Estate Brokerage Operations • Complaints, Violations, and Penalties • Federal and State Laws Pertaining to Real Estate • Real Estate Contracts • Computations and Title Closing • Real Estate Investment Analysis and Business Opportunity Brokerage • Final Exam

Florida Sales Associate Prelicensing Key Point Review Audio CDs and MP3, Version 37/38

by Linda L. Crawford

Now available in either CD or MP3 format, this title provides two hours of enhanced hands-free review of the key points of *Florida Real Estate Principles, Practices & Law*, 38th Edition. Searchable tracks allow students to go directly to specific chapter topics.

CONTENTS: The Real Estate Business • License Law and Qualifications for Licensure • License Law Administration • Authorized Relationships and Ethics • Real Estate Brokerage Operations • Complaints, Violations, and Penalties • Federal and State Housing Laws • Property Rights: Estates, Tenancies, and Multiple Ownership Interests • Titles, Deeds, and Ownership Restrictions • Legal Descriptions • Real Estate Contracts • Real Estate Finance • The Mortgage Market • Computations and Title Closing • Estimating Real Property Value • Product Knowledge • Real Estate Investment Analysis and Business Opportunity Brokerage • Taxes Affecting Real Estate • The Real Estate Market • Planning and Zoning



Textbook, 287 pages, 2014 copyright, 8½ x 11”
ISBN 9781475420043 Retail Price \$29.03



Online Course

Call for details, 2015 copyright



Audio CDs, 2014 copyright
ISBN 9781475420791 Retail Price \$38.10

MP3, 2014 copyright
 Available through REcampus bookstore



An all-in-one guide to Florida real estate



Textbook, 491 pages, 2015 copyright, 8½ x 11”
ISBN 9781475424270 Retail Price \$46.24



Textbook, 546 pages, 2014 copyright, 8½ x 11”
ISBN 9781427747013 Retail Price \$46.24



NEW EDITION

Florida Real Estate Principles, Practices & Law, 38th Edition

by Linda L. Crawford

Florida Real Estate Principles, Practices & Law sets the standard for real estate education in Florida. This edition contains major updates to conform with the revised Florida Real Estate Commission (FREC) Sales Associate Course I Syllabus, effective January 1, 2015. Instructor Resources include a 317-page Instructor Manual with chapter teaching outlines, discussion questions, and classroom exercises. Practice quizzes provide instructors with additional classroom materials for reinforcing important concepts. The Instructor Manual includes explanations and math solutions for the textbook’s end-of-chapter review questions.

CONTENTS: The Real Estate Business • License Law and Qualifications for Licensure • License Law Administration • Authorized Relationships and Ethics • Real Estate Brokerage Operations • Complaints, Violations, and Penalties • Federal and State Laws Pertaining to Real Estate • Property Rights: Estates, Tenancies, and Multiple Ownership Interests • Titles, Deeds, and Ownership Restrictions • Legal Descriptions • Real Estate Contracts • Residential Mortgages • Types of Mortgages and Sources of Financing • Computations and Title Closing • Estimating Real Property Value • Product Knowledge • Real Estate Investment Analysis and Business Opportunity Brokerage • Taxes Affecting Real Estate • The Real Estate Market • Planning and Zoning • Appendix A: Practice End-of-Course Exam • Appendix B: List of Acronyms • Appendix C: Know Your -ors and -ees • Appendix D: Math Formulas • Appendix E: Cross-Reference to Federal and Florida Law • Glossary • Index

Principios, Prácticas & Ley de Bienes Raíces en Florida, 37ª Edición

(Florida Real Estate Principles, Practices & Law—Spanish translation)

by Linda L. Crawford

This Spanish translation of our popular *Florida Real Estate Principles, Practices & Law*, 37th Edition provides students with a second exciting option for learning key state-specific real estate concepts. It is updated every two years and includes a glossary of Spanish terms.

CONTENTS: The Real Estate Business • License Law and Qualifications for Licensure • License Law Administration • Authorized Relationships and Ethics • Real Estate Brokerage Operations • Complaints, Violations, and Penalties • Federal and State Housing Laws • Property Rights: Estates, Tenancies, and Multiple Ownership Interests • Titles, Deeds, and Ownership Restrictions • Legal Descriptions • Real Estate Contracts • Real Estate Finance • The Mortgage Market • Computations and Title Closing • Estimating Real Property Value • Product Knowledge • Real Estate Investment Analysis and Business Opportunity Brokerage • Taxes Affecting Real Estate • The Real Estate Market • Planning and Zoning • Appendix A: Practice End-of-Course Exam • Appendix B: List of Acronyms • Appendix C: Know Your -ors and -ees • Appendix D: Math Formulas • Appendix E: Cross-Reference to Federal and Florida Law • Glossary • Index

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Alabama	60 hrs	Yes	AMP
Arkansas	60 hrs	Yes	Pearson VUE
California	135 hrs	Yes	Bureau of Real Estate
Connecticut	60 hrs	No	PSI
Florida	63 hrs	Yes	Pearson VUE

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

NEW EDITION – COMING SOON
Florida Real Estate Exam Manual for Sales Associates and Brokers, 38th Edition
 by Linda L. Crawford

The exam prep companion to *Florida Real Estate Principles, Practices & Law* (p. 17) and *Florida Real Estate Broker's Guide* (p. 59)

Updated annually to reflect the latest developments in Florida real estate laws and practice, this exam manual is the most comprehensive study tool available for both sales associate students and broker exam candidates. It uses a variety of study aids, including more than 600 practice questions and two 100-question sample exams, to enhance the concepts learned in the main text and prepare students for the licensing exam. Both sales associates and broker candidates can benefit from this text, as broker candidates are also tested on sales associate material.

CONTENTS: How to Use This Manual • Successful Exam-Taking Strategies • Real Estate Law, Florida Real Estate License Law • General Real Estate Law • Real Estate Principles and Practices • Sample Exam Questions • Practice Exam 1 • Practice Exam 2 • Answer Sheets • Answer Keys with Explanations (including Math Cross-Reference Key) • Glossary • Index

NEW EDITION – COMING SOON
Modern Real Estate Practice in Georgia, 3rd Edition
 by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Mark Schneider, Consulting Editor

Modern Real Estate Practice in Georgia is the go-to resource for students preparing to take their licensing exam, fulfilling a college requirement, seeking guidance about an investment property, or simply expanding their knowledge in this growing field. Revamped with the latest legislative and practical updates, this continues to be the premier textbook in the study of Georgia real estate. This text includes a full glossary, extensive instructor resources, practice examinations, a math resource guide, and much more.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Agency • Real Estate Brokerage • Listing Agreements and Buyer Representation • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Georgia Real Estate License Law • Real Estate Mathematics • Appendix: Practice Examinations • Glossary • Answer Key • Index



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ISBN 9781427730008 Retail Price \$22.72

Online Course

Call for details, 2015 copyright



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NEW EDITION
Modern Real Estate Practice in Illinois, 8th Edition

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Karen Stefano, Consulting Editor, and Chris Read, Contributing Editor

This heavily revised new edition of *Modern Real Estate Practice in Illinois* is designed to meet the specific prelicensing requirements in Illinois. The book reflects the most recent legislative changes and new practices in Illinois and covers popular topics such as financing options, short sales, and foreclosures. It contains everything a prospective licensee needs to become regulatory compliant.

CONTENTS: Introduction • Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Real Estate Agency • Real Estate Brokerage • Brokerage Agreements • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Transfer of Title • Title Records • Illinois Real Estate License Law • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls and Property • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Mathematics • Sample Illinois Real Estate Licensing Examinations • Glossary • Answer Key • Index

Illinois Real Estate Exam Prep, 4th Edition

Ideal when used in conjunction with *Modern Real Estate Practice in Illinois*, this exam prep booklet features 260 carefully chosen questions on law and practice to help students master the state portion of the licensing exam.

NEW VERSION – COMING SOON
Iowa Real Estate Principles, Version 5.0

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle

From the principles of real estate law to fair housing, this online course covers the essentials for a successful real estate career. Discussion includes the Iowa Real Estate Commission, the Code of Iowa, and the rules and regulations of the Commission.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Fair Housing • Interests in Real Estate • Forms of Real Estate Ownership • Land Description • Transfer of Title • Title Records • Real Estate Brokerage • Real Estate Agency • Client Representation Agreements • Real Estate Contracts • Real Estate Taxes and Other Liens • Real Estate Financing • Government Involvement in Real Estate Financing • Real Estate Appraisal • Closing the Real Estate Transaction • Leases • Property Management • Land-Use Controls and Property Development • Environmental Issues and the Real Estate Transaction • Investing in Real Estate • Iowa Licensing Overview • Operating a Real Estate Business in Iowa • Iowa Agency Overview • Iowa Contracts and Closings Overview • Iowa License Law Enforcement Overview • Iowa Specialty Topics • Iowa Title Issues • Final Exam

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Florida	63 hrs	Yes	Pearson VUE
Georgia	75 hrs	Yes	AMP
Illinois	90 hrs	Yes	AMP
Iowa	96 hrs (36 hrs must be live classroom)	Yes	PSI

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

NEW VERSION – COMING SOON

Maryland Real Estate Principles and Practice, Version 3.0

by Donald A. White with William B. Frost, GRI, Contributing Editor

This 60-hour online course is the premier source for Maryland prelicensing students to learn current and detailed information that is essential for passing their licensing exams. The state portion of the course includes a general discussion of real estate practices and takes a look at the changing fields of agency, financial policy, and real property laws. The national portion covers everything prelicensing students need to know in order to pass their exam and begin working in the field. Built to the latest instructional design standards, this course includes interactive exercises, reading comprehension quizzes, and practice exams.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Agency • Real Estate Brokerage • Listing Agreements and Buyer Representation • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Investment • Maryland Real Estate Law • Brokerage Relationships and Agency • Interests and Forms of Homeownership • Real Estate Taxes and Other Liens • Real Estate Contracts • Real Estate Financing • Title Issues • Leasing Real Estate in Maryland • Maryland Fair Housing Law • Maryland Real Estate Ethics • Final Exam

NEW EDITION

Maryland Real Estate Practice & Law, 14th Edition

by Donald A. White

This text is a premier source for current and detailed information on Maryland prelicensing requirements. Students will receive updated information on short sale transactions, real estate advertising by licensees, protected categories, returning earnest money, converting manufactured homes to real property, and obtaining, renewing, and reactivating a real estate license.

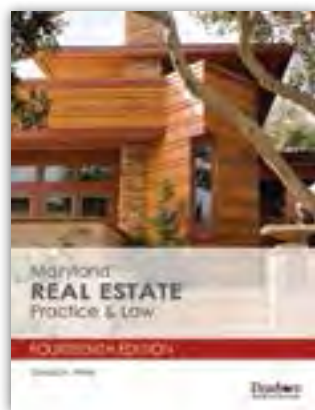
CONTENTS: Maryland Real Estate License Law and Related Regulations • Real Estate Agency • Real Estate Brokerage • Listing Agreements and Buyer Representation Agreements • Interests in Real Estate • How Ownership Is Held • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing • Leases • Environmental Issues and Real Estate Transactions • Fair Housing • Closing the Real Estate Transaction • Appendix A: Maryland Real Estate License Examinations • Appendix B: Practice Exam • Appendix C: Complaint Procedure • Appendix D: Maryland Real Estate–Related Web Sites • Appendix E: Documentation Required in Maryland Residential Real Estate Sales Transactions • Appendix F: Recent Changes to Title 17, Maryland Real Estate Brokers Act • Answer Key • Index

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Maryland	60 hrs	Yes	PSI
Massachusetts	40 hrs	No	Pearson VUE
Michigan	40 hrs	Yes	PSI
New Jersey	75 hrs	No	PSI

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

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ISBN 9781475422672 Retail Price \$48.56



NEW EDITION

Massachusetts Real Estate Practice & Law, 9th Edition

by Anita C. Hill, CRB, CBR, ASR, CAI, QSC, LMC, ITI, SRES

This supplemental text covers Massachusetts real estate license law and regulation. It is designed to be used with our national prelicensing texts for complete preparation for the state licensing exam.

CONTENTS: Real Estate Brokerage • Seller and Buyer Representation Agreements • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Transfer of Title • Title Records • Massachusetts Real Estate License Laws • Real Estate Financing: Principles and Practice • Leases • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Sources for Real Estate Information—Massachusetts • Quiz Answers • Index

NEW VERSION

Michigan Real Estate Fundamentals, Version 2.0

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Grace Ronkaitis, Contributing Editor

This course not only meets the licensing education requirement needed to obtain a real estate salesperson license in the state of Michigan, but also contains all of the most current regulations and laws enforced at the state and national level.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Agency • Real Estate Brokerage • Listing Agreements and Buyer Representation • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Investment • Michigan Licensing Overview • Operating a Real Estate Business in Michigan • Michigan Agency Overview • Michigan Contracts and Closings Overview • Michigan License Law Enforcement Overview • Michigan Specialty Topics • Michigan Title Issues

NEW EDITION

Essentials of New Jersey Real Estate, 12th Edition

by Edith Lank and Joan m. Sobeck

The topics covered in our primary New Jersey text parallel the state-mandated number of instruction hours with recent updates on legislative changes, Web resources, and more. A complete set of Instructor Resources includes two sample exams.

CONTENTS: Real Estate Licensing • Commission Rules and Regulations • Agency, Brokerage, and Ethical Considerations • Fair Housing • What Is Real Estate? • Estates and Interests • Ownership of Real Estate • Real Estate Taxes • Land-Use Regulations and Environmental Issues • Listing Agreements • Real Estate Contracts • Leases: Landlord and Tenant • Mortgages • Financing I: Conventional, FHA, and VA Loans • Financing II: Primary and Secondary Markets • Appraisal • Investment and Business Brokerage • Subdivision and Development • Legal Descriptions and Deeds • Transfer of Title • Public Records, Titles, and Closings • Real Estate Mathematics • Cumulative Review Quizzes • Practice License Examinations

Modern Real Estate Practice in New York for Salespersons, 11th Edition

by Sam Irlander

This is the only book you need to cover all the required content for a complete salesperson prelicensing education. This edition includes updated information on the license law changes affecting advertising, including requirements on the content of ads, the use of teams within a real estate firm, and who can place an ad. See page 60 for *Modern Real Estate Practice in New York for Brokers*.

CONTENTS: License Law • The Law of Agency • Agency and Real Estate Brokerage • Estates and Interests • Liens and Easements • Real Estate Instruments: Deeds • Real Estate Instruments: Leases • Real Estate Instruments: Contracts • Title and Closing Costs • Mortgages • Real Estate Finance • Mortgage Brokerage • Land-Use Regulations • Municipal Agencies • Introduction to Construction • Valuation Process • Human Rights and Fair Housing • Environmental Issues • Independent Contractor/Employee • Income Tax Issues in Real Estate Transactions • Commercial and Investment Properties • Property Management • Taxes and Assessments • Condominiums and Cooperatives • Property Insurance • Real Estate Mathematics • Appendix • Salespersons Review Examination • Glossary • Answer Key • Index

New York 30-Hour Remedial Salesperson Qualifying Course, Version 2.1

by Sam Irlander

This course is intended for students who have completed 45 hours of education and need an additional 30 hours of study to meet the new prelicensing requirement. All the topics outlined in the Department of State's 30-hour curriculum are covered. It includes key terms with definitions, helpful forms and figures, reading comprehension quizzes, interactive exercises, and unit exams.

CONTENTS: Contract Preparation • Predatory Lending • Pricing Properties • Municipal Agencies • Property Insurance • Taxes and Assessments • Condominiums and Cooperatives • Commercial and Investment Properties • Income Tax Issues in Real Estate Transactions • Mortgage Brokerage • Property Management

New York Real Estate Exam Review, 6th Edition

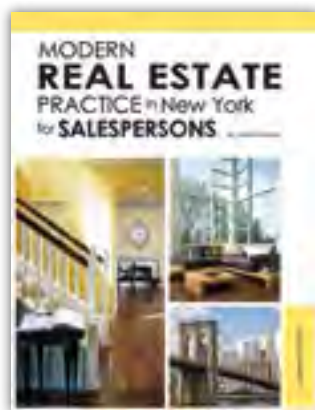
Uri Shamir, Consulting Editor

Based on the New York State Board of Real Estate exam content, this workbook offers more than 800 study questions and two salesperson and broker exams to help salesperson and broker candidates prepare for their licensing exams.

SALESPERSON EXAM REVIEW: License Law • The Law of Agency • Agency and Real Estate Brokerage • Estates and Interests • Liens and Easements • Real Estate Instruments: Deeds, Leases, and Contracts • Title and Closing Costs • Mortgages • Real Estate Finance • Mortgage Brokerage • Land-Use Regulations • Municipal Agencies • Introduction to Construction • Valuation Process • Human Rights and Fair Housing • Environmental Issues • Independent Contractor/Employee • Income Tax Issues in Real Estate Transactions • Commercial and Investment Properties • Property Management • Taxes and Assessments • Condominiums and Cooperatives • Property Insurance • Real Estate Mathematics

BROKER EXAM REVIEW: The Broker's Office • Real Estate Finance • Real Estate Investments • General Business Law • Construction and Development • Conveyance of Real Property • Property Management • Taxes and Assessments

OTHER CONTENTS: Answer Key • Appendix: Preparing for the Real Estate License Exam • Salesperson Practice Exam I & II • Answer Key for Salesperson Practice Exams • Broker Practice Exam I & II • Answer Key for Broker Practice Exams



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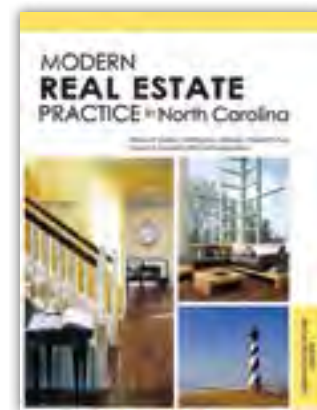
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Textbook, 675 pages, 2014 copyright, 8½ x 11"
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Textbook, 569 pages, 2011 copyright, 8½ x 11"
ISBN 9781427727855 Retail Price \$52.05



UPDATED EDITION

Modern Real Estate Practice in North Carolina, 8th Edition Update, Revised

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Deborah B. Carpenter, DREI, Contributing Author

The updated edition of this popular North Carolina prelicensing textbook combines solid industry fundamentals with the latest state-specific information to prepare students for North Carolina's AMP licensing exam. The text includes an appendix of all critical forms and contracts, an expanded license law discussion, and the latest financial information pertaining to the secondary market, short sales, predatory lending, foreclosures, mortgage legislation, North Carolina anti-fraud laws, and more.

CONTENTS: Basic Real Estate Concepts • Property Ownership and Interests • Encumbrances on Real Property • Property Description • Transfer of Title to Real Property • Land-Use Controls • Real Estate Brokerage and the Law of Agency • Basic Contract Law • Agency Contracts • Sales Contracts and Practices • Landlord and Tenant • Property Management • Real Estate Financing: Principles • Real Estate Financing: Practices • Closing the Real Estate Transaction • Basic Residential Construction • Real Property Valuation • Property Insurance • Federal Income Taxation of Real Property Ownership • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Basic Real Estate Investment • Appendices • Math FAQs • Glossary • Answer Key

North Carolina Exam Review, Version 1.0

by Cindy S. Chandler, CCIM, CRE

This CD-ROM offers hours of preparation for North Carolina's AMP licensing exam. The review has more than 1,000 questions testing both national and state-specific content. This tool offers a build-your-own-exam functionality with immediate results to track progress, identify areas for further review, and help conquer test-taking anxiety. Math focus covers interest, area, and commission problems.

CONTENTS: Basic Real Estate Concepts • Property Ownership and Interests • Encumbrances on Real Property • Property Description • Transfer of Title to Real Property • Land-Use Controls • Real Estate Brokerage and the Law of Agency • Basic Contract Law • Agency Contracts • Sales Contracts and Practices • Landlord and Tenant • Property Management • Real Estate Financing • Real Estate Financing: Practices • Closing the Transaction • Basic Residential Construction • Real Property Valuation • Property Insurance • Federal Income Taxation of Real Property Ownership • Fair Housing and Ethical Practices • Environmental Issues • Basic Real Estate Investment • Math FAQs

Modern Real Estate Practice in Ohio, 8th Edition

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Dan South, CRS, GRI, Contributing Editor

From agency to zoning, this text covers everything students need to know. Updated with the latest legislative changes, special learning tools in this book include key terms, margin notes, and a math appendix.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Real Estate Brokerage • Real Estate License Laws • Agency • Listing Agreements and Buyer Representation • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls • Property Development and Subdivision • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Introduction to Real Estate Investment • Closing the Real Estate Transaction • Math FAQs • Glossary • Answer Key • Index

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
New York	75 hrs	Yes	NY Dept. of State
North Carolina	75 hrs	No	AMP
Ohio	120 hrs	No	PSI

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

Modern Real Estate Practice in Pennsylvania, 12th Edition

by Thomas J. Bellairs, James L. Helsel Jr., and James L. Goldsmith Esq., with Marie S. Spodek, GRI, DREI, Consulting Editor

The 12th edition of this text has been heavily updated to combine solid fundamentals with state information to cover Pennsylvania's 60-hour requirement. The practice exams reflect PSI style, and the Instructor Resources contain an extra final exam.

CONTENTS: Real Property and the Law • Land-Use Controls and Property Development • Environmental Issues in Real Estate • Legal Descriptions • Interests in Real Estate • Leasehold Estates • Forms of Real Estate Ownership • Real Estate Taxes and Liens • Transfer of Title • Title Records • Real Estate Contracts • Principles of Real Estate Financing • Pennsylvania Real Estate Licensing Law • The Real Estate Business • Real Estate Brokerage • Agency in Real Estate • Ethical Practices and Fair Housing • Listing Agreements and Buyer Representation Contracts • Sales Contracts • Financing the Real Estate Transaction • Appraising Real Estate • Closing the Real Estate Transaction • Property Management • Appendix A: National Review Examination • Appendix B: Pennsylvania State-Specific Review Examination • Appendix C: Real Estate Licensing and Registration Act • Appendix D: Rules and Regulations of the State Real Estate Commission • Math FAQs • Glossary • Index

Pennsylvania Real Estate Exam Prep, 5th Edition

This exam prep booklet was written by state real estate experts and professionals and is ideal when used in conjunction with our Pennsylvania prelicensing titles. It features 235 up-to-date and relevant multiple-choice questions on law and practice to help students master the state portion of the licensing exam. The answer key features in-depth rationales for each question.

Pennsylvania Real Estate Fundamentals, Version 12.0

by Thomas J. Bellairs, James L. Helsel Jr., and James L. Goldsmith Esq., with Marie S. Spodek, GRI, DREI, Consulting Editor

This 30-hour interactive course introduces students to the language, principles, legal concepts, and laws that govern real estate ownership and its transfer in Pennsylvania.

CONTENTS: Real Property and the Law • Land-Use Controls and Property Development • Environmental Issues in Real Estate • Legal Descriptions • Interests in Real Estate • Leasehold Estates • Forms of Real Estate Ownership • Real Estate Taxes and Liens • Transfer of Title • Title Records • Real Estate Contracts • Principles of Real Estate Financing • Pennsylvania Real Estate Licensing Law • Appendix: Law References • Final Exam

Pennsylvania Real Estate Practice, Version 12.0

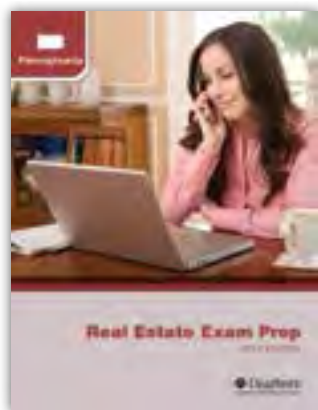
by Thomas J. Bellairs, James L. Helsel Jr., and James L. Goldsmith Esq., with Marie S. Spodek, GRI, DREI, Consulting Editor

This 30-hour interactive course introduces students to the various facets of the real estate business and the techniques, procedures, and ethics involved in a real estate transaction.

CONTENTS: The Real Estate Business • Real Estate Brokerage • Agency in Real Estate • Ethical Practices and Fair Housing • Listing Agreements and Buyer Representation Contracts • Sales Contracts • Financing the Real Estate Transaction • Appraising Real Estate • Closing the Real Estate Transaction • Property Management • Appendix: Law References • Final Exam



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ISBN 9781427735386 Retail Price \$46.38



Textbook, 62 pages, 2012 copyright, 8½ x 11"
ISBN 1427711224 Retail Price \$22.72

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Textbook, 682 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421835 Retail Price \$51.96



NEW VERSION – COMING SOON

Tennessee Course for New Affiliates, Version 3.0

Prepared in cooperation with the Greater Nashville Association of REALTORS® with William Schlueter, GRI, ITT, Contributing Editor

This 30-hour online course covers the topics required by the Tennessee Real Estate Commission for new affiliates. Topics include practical applications and increased understanding of listings, agency, contracts, ethics, fair housing, and antitrust; Tennessee Real Estate Commission's laws, rules, and policies; and more.

CONTENTS: Listings • Agency • Contracts • Fair Housing • Antitrust and Risk Reduction • Tennessee Real Estate Commission Laws, Rules, and Policies • Residential, Commercial, and Rental Property Management • Ethics and Etiquette • Finance • Final Exam

NEW VERSION – COMING SOON

Tennessee Real Estate Principles, Version 3.0

William Schlueter, GRI, ITT, Contributing Editor

From the principles of real estate law to fair housing, this interactive online course prepares students for a successful career in real estate. The course includes the latest Tennessee information, along with the rules and regulations of the Tennessee Real Estate Commission.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Fair Housing • Interests in Real Estate • Forms of Real Estate Ownership • Land Description • Transfer of Title • Title Records • Real Estate Brokerage • Real Estate Agency • Client Representation Agreements • Real Estate Contracts • Real Estate Taxes and Other Liens • Real Estate Financing • Government Involvement in Real Estate Financing • Real Estate Appraisal • Closing the Real Estate Transaction • Leases • Property Management • Land-Use Controls and Property Development • Environmental Issues and the Real Estate Transaction • Investing in Real Estate • Tennessee Licensing Overview • Operating a Real Estate Business in Tennessee • Tennessee Agency Overview • Contracts and Closings Overview • Tennessee License Law Enforcement Overview • Tennessee Specialty Topics • Title Issues • Final Exam

NEW EDITION

Modern Real Estate Practice in Texas, 16th Edition

by Cheryl Peat Nance, EdD, DREI, CREI, with Loretta DeHay, Contributing Editor

The newest edition of this classic Texas text is packed with all of the detail and analysis you've come to expect from a *Modern Real Estate Practice* book. Completely revamped to cover the latest laws from Texas legislature, this is the most comprehensive prelicensing textbook in the state. "In Practice" and "For Example" sections emphasize real-life issues, and a variety of margin notes expand on key ideas.

CONTENTS: Introduction to Modern Real Estate Practice • Real Property • The Real Estate Market • Concepts of Home Ownership • Real Estate Brokerage and the Law of Agency • Fair Housing Laws and Ethical Practices • Texas Real Estate License Act • Interests in Real Estate • How Ownership Is Held • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Listing Agreements • Real Estate Appraisal • Real Estate Financing: Principles • Real Estate Financing: Practice • Transfer of Title • Title Records • Real Estate Mathematics • Closing the Real Estate Transaction • Leases • Property Management • Real Estate—A Business of Many Specializations • Control of Land Use and Green Initiatives • Real Estate Investment • Glossary • Answer Key • Index

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Pennsylvania	60 hrs	Yes	PSI
Tennessee	90 hrs	Yes	PSI
Texas	180 hrs	Yes	Pearson VUE

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

NEW VERSIONS

Modern Real Estate Practice in Texas 30-Hour Principles I and II, Version 16.0

by Cheryl Peat Nance, EdD, DREI, CREI, with Loretta DeHay, Contributing Editor

Based on the best-selling *Modern Real Estate Practice in Texas*, Principles I and Principles II cover everything a student needs to know to pass the Texas licensing exam in a convenient online format. These courses have been extensively revised to comply with the new TREC curriculum requirements for Principles I and II. The courses contain a variety of study tools to help students prepare for a career in real estate, including interactive exercises, reading comprehension quizzes, and links to all the relevant forms and websites.

CONTENTS: Principles I: Introduction to Modern Real Estate Practice • Real Property • The Real Estate Market • Concepts of Home Ownership • Real Estate Brokerage and the Law of Agency • Fair Housing and Ethical Practices • Texas Real Estate License Act • Interests in Real Estate • How Home Ownership Is Held • Legal Descriptions • Real Estate Taxes and Other Liens • Real Estate Contracts • Listing Agreements • Final Exam **Principles II:** Real Estate Appraisal • Real Estate Financing: Principles • Real Estate Financing: Practice • Transfer of Title • Title Records • Real Estate Mathematics • Closing the Real Estate Transaction • Leases • Property Management • Real Estate—A Business of Many Specializations • Control of Land Use and Green Initiatives • Real Estate Investment • Final Exam

NEW VERSION – COMING SOON

Texas Real Estate Finance, Version 6.0

by Doris Barrell, GRI, DREI, CDEI, and David Sirota, PhD

Based on *Essentials of Real Estate Finance*, this dynamic online course covers the principles and practices of real estate finance. The course has been updated with the rules and regulations affecting the residential financing market. Updates include information about the new federal disclosure forms that will replace the Good Faith Estimate, Truth-in-Lending disclosure, and HUD-1 Settlement Statement. Interactive exercises, reading comprehension quizzes, and unit exams will help students master the key finance issues encountered during a majority of sales.

CONTENTS: The Nature and Cycle of Real Estate Finance • Money and the Monetary System • Additional Government Influence • The Secondary Mortgage Market • Sources of Funds: Institutional, Non-Institutional, and Other Lenders • Instruments of Real Estate Finance • Real Estate Financing Programs • Government Loans • Processing Real Estate Loans • Defaults and Foreclosures • Texas Financing Programs • Final Exam

NEW EDITION – COMING SOON

Texas Law of Contracts, 2nd Edition

This new edition covers the topics required by the Texas Real Estate Commission (TREC). New topics include the Deceptive Trade Practices Act (DTPA), homestead law, mineral rights, and short sales. Key terms reinforce terminology, and chapter reviews emphasize important concepts or serve as a quick refresher of chapter content. Instructor Resources include outlines, exams, and PowerPoint presentations.

CONTENTS: Texas Contract Law • Basics of Real Estate Law • Contracts Used in Real Estate • Limitations on Ownership Rights • The Sales Contract • Contingencies, Addenda, and Amendments • Financing Real Estate • Conveyance of Title • Transaction Process and Closing • Common Contract Mistakes • Glossary • Answer Key • Index

Teach students everything they need to know about contract law

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Textbook, 300 pages, 2015 copyright, 8½ x 11"
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Help your students navigate their way through all of the required Texas real estate forms

Textbook/Forms Supplement Set, 267 pages, 2015 copyright, 8½ x 11"
ISBN 9781475430271 Retail Price \$41.23



IDECC Certified



Textbook, 500 pages, 2014 copyright, 8½ x 11"
ISBN 9781475428094 Retail Price \$39.87



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Textbook, 78 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421842 Retail Price \$26.15

NEW EDITION – COMING SOON

Texas Promulgated Forms, 2nd Edition

Peggy Santmyer, Contributing Author

Texas Promulgated Forms provides a clear, practical approach to purchase agreements and an in-depth analysis of Texas Real Estate Commission (TREC) forms for new licensees and seasoned practitioners.

Case studies provide students with hours of practice using TREC promulgated forms. Instructor Resources include outlines, exams, and a PowerPoint presentation. New for this edition is the forms supplement, which is a separate book that includes all forms for instruction as well as blank and filled-out forms for case studies.

CONTENTS: Contract Law Overview • Laws, Rules, and Regulations • Parties, Property, and Financing • Covenants, Commitments, and Notices • Closing, Possession, and More • The Remaining Promulgated Forms • Promulgated Addenda, Notices and Other Forms • Other Real Estate Matters • Practice Makes Perfect • Glossary • Answer Key • Index

NEW EDITION

Texas Real Estate Agency, 8th Edition

by Donna K. Peebles, PhD, Minor Peebles III, PhD, and A. Sue Williams, MS, with Thomas C. Terrell and Kathleen E. Terrell, CREI, Contributing Editors

This Texas agency book incorporates the latest legislation and explains agency relationships in a logical sequence with many examples and actual legal cases. It has been reorganized to match the Texas Real Estate Commission curriculum. A full set of Instructor Resources is included.

CONTENTS: Agency Concepts • Basic Agency Relationships, Disclosure, and Duties to the Client • Duties and Disclosures to Third Parties • Seller Agency • Buyer Agency • Representing More Than One Party in a Transaction: Intermediary Brokerage • Creation and Termination of Agency • Clarifying Agency Relationships • Employment Issues • Agency, Ethics, and the Law • Deceptive Trade Practices and Consumer Protection Act • Implementation and Presentation • Appendix A: Texas Occupations Code • Appendix B: Questions and Answers Regarding Disclosure of Agency and Intermediary Practice • Appendix C: NAR Code of Ethics • Glossary • Answer Key • Index

NEW EDITION

Texas Real Estate Exam Prep, 3rd Edition

This exam prep booklet was written by state real estate experts and professionals and is ideal when used in conjunction with our Texas prelicensing titles. It features quizzes covering state-specific topics and 215 up-to-date, relevant questions on law and practice to help students master the state portion of the licensing exam. The answer key features in-depth rationales for each question.

CONTENTS: Commission Duties and Powers • Licensing • Standards of Conduct • Agency/Brokerage • Contracts • Special Topics • Practice Questions • Practice Questions Answer Key

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Texas	180 hrs	Yes	Pearson VUE

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

Virginia Real Estate Exam Prep, 4th Edition

Ideal when used with our other Virginia titles, this exam prep booklet, written by real estate experts and professionals in the state, features more than 200 carefully chosen questions on law and practice to help students master the state portion of the licensing exam.



Textbook, 42 pages, 2012 copyright, 8½ x 11"
ISBN 1427711461 **Retail Price \$22.72**

NEW EDITION

Virginia Real Estate Practice & Law, 10th Edition

Doris Barrell, GRI, DREI, CDEI, Consulting Editor

This supplemental text covers Virginia real estate license law and regulation. It is designed to be used with our national prelicensing texts and the *Virginia Real Estate PSI Exam Prep QBank* for complete preparation for the state licensing exam. The text has been updated with the latest information regarding agent relationships and the most current disclosure forms. With over 200 questions, students can test their retention of the material and readiness for the exam.

CONTENTS: Virginia Real Estate Law • Brokerage Relationships and Agency • Interests and Forms of Ownership • Real Estate Taxes and Other Liens • Real Estate Contracts • Real Estate Financing • Transfer of Title • Virginia's Real Estate License Law • Leasing Real Estate in Virginia • Virginia Fair Housing Law • Appendix A: Exclusive Right to Sell Listing • Appendix B: Exclusive Right to Represent Purchaser Agreement • Appendix C: Information Sources • Practice Examination • Answer Key • Index



Textbook, 250 pages, 2015 copyright, 8½ x 11"
ISBN 9781475425390 **Retail Price \$29.03**

NEW VERSION – COMING SOON

Virginia Real Estate Principles, Version 5.0

Doris Barrell, GRI, DREI, CDEI, Consulting Editor

Virginia Real Estate Principles is based on the bestseller *Modern Real Estate Practice*, as well as *Virginia Real Estate Practice & Law*. This 60-hour interactive course provides students with a strong foundation for building a successful real estate career. Topics include Virginia license law, Real Estate Board rules and regulations, and other state-specific laws.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Fair Housing • Interests in Real Estate • Forms of Real Estate Ownership • Land Description • Transfer of Title • Title Records • Real Estate Brokerage • Real Estate Agency • Client Representation Agreements • Real Estate Contracts • Real Estate Taxes and Other Liens • Real Estate Financing • Government Involvement in Real Estate Financing • Real Estate Appraisal • Closing the Real Estate Transaction • Leases • Property Management • Land-Use Controls and Property Development • Environmental Issues and the Real Estate Transaction • Investing in Real Estate • Virginia Real Estate Law • Brokerage Relationships and Agency • Interests and Forms of Ownership • Real Estate Taxes and Other Liens • Real Estate Contracts • Real Estate Financing • Transfer of Title • Leasing Real Estate in Virginia • Virginia Fair Housing Law

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NEW VERSION

Washington Real Estate Fundamentals, 60-Hour Broker

Prelicensing Course, Version 2.0

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Gerald R. Cortesi, Contributing Editor

This 60-hour online prelicensing course covers everything from concepts of real property and ownership to Washington-specific laws, including the Residential Landlord-Tenant Act and the "Real Estate Brokerage Relationships" agency law.

CONTENTS: Introduction to the Real Estate Business • Real Property and the Law • Concepts of Home Ownership • Agency • Real Estate Brokerage • Listing Agreements and Buyer Representation • Interests in Real Estate • Forms of Real Estate Ownership • Legal Descriptions • Real Estate Taxes and Liens • Real Estate Contracts • Transfer of Title • Title Records • Real Estate Financing: Principles • Real Estate Financing: Practice • Leases • Property Management • Real Estate Appraisal • Land-Use Controls and Property Development • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Investment • Washington Licensing Overview • Operating a Real Estate Business in Washington • Washington Agency Overview • Washington Contracts and Closings Overview • Washington License Law Enforcement Overview • Washington Specialty Topics • Washington Title Issues • Final Exam

NEW VERSION

Washington Real Estate Practices, 30-Hour Broker

Prelicensing Course, Version 2.0

This prelicensing course covers a strong base of required core topics—including agency relationships, listing agreements, negotiations and sales techniques, residential financing and the closing process—all crucial to any new licensee's business within the state of Washington. Discussion includes different styles of business ethics and how they are implemented in real estate, as well as the standards of conduct included in the REB regulations. This course provides practical examples on when disclosure is required, outlines important risk reduction strategies for brokers, and gives specific examples of discriminatory housing practices in Washington.

CONTENTS: Business Skills and Procedures • Agency Relationships • Listing Property • Evaluating and Pricing Property • Marketing Property • Negotiation and Sales Techniques • Purchase and Sale Agreements with Earnest Money • Residential Financing and the Closing Process • Real Estate Math • Final Exam

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Virginia	60 hrs	Yes	PSI
Washington	90 hrs	Yes	AMP

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit our website.

Post-Licensing

NEW EDITION

Post-Licensing Education for Florida Real Estate Sales Associates, 9th Edition

This title fulfills the 45-hour Florida state post-licensing requirement and is regularly updated to meet the changing needs of the market. Written by an industry expert, the latest edition provides Florida licensees with a step-by-step guide to conducting business in the real estate industry.

See page 31.



Online Post-Licensing Available 24/7

Our post-licensing courses are specifically designed to help students develop and enhance the skills needed to run a successful practice while meeting state post-licensing requirements. With online delivery solutions available for all post-licensing titles, your school can offer the flexibility busy professionals need to meet their requirement without having to attend a live class.

For more information on the specific courses included here, contact your Account Manager today.



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Textbook, 393 pages, 2014 copyright, 8½ x 11"
ISBN 9781475420173 Retail Price \$44.84



NEW EDITION

Post-Licensing Education for Florida Real Estate Sales Associates, 9th Edition

by Edward J. O'Donnell

Written by an industry expert, this title fulfills the 45-hour state requirement. Completely updated to meet changing market needs, as well as changes in Florida law, this edition offers expanded discussion on financing, fair housing laws, and social media. It provides a step-by-step guide to conducting business in the real estate industry for new Florida licensees. Special learning features include action lists, useful online resources, case studies, a comprehensive appendix of useful forms, and tips for prospecting all the way through conducting a close. A complete set of Instructor Resources is available for classroom use.

CONTENTS: Legal Issues and Risk Management • Fair Housing and the Americans with Disabilities Act • Business Planning and Time Management • Prospecting for Listings • Pricing the Property to Sell • Making the Listing Presentation • Listing Contracts • Working with Buyers • Sales and Option Contracts • Writing and Presenting the Offer • Exploring Mortgage Alternatives • Acquiring Financing for the Property • Closing Real Estate Transactions • Analyzing and Managing Investment Property • Appendix A: Resources • Appendix B: Forms To Go • Appendix C: Practice Final Exam • Glossary • Index

Georgia Sales and Marketing 101 for Real Estate Professionals, Version 2.0

by Chris Grover

Based on the *Sales and Marketing 101 for Real Estate Professionals* textbook, this user-friendly course meets Georgia's 25-hour post-licensing requirement. The flexible, convenient online delivery format is essential to helping today's busy real estate professionals succeed and uses plenty of real-life examples, including "For Example" features, multiple-choice questions with answers and rationales, and key terms to help licensees understand and apply concepts. Also included is a glossary and marketing plan appendix.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • Ethics and Real Estate Professionalism • Insights Into a Successful Sale—No Trust, No Need • Insights Into a Successful Sale—No Help, No Hurry • Personal Selling • The Interview and Close • Appendix: Marketing Plan

Online Course

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NEW EDITION

Illinois Real Estate Broker Post-Licensing, 2nd Edition

Gerald R. Cortesi, Contributing Editor

This title can be used to support a broker post-licensing course. It contains the mandatory topics, including license law, state and federal laws, agency, and real estate transactions. Enhanced Instructor Resources are available to prepare for regular classroom instruction, as well as the interactive requirement. Included are lecture outlines, chapter quizzes, a PowerPoint presentation, a final exam, and interactive exercises.

CONTENTS: License Law • Real Property Issues • Risk Management • Agency Issues • Seller Counseling • Buyer Counseling • Market Analysis • Financing • Contracts and Conveyances • Closing the Transaction • Glossary • Chapter Quizzes Answer Key



Textbook, 254 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421873 Retail Price \$43.84



NEW VERSION – COMING SOON

Property Management in Texas, 30-Hour Course, Version 4.0

by Robert C. Kyle with Floyd M. Baird, Ralph Tamper, and Marie S. Spodek, GRI, DREI, Contributing Editors

This interactive course offers a practical look at the daily issues facing property managers, including maintenance, accounting, administrative, and legal activities. Instructional graphics, unit exams, reading comprehension quizzes, and interactive exercises help students gain mastery of this rapidly evolving field. *Comparable textbooks are located on page 57.*

CONTENTS: Professional Property Management • Property Management Economics and Planning • Owner Relations • Lease Negotiations • Tenant Relations • Maintenance and Construction • Managing the Office and Reports • Federal Laws • Residential Property • Office Property • Retail Property • Industrial Property • Risk and Environmental Issues • Life Safety Issues • Texas Property Management Policy and Law • Final Exam

Online Course

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State	Post-Licensing CE Requirements	CE Distance	Accepts ARELLO®
Florida	45 hrs the 1st renewal	Yes	No
Georgia	25 hrs the 1st year	Yes	Yes
Illinois	30 hrs the 1st renewal	Yes	No
Texas	90 hrs the 1st renewal	Yes	Yes
Virginia	30 hrs the 1st renewal	Yes	No
Washington	90 hrs the 1st renewal	Yes	Yes

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For post-licensing requirements in other states, please see the real estate licensing requirements appendix on page 84.

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NEW VERSION

Real Estate Investment: Texas Essentials of Real Estate Investment, 30-Hour Course, Version 3.0

by David Sirota, PhD

Based on the best-selling textbook *Essentials of Real Estate Investment*, this course is an easy-to-use, dynamic presentation of the principles and practices of real estate investment. Learning objectives, end-of-unit quizzes, and unit exams highlight key concepts and lessons covered in each unit. This course also complies with the biadata verification requirement in Texas. *Comparable textbooks are located on page 74.*

CONTENTS: Introduction to Real Estate Investment • Ownership Interests in Real Property • Feasibility Studies of Real Estate Investments • Income Taxes and Real Estate Investments • Financial Analysis of Real Estate Investments • Financing for Real Estate Investments • Investing in Land • Investing in Residential Properties • Investing in Office Buildings • Commercial Real Estate Investments • Investing in Industrial Properties • Special Real Estate Investments • Final Exam

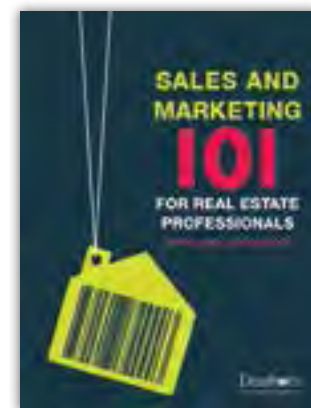
NEW VERSION

Real Estate Marketing: Sales and Marketing 101 in Texas, Version 2.1

by Chris Grover

This course provides comprehensive coverage of the marketing strategies and selling skills crucial for a successful career in real estate. Mixing entry-level concepts with advanced marketing theories, this course offers an interactive immersion into closing techniques, sales plans, digital marketing, and much more. With key terms, reading comprehension quizzes, and interactive exercises, this course may also be used to fill a 30-hour salesperson annual education (SAE) requirement in Texas.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Technology in Real Estate • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • Ethics and Real Estate Professionalism • Understanding Your Clients • Insights Into a Successful Sale—No Trust, No Need • Insights into a Successful Sale—No Help, No Hurry • Personal Selling • The Interview and Close • Final Exam • Appendix: Marketing Plan



Textbook, 252 pages, 2012 copyright, 8½ x 11"
ISBN 9781427738240 Retail Price \$39.64



ARELLO® Certified

Can be used to meet Texas 30-hr SAE requirement

Sales and Marketing 101 for Real Estate Professionals, 2nd Edition

by Chris Grover

Using conversational language and a plethora of real-life examples, this textbook explains classic marketing principles and sales techniques from the perspective of the real estate industry. In addition, it can also be used to fill a 30-hour salesperson annual education (SAE) requirement in Texas. A complete set of Instructor Resources is available online.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • Ethics and Real Estate Professionalism • Insights Into a Successful Sale—No Trust, No Need • Insights Into a Successful Sale—No Help, No Hurry • Personal Selling • The Interview and the Close • Appendix • Glossary • Answer Key • Index

Virginia Post-Licensing Requirements

We have developed all the post-licensing courses needed to satisfy the Virginia 30-hour educational curriculum guidelines that went into effect July 1, 2013. There are eight modules required, ranging from Fair Housing to Agency Law.



Virginia Post-Licensing: Agency Law, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

This 3-hour online post-licensing course covers agency topics, changes to agency law, and agency disclosure. It provides detailed information on the new and revised agency disclosure form, as well as changes to Virginia agency laws.

CONTENTS: The Law of Agency • Brokerage Relationships and Agreements • New Dual Agency and Designated Agency Disclosure • Final Exam

Virginia Post-Licensing: Contract Writing, Version 2.0

by Doris Barrell, GRI, DREI, CDEI

This 6-hour online post-licensing course covers contract writing, including listing parties, residential leasing, net leases, triple net leases, ground leases, contingencies, ownership principles, multiple offers, ratification, delivery, back-up offers, and home inspections. The units include interactive exercises, true-false reading comprehension quizzes, and multiple-choice unit exams.

CONTENTS: Contract Overview • The Sales Contract • Specific Language Required in Virginia Sales Contracts • Contingencies, Addenda, and Amendments • Common Mistakes in Contract Writing • Contracts Used in Leasing • Final Exam

Virginia Post-Licensing: Current Industry Issues and Trends, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

This 2-hour online post-licensing course covers current industry issues and trends, including short sales, social media, and Internet advertising. The units include interactive exercises, true-false reading comprehension quizzes, and multiple-choice unit exams.

CONTENTS: Recent Legislation Affecting Real Estate • Short Sales • Social Media and Internet Advertising • Final Exam

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Virginia Post-Licensing: Escrow Requirements, Version 1.0

Martha R. Williams, JD, Contributing Editor

This 3-hour online post-licensing course covers escrow requirements and laws from the Code of Virginia, including deposits and trust monies. The units include interactive exercises, true-false reading comprehension quizzes, and multiple-choice unit exams.

CONTENTS: Use of Escrow by Real Estate Licensees • Inspections • Escrow Procedures in the Closing of a Transaction • Final Exam

Virginia Post-Licensing: Ethics and Standards of Conduct, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

This 3-hour course offers Virginia licensees an overview of the many ways that ethics govern the practice of real estate. Beginning with a general discussion of the principles of ethics, it also explores the National Association of REALTORS® Code of Ethics and probes the Virginia Real Estate Board Rules and Regulations.

CONTENTS: Overview of Ethics • National Association of REALTORS® Code of Ethics • Virginia Real Estate Board Rules and Regulations • Final Exam • Appendix: National Association of REALTORS® Code of Ethics • Glossary

Virginia Post-Licensing: Fair Housing, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

This 2-hour online course covers the fair housing requirement for new Virginia licensees by exploring the applications of federal, state, and even some local fair housing laws. By exploring legal precedents and real-life case studies, this course digs into the many tactical challenges licensees face every day while practicing the trade of real estate.

CONTENTS: Federal Fair Housing Law • Virginia Fair Housing Law • Final Exam

Virginia Post-Licensing: Real Estate Law and Board Regulations, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

This post-licensing course consists of important information that licensees need to operate in the state of Virginia. Topics covered include lead-based paint, the Virginia Residential Landlord and Tenant Act, the Property Owners Association Act, the Condominium Act, the Common Interest Community Law, Megan's Law, the Servicemembers Civil Relief Act, required disclosures, Virginia Real Estate Board disciplinary actions, building codes, and smoke detectors. Unit and final exam banks are provided for a unique exam experience each time a student takes the exam.

CONTENTS: Licensee Conduct and Duties • Specialized Housing • Landlord and Tenant Concerns • Consumer Protection Laws • Enforcing the Law • Final Exam

Virginia Post-Licensing: Risk Management, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

An essential course for satisfying Virginia's post-licensing requirement, *Virginia Post-Licensing: Risk Management* explores the various steps a licensee should take when working with clients, brokers, agents, and various government officials to stay within the boundaries of the law and avoid harmful lawsuits. This 3-hour course features interactive exercises and reading comprehension quizzes, with answer rationales, to reinforce key learning concepts.

CONTENTS: General Legal Liabilities • Agency and Brokerage Relationships • Federal and State Legislation

NEW VERSION**Washington Advanced Real Estate Practices,**

30-Hour Broker Post-Licensing Course, Version 2.0

by Lynnell Morgan and Marie S. Spodek, GRI, DREI

This mandatory, 30-hour online course is all-new, with up-to-date content and a refreshed format that reinforces learning and retention. The course covers those topics that are most important to a newly licensed broker in Washington, including agency relationships, conflict resolution techniques, provisions of landlord-tenant laws, and how to conduct a short sale.

CONTENTS: Brokerage • Agency • Contracts • Marketing, Negotiation, and Closing • Problem Management • Business Practices • Property Management • Current Topics • Final Exam

NEW VERSION**Washington Real Estate Law, Version 2.0**

This mandatory post-licensing course covers real estate license law and regulation, as well as other topics crucial to any new licensee's business within the state of Washington. It provides the content in a flexible, interactive environment convenient for today's busy professional. From general legal concepts to more current topics, like errors and omissions insurance and Washington's Consumer Protection Act, this course offers an engaging survey of the most pressing legal issues real estate professionals need to know.

CONTENTS: Introduction • Washington Licensing Law • Agency Law • Contracts • Torts • Practices and the Law • Legal Environment • Current Topics • Final Exam

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Continuing Education

NEW

Everyday Ethics in Real Estate

This brand-new title reflects the latest information from the Code of Ethics and Standards of Practice of the National Association of REALTORS® (NAR). Students will gain greater insight into the responsibilities and duties required of REALTORS®, as well as recommended sanctions for violations of the Code.

See page 39.



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A complete guide to fair housing laws and regulations

Booklets (set of 20),
118 pages, 2012 copyright, 8½ x 11"
ISBN 1427711577 Retail Price \$71.26



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NEW

Everyday Ethics in Real Estate

by Doris Barrell, GRI, DREI, CDEI

The fourth in a series of ethics courses, this title reflects the latest information from the Code of Ethics and Standards of Practice of the National Association of REALTORS® (NAR). Students will gain greater insight into the responsibilities and duties required of REALTORS® and recommended sanctions for violations of the Code. This title meets NAR's requirements for new members to complete ethics training and continuing members to complete quadrennial ethics training.

CONTENTS: Ethics in Today's World • Ethics and the Real Estate Professional • National Association of REALTORS® Code of Ethics • Enforcement of the NAR Code of Ethics • Current Ethics Issues • Making Ethical Decisions • Appendix A: Code of Ethics and Standards of Practice of the National Association of REALTORS® • Answer Key • Glossary

Fair Housing, 4th Edition

by Marcia L. Russell, DREI

Today's real estate practitioner must establish business practices that comply with fair housing laws and offer equal professional service to all. Consistency, objectivity, and documentation are critical in accomplishing this objective.

This popular title covers topics important to today's real estate professional. Case studies help students apply the fair housing laws to real-world situations that they may encounter in their own businesses. Key terms and a glossary ensure a complete understanding of the terminology involved, and the book includes end-of-unit quizzes with answer keys, two final exams, and Instructor Resources.

CONTENTS: The Fair Housing Act • The 1988 Amendments Act and Beyond • Fair Housing in Property Management • Fair Housing Advertising • Fair Housing Enforcement • Cultural Diversity and Fair Housing • Fair Housing Case Studies • Final Examinations • Appendix A: Substantially Equivalent State and Local Fair Housing Laws • Glossary • Index

Introduction to Commercial Real Estate Sales, Version 4.0

by Bill W. McCoy III

This popular continuing education elective provides a comprehensive introduction to the potentially lucrative field of commercial real estate. Discussion includes the categories of commercial property, financial elements involved in real estate investments, and developing a marketing plan. This elective features learning objectives and key terms, case studies, interactive exercises, and a final exam.

CONTENTS: Characteristics of Commercial Investment Real Estate • Understanding and Analyzing Investment Returns • Income Tax Characteristics of the Real Estate Investment • Marketing Commercial and Investment Real Estate • Final Exam

Investment Property Practice and Management, Version 4.0

by Robert C. Kyle, Floyd M. Baird, RPA/SMA, and Bill W. McCoy III, with Marie S. Spodek, DREI, Consulting Editor

This user-friendly interactive course borrows from topics covered in *Introduction to Commercial Real Estate Sales* and *Property Management and Managing Risk*. Specific topics explored include the nature of commercial real estate, classifications of real property, lease types, market value, and rate of return analysis.

CONTENTS: Introduction to Professional Property Management • The Manager-Owner Relationship • Economics and Planning • Leases and Tenant Issues • Managing Residential Properties • Managing Risk and Tenant Safety Issues • Characteristics of Commercial Investment Real Estate • Understanding and Analyzing Investment Returns • Income Tax Characteristics of the Real Estate Investment • Marketing Commercial and Investment Real Estate • Final Exam

NEW VERSION

Buyer Representation in Real Estate, Version 5.0

by Dianna W. Brouthers, GRI, DREI, CAI, and Roger Turcotte, GRI, CBR®, DREI, CAI

This title offers a great introduction for buyer agents with a focus on the legal and technical aspects, such as due diligence and fiduciary duties. The online course includes brand-new interactive exercises and 180 unit exam questions.

CONTENTS: Foundations of Buyer Representation • Presenting Buyer Representation • Buyer Representation Agreements • Buyer Representation in Action • Final Exam

Environmental Issues in Your Real Estate Practice,

Version 5.0

by Marie S. Spodek, GRI, DREI

This course uses clear language and real-world examples to explain the potential environmental hazards that agents need to know. The discussion includes evaluating properties, due diligence, and avoiding legal liability.

CONTENTS: General Issues • Lead-Based Paint • Radon • Mold • Asbestos • Volatile Organic Compounds (VOCs) and Pesticides • Drinking Water • Other Indoor Pollutants • Underground and Aboveground Storage Tanks • Waste Sites and Toxic Substances • Construction Issues • Wetlands, Watersheds, and Endangered Species • Environmental Reports and Consultants • Final Exam

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Property Management and Managing Risk, 4th Edition

by Robert C. Kyle and Floyd M. Baird, RPAISMA, with Marie S. Spodek, GRI, DREI, Consulting Editor

This popular title provides an up-to-date introduction to property management with a focus on practical advice on how to comply with regulations and avoid liability. The features include "Liability Alerts" that offer suggestions for avoiding liability from both owners and tenants, case studies, key terms, learning objectives, review questions, answer keys, along with a glossary and complete Instructor Resources with a final exam and answer key.

CONTENTS: Introduction to Professional Property Management • The Manager-Owner Relationship • Economics and Planning • Leases and Tenant Issues • Managing Residential Properties • Managing Risk and Tenant Safety Issues • Glossary • Answer Key • Index

NEW EDITION

Real Estate and Taxes: What Every Agent Should Know,

6th Edition

by Vernon Hoven, CPA, EA, and Sharon Kreider, CPA, EA

In clear and simple language, this text demystifies tax laws and their impact on anyone owning or selling real estate. Students will receive a background on basic tax issues and learn to apply calculations and formulas to better assist clients on tax-related questions and issues. Recently rewritten to closely address the needs of all students, this newest edition also includes the latest law changes. Real-life examples and case studies with discussion questions offer a context for the material covered.

CONTENTS: Home Mortgage Interest Deduction • Taxation of Profit—How Gains or Losses Are Computed • Exclusion Rule for Gain on Sale of Principal Residence • Applying the Passive Loss Rules to Real Estate Professionals • Answer Key • Glossary

NEW VERSION

Real Estate Finance and Tax Issues, Version 5.0

by Doris Barrell, GRI, DREI, CDEI, Vernon Hoven, CPA, and Sharon Kreider, CPA, EA

This online course offers a comprehensive look at the use of principal financing instruments and how the government influences real estate financing. In a time of financial restructuring and changing tax policy, this latest version offers an invaluable resource for real estate professionals.

CONTENTS: Basics of Real Estate Finance • Government Influences on Real Estate Finance • Current Issues in Mortgage Lending • Conventional Mortgage Loans • Government-Insured or Guaranteed Loans • Special Financing Alternatives • Home Mortgage Interest Deduction • Taxation of Profit: How Gains or Losses Are Computed • Exclusion Rule for Gain on Sale of Principal Residence • Applying the Passive Loss Rules to Real Estate Professionals • Final Exam

Real Estate Finance Today, 5th Edition

by Doris Barrell, GRI, DREI, CDEI

In a time of financial restructuring and a rapidly developing regulatory environment, this latest edition offers an invaluable resource for real estate professionals practicing in several different fields. This online course covers everything from the restructuring of government organizations like Fannie Mae, Freddie Mac, and the new Consumer Financial Protection Bureau to updated private policies regulating loan limits and flood insurance. Key terms, case studies, chapter quizzes, financial appendices, and other learning tools make this the best bet for staying up to speed in today's fast-moving real estate economy.

CONTENTS: Basics of Real Estate Finance • Government Influences on Real Estate Finance • Current Issues in Mortgage Lending • Conventional Mortgage Loans • Government-Insured or Guaranteed Loans • Special Financing Alternatives • Appendix A: Maximum Loan Limits and Loan Comparison Chart • Appendix B: Interest Rate Factor Chart • Appendix C: Prequalifying Worksheet for Prospective Buyers • Appendix D: Calculating Monthly Mortgage Payment • Appendix E: Calculating FHA Monthly Mortgage Payment • Glossary • Answer Key



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Textbook, 142 pages, 2013 copyright, 8½ x 11"
ISBN 9781427731654 Retail Price \$16.37



A core resource for any real estate pro dealing with commercial and investment properties

Real Estate Market Pulse, Version 1.0

Having a finger on the pulse of today's real estate market is more important to your students than ever before. This course defines what and who is driving today's home purchases and sales. It informs students on how to use social media legally, as well as explores the positives, negatives, and future of the national and local real estate markets. Unit exams, interactive activities, and a final exam will help ensure your students understand the material covered in this course.

CONTENTS: Course Introduction • Changing Reality: The American Dream Redefined • What and Who Is Driving the Market? • Social Media Explosion & the Leading and Bleeding Edges of Real Estate • Opportunities and Risk Management in Residential Leasing and Property Management • Unit Exams • Final Exam

Red Flags Property Inspection Guide, 3rd Edition

by James C. Prendergast and Lynn P. Cushwa

This course offers information for agents inspecting properties on topics such as asbestos, hazardous vegetation, and more. Instructor Resources offer additional tools to help instructors prepare for a successful class.

CONTENTS: Red Flags: What Are They and What Causes Them? • Inspecting for Red Flags Outside the Home • Inspecting for Red Flags Inside the Home • Red Flags Associated with Environmental Hazards and Hazardous Materials • Answer Key • Glossary

Risk Management, Version 4.0

by Martha R. Williams, JD

This course provides the essentials on risk management that every sales professional must know to avoid legal problems and provides an action plan for minimizing liability.

CONTENTS: Introduction to Managing Risk • Misrepresentation, Nondisclosure, and Unauthorized Practice of Law • Disclosure of Environmental Hazards • Agency • Federal Fair Housing Laws • The Americans with Disabilities Act • Antitrust Laws • Final Exam

Commercial and Investment Real Estate: Tools of the Trade

by Edward S. Smith Jr., CREI, ITI, CIC, RECS, GREEN, MICP

Commercial and investment properties are some of the fastest-growing segments of the real estate market. Sales opportunities are rich, but the rules for buying, holding, and selling real estate can often be completely different from those governing the residential realm. This book opens the door to commercial and investment real estate and is an invaluable resource to everyone from beginning agents to experienced brokers. Learn how to evaluate commercial properties, calculate cash flows, and negotiate capital gains taxes and 1031 exchanges.

CONTENTS: Commercial Real Estate Opportunities • All About Office Buildings • Retail Properties • Industrial Buildings and Their Physical Characteristics • Introduction to Financial Analysis • The Value of Investments • Forecasting Cash Flows • Depreciation and Cash Flow After Taxes • Selling Property: Capital Gains Taxes and 1031 Exchanges • Dealing with Other Brokers • Marketing for Success • Appendix: Commercial Real Estate Online Resources • Answer Key • Glossary

Foreclosures, Short Sales, REOs & Auctions: Tools for Success in Today's Market, 2nd Edition

by Ted Highland with Sandy Williams, DREI, Contributing Editor

With the number of homes going into foreclosure and short sales, it is increasingly important for licensees to stay current on these topics to remain competitive and successful in the market. This continuing education title discusses four hot topics in today's market: foreclosures, short sales, REOs, and auctions. Focusing on the legal ramifications of these topics, this title also reviews ways that agents can successfully market these properties. Each chapter contains vocabulary words and learning objectives, as well as end-of-chapter quizzes to emphasize key concepts.

CONTENTS: Foreclosures—An Introduction • Identifying the Short Sale Property • Marketing the Short Sale Listing • Short Sale Contracts • Making the Sale with Loss Mitigation Departments • Who to Contact? Asset Management Departments • Purchasing Lender-Owned (REO) Properties • Broker and Client Auction Procedures • Answer Keys • Glossary

Houses: Buy, Fix, Sell!, Version 1.0

A multitude of foreclosed and distressed homes today have been labeled as undesirable. Are these houses beyond help, or are they merely diamonds in the rough? Learn how to evaluate renovation options to determine if a house will be a money maker or a money taker.

This course takes students through the process of buying a distressed property, fixing it up, and selling it for profit. Students will first look at ways to structure the acquisition, whether representing the buyer, the seller, or themselves. Next, students will determine how to analyze the property's needs and costs. Comparing the costs and returns from renovating bedrooms, baths, kitchens, and more, will help investors put their money in the right place. Finally, students will learn how to put together pricing models, accurate construction timelines, and a profitable exit strategy. With a solid plan in place, buyers can lessen their risks and realize a greater profit by avoiding coal and discovering diamonds in the rough.

CONTENTS: Finding the Property • Minor and Major Renovations • Analyze: Location, Lot/Site, Building, and Financial Feasibility • Analyze: Scope of Work • Analyze: Exterior and Interior • Analyze: Interior • Financial Analysis and Buying • Fix and Sell • Final Exam

Identity Theft: Protecting Your Clients and Your Business, Version 1.0

The odds of experiencing identity theft are ever-increasing. Don't let your clients or yourself become a victim. Customers entrust their real estate agents with a wide variety of personal information. If it falls into the wrong person's hands, the damage to the customer's life and the agent's reputation could be extreme. In this course, you will learn how to respond if your personal information or your clients' information is compromised. You'll explore case studies and actual news stories to discover the methods thieves use to steal identities and what "red flags" you should watch for. You'll also learn how to protect your business and to prepare for a potential data breach. From the world of the Internet to phone bills to confidential contracts, there's never been more opportunity for identity thieves to strike. This course will provide the tools and information that can reduce your chances of becoming a victim.

CONTENTS: Consumer Identity Theft: Protecting Personal Information • Small Business Identity Theft: Protecting Your Business • Data Breach Risk Management: Be Prepared, or Prepare to Lose Clients • Identity Theft Resources: Increasing Your Identity Theft Knowledge and Awareness • Final Exam



Textbook, 109 pages, 2012 copyright, 8½ x 11"
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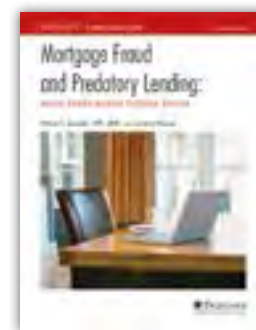
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Mortgage Fraud and Predatory Lending: What Every Agent Should Know, 2nd Edition

by Marie S. Spodek, GRI, DREI, and Jerome Mayne

This text addresses the hand-in-hand issues of predatory lending and mortgage fraud and how they affect foreclosed and repossessed properties. Each chapter is devoted to a specific topic and includes a definition and discussion of the issue, relevant information, and the impact of the topic on real estate agents. Learning features, such as case studies, key terms, and end-of-chapter multiple-choice questions with answer rationales, help emphasize important concepts. A complete set of Instructor Resources is also available with exams with answer key rationales, timed outlines, PowerPoint presentations, and chapter outlines.

CONTENTS: Financial Crisis • Mortgage Basics for Real Estate Licensees • Mortgage Fraud • Predatory Lending • Illegal Flipping • Federal Protections • Glossary • Answer Key

Reverse Mortgages for Seniors, 2nd Edition

by Bob LaFay with Barry D. Scoles, MA, CML, Contributing Author

This title describes qualifications for reverse mortgages and explores the different plans available to seniors. It details how seniors can use reverse mortgages to purchase a second home or use equity in their current home without having to make mortgage payments. Case studies allow students to understand how reverse mortgages can be implemented in real-life scenarios in today's market. A complete set of Instructor Resources helps to fully prepare for class.

CONTENTS: Reverse Mortgages: The History and the Basics • A Guide to Reverse Mortgage Plans • The Process for Obtaining a Home Equity Conversion Mortgage • Purchasing a Home with a HECM • Case Studies • Glossary • Answer Key

Scams, Scoundrels, and Real Estate Stings, Version 1.0

An agent can become an invaluable resource to clients and the real estate industry by learning how to spot and report scams at the first sniff of trouble. This course takes students, one crime at a time, on the journey of sleuthing the facts, recognizing who is liable, assessing the consequences, and revealing the resources that will help students avoid the dark side of the industry today. Students will learn how one person's scam is every agent's burden to bear, and how agents can sting-proof their reputation while keeping clients out of harm's way. From flopping to straw buyers to Internet fraud, it's all explored here.

CONTENTS: Introduction: A History of Real Estate Scams • Scams: Dirty Deeds, Done by Agents • Stings: Getting Caught in the Trap • Scoundrels: Giving Real Estate a Bad Name • Conclusion: Sting-Proofing Yourself • Appendix: National Association of REALTORS® Code of Ethics • Final Exam

Teach students what they need to know to protect their clients and their businesses from scammers!

Selling HUD Homes: Increase Your Client's Options,

Version 1.0

by Melanie Smith

In this online course, students will discover the wealth of HUD homes in today's market, and they will learn how to turn homes in need of a homeowner into a buyer's dream. Students will learn the advantages of buying a HUD property, including how HUD homes have become viable investments, with most priced well below market value. This course teaches the differences between a traditional purchase and a HUD home purchase, and how real estate professionals can help their clients tap into the vast inventory. Interactive activities, true/false questions, and unit exams will help prepare students for the final exam.

CONTENTS: Overview • Buying a HUD Home • Other Issues • Final Exam

Sustainable Housing and Building Green: What Agents Should Know, 2nd Edition

by Marie S. Spodek, DREI, CNE®

Sustainable Housing and Building Green: What Agents Should Know takes the mystery out of green and sustainable building concepts for commercial and residential real estate licensees. The text differentiates between government initiatives and nonprofit, private associations and explains how each impacts green building and maintenance practices. Licensees looking to serve the expanding market of consumers interested in high performance building practices will find practical information on products, designations, and certifications such as LEED and Green Globes. This edition has been updated with government and nonprofit building practices, as well as new green products on the market.

CONTENTS: Real Estate Licensees and Green Building • Green Building Concepts • Energy Audits • The Role of Government Programs • The Role of Trade Associations • The Role of Appraisers, Lenders, and Real Estate Licensees • Appendix: Sustainable Housing and Green Building Web Sites • Answer Key • Glossary

The Truth About Mold, 3rd Edition

by Susan C. Cooper, PhD

Mold has become a hot topic in the industry, and real estate professionals need to understand what it is and what to do when it is found in a property.

The Truth About Mold explores this widely misunderstood topic with updated information on how issues relating to mold impact the real estate profession. Students receive practical information on remediation, reducing liability, sampling and testing kits, health effects of mold, and the differences between mold and other environmental red flags.

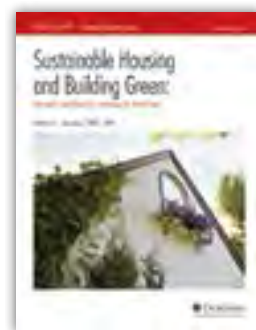
CONTENTS: The Mold Problem • What is Mold? • What Does Mold Look Like, How Does It Reproduce, and When Does It Thrive? • Common Household Molds • Adverse Health Effects of Mold • Court Cases and Insurance Issues • Sampling, Testing, and Remediation • Policies, Standards, and Legislation • Reducing Liability • Glossary • Answer Key • Index

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Loaded with real-life examples and calculations. The perfect book for both salespersons and brokers

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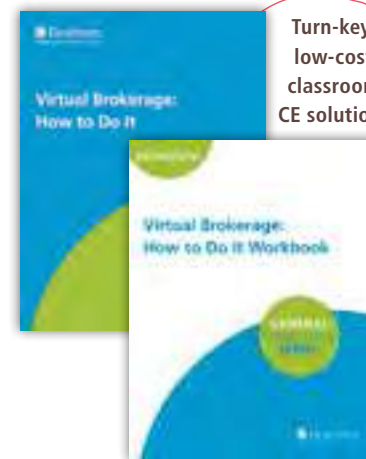
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NEW EDITION – COMING SOON

Understanding 1031 Tax-Free Exchanges, 3rd Edition

by Thomas J. Mahlum, ABR, CRS, DREI, GRI

This continuing education title explores the history, evolution, rules, and forms of the strategy used to defer tax liability until a later date. Loaded with real-life examples and calculations, this text allows agents to learn the vocabulary and application of tax-free exchanges so they are better able to answer client questions. A recent review of content ensures students will receive the most up-to-date material.

CONTENTS: General Discussion of Taxes • Installment Sales • The 1031 Tax-Free Exchange • The Law and The Rules • The Paperwork • Frequently Asked Questions • Answer Key • Glossary

Understanding Credit and Improving Credit Scores: What You Need to Know, Version 2.0

This 3-hour, specialty continuing education course gives an overview of credit scores, credit reports, and credit bureaus, and it gives advice on preventing identity theft and improving credit. Upon completion, practicing professionals will be able to: understand the Fair Credit Billing Act and the Fair Credit Reporting Act; help clients identify negative information on their credit reports; explain how credit scores are calculated and how lenders evaluate the ability to pay; determine if clients could benefit from credit repair; and explain how to improve clients' credit scores.

CONTENTS: Why Bad Credit and Low Credit Scores Are More Common • Credit Bureaus • Consumers and Credit Scores • How to Repair Consumer Credit and Enhance Credit Scores • Final Exam

Understanding Today's Investors, Version 1.0

by George W. Lawrence

The worlds of investors and general brokerage can collide when agents work with investors. This 4-hour course is designed to help agents understand investors' mindsets, how they operate, and how they look to profit from deals. Understanding these will allow the agent to better serve this unique type of client. Additionally, it will help the real estate professional to avoid potential ethical violations, as well as situations and activities that could lead to the agent's liability and perhaps even loss of license.

CONTENTS: Understanding the Investor Mindset • Traditional Investment Practices • Basic Approaches to Investing • Creative Strategies and Techniques • Final Exam

Virtual Brokerage: How to Do It

Virtual brokerages have answered the call of today's client, whose expectations have never been more demanding or steep. Students will learn how real estate professionals in virtual brokerages are armed to work for their clients using sophisticated technology, which enables lightning-fast communication, immediate response to inquiries, electronic document expediting, and more! Students will also learn what brokers need to know and what agents should understand regarding their duties and liabilities in a virtual brokerage environment.

The lecture outline format workbook includes a complementary PowerPoint presentation that mirrors the workbook. Instructors can enhance the PowerPoint as they wish or use it as is. Also included in the Instructor Resources are two 60-item exams, as well as a 4- and a 6-hour timed outline.

Used together, the instructor teaches from the narrative book while students use the workbook to follow along in class and take notes to better understand the material presented. As always, you have the option to order the textbook version for your classroom as well as for a correspondence course.

CONTENTS: Today's Virtual Brokerage • Technology and Communication • Managing Risk • The Optimized Virtual Brokerage • Answer Key

State-Specific Continuing Education

Our up-to-date, state-specific continuing education courses are specifically designed to guide agents through topics of special concern in your state during their renewal period, such as license law, updates, federal requirements, finance, and tax law. Most courses are available online and written to your state's e-learning requirements.

Our online courses use:

- The same top-quality content as our textbooks
- Thematic graphics to keep the material fresh and compelling
- Instructional graphics to reinforce key concepts
- Interactive exercises to keep students focused and help them retain material
- User-friendly navigation
- Unit exams to test subject mastery and identify topics for additional review

State continuing education requirements are referenced within the text, and course hours are included to help you easily identify which combination of titles works best with your existing curriculum. For a complete list of CE requirements for all states, see the real estate licensing requirements appendix on page 84.



Visit www.dearborn.com or contact your Account Manager for more information on these and other upcoming continuing education courses.

Risk Management: Avoiding Violations, Version 1.0

This mandatory 3-hour continuing education course helps licensees minimize risk in their real estate practice by identifying license law violations and other legal pitfalls as they arise and taking steps to avoid them. Topic coverage includes mortgage fraud, advertising, home inspections, sources of lawsuits, and more.

CONTENTS: Alabama License Law • Property Condition and Disclosure

Risk Management for Salespersons, Version 1.0

This mandatory 3-hour continuing education course meets the Alabama Real Estate Commission Level 2 continuing education requirement for salespersons. It helps licensees minimize risk in their real estate practice by addressing their roles and obligations as licensees, contractual issues, and licensee property interests. Topic coverage includes fiduciary duties, the Real Estate Consumer's Agency and Disclosure Act (RECAD), contract do's and don'ts, disclosure and advertising rules for licensees who buy, sell, or rent their own properties, and more.

CONTENTS: Agency • Contracts • Licensees as Principals

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NEW – COMING SOON

Connecticut Real Estate Legal Review and Update—Mandatory Continuing Education 2014–2016, Version 1.0

This new online course satisfies the mandatory 3-hour continuing education requirement in Connecticut. Covering new legislation and other legal issues that regularly confound licensees, this course offers valuable lessons that may prove invaluable in day-to-day practice. Major topics include community association managers, broker price opinions, dual and designated agency, referral fees, representation agreements, and power of attorney.

CONTENTS: Review of Rules Regarding Community Association Managers • Rules for the Residential Property Condition Report and Smoke/Carbon Monoxide Detectors • Rules Regarding Broker Price Opinions • Review of Dual Agency and Designated Agency • Rules Regarding Referral Fees • Continuing Education Requirements • Legal Entity Licensing • Loan Estimate and Closing Disclosure Form Required by Dodd-Frank • Review of Rules Regarding Representation Agreements • Review of Power of Attorney

Connecticut Real Estate Law: Updated and Revisited—CE Course 2012–2014, Version 1.0

This online course satisfies the 3-hour continuing education requirement in Connecticut. Covering legislation and other legal issues that regularly confound licensees, this course offers valuable “real life” lessons for use in day-to-day practice.

CONTENTS: License Law Issues • Broker Practice Issues • Condominium Resale Laws • Fair Housing • Recent Legislative Updates

NEW EDITION

Continuing Education for Florida Real Estate Professionals, 15th Edition

by Edward J. O'Donnell

This new edition has the most recent changes to Florida law and FREC rule changes. Topic coverage includes the National Flood Insurance Program and more. This book is a popular, interactive approach to the 14-hour CE course, offering timely and critical information to licensees in short, lively chapters, with interspersed progress quiz questions. The “Forms-to-Go” section makes important forms readily available to licensees.

Instructor Resources include timed outlines for 3-hour core law, 7-hour specialty education, and 14-hour continuing education courses, as well as five final exams.

CONTENTS: Real Estate License Law Update • Escrow Accounts and Disciplinary Action • Other State and Federal Laws Affecting Real Estate • Real Estate Brokerage Relationships • Fair Housing and the Americans with Disabilities Act • Property Condition and Inspections • Real Estate Finance—Laws and Trends • Contracts and Closing • Progress Test Answer Key • Forms-To-Go • Index

NEW

Florida Real Estate Core Law, Version 1.0

by Edward J. O'Donnell

This course pulls together the required topics for the core law continuing education requirement from our popular book and online course, *Continuing Education for Florida Real Estate Professionals*. It offers timely and critical information to licensees in short, lively units, with interspersed progress quiz questions.

CONTENTS: Real Estate License Law Updates • Escrow Accounts and Disciplinary Action • Other State and Federal Laws Affecting Real Estate • Final Exam

NEW VERSION

Illinois Core Continuing Education: Core A & B, Version 5.0

Core A: Fair Housing, Agency, License Law, and Escrow Core B: Short Sales

This 6-hour online continuing education course contains an important review of Illinois law pertaining to agency, fair housing, license law issues, and escrow. An overview of the short sale process, including qualifying, marketing a listing, completing contracts, and addressing legal ramifications, will also be covered. It has been updated with the newly-required content on fair housing.

CONTENTS: Core A: Agency • Fair Housing • License Law Issues • Escrow **Core B:** Identifying the Short Sale Property • Marketing the Short Sale Listing • Short Sale Contracts • Making the Sale with Loss Mitigation Departments • Final Exam

NEW VERSION – COMING SOON

Iowa 8-Hour Law Update, Version 4.0

This 8-hour online course fulfills the law update portion of the Iowa continuing education requirement and covers key Iowa laws relevant to the practice of real estate. Course material discusses state and federal laws, including newly enacted laws. Interactive exercises are interspersed throughout the reading assignments to keep the material and course fresh and interesting.

CONTENTS: Iowa Real Estate Licensing • Licensing in Practice • Fraud and Misrepresentation • Agency Concepts • Duties to Clients and Customers • Real Estate Disclosures • Fair Business Practice • Fair Housing Laws • Final Exam

Maryland Ethics & Predatory Lending, Version 3.0

by William B. Frost, GRI

Satisfy Maryland’s 3-hour ethics requirements with this interactive online course. Topics include an extended discussion of the Maryland Code of Ethics and how it pertains to contemporary real estate concepts like flipping and predatory lending. A popular choice for Maryland real estate licensees, the latest version of this course is presented with an interactive new design that stresses the retention of key concepts.

CONTENTS: Ethical Advertising • Maryland Real Estate Commission Code of Ethics • Predatory Lending and Illegal Flipping • Final Exam

State	CE Requirements	CE Distance	Accepts ARELLO®
Alabama	30 hrs the 1st 6 months 15 hrs every 2 years	Yes	Yes
Connecticut	12 hrs every 2 years	Yes	Yes
Florida	45 hrs the 1st renewal 14 hrs every 2 years	Yes	No
Illinois	30 hrs 1st renewal 12 hrs every 2 years	Yes	No
Iowa	36 hrs every 3 years	Yes	Yes
Maryland	15 hrs every 2 years	Yes	No

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit us online.

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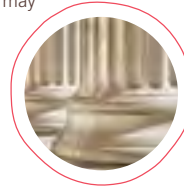
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MREC Agency Courses

All MD real estate licensees are required to take a 3-hour CE course on the principles of agency and agency disclosure at least once every four years. Our commercial agency and residential agency courses allow licensees to choose their primary audience. (Agents may also take the other agency class and count those hours as an elective towards the overall 15 hours of CE required for license renewal.)



Core CE for Maryland commercial licensees

Core CE for Maryland residential licensees

Online Course

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Online Course

[Call for details](#), 2014 copyright



Online Course

[Call for details](#), 2012 copyright



Online Course

[Call for details](#), 2012 copyright



NEW VERSION – COMING SOON

Maryland Fair Housing, Version 3.0

by William B. Frost, GRI

This mandatory online course uses interactive exercises and engaging graphics to help students review federal Fair Housing Acts. The course also covers other federal laws, as well as state and local fair housing laws and regulations in Maryland, including fair housing advertising.

CONTENTS: Federal Fair Housing Acts • Other Federal Laws • Fair Housing in Maryland • Final Exam

Maryland Legislative Update, Version 3.0

by William B. Frost, GRI

Satisfy Maryland’s 3-hour continuing education requirement for law and regulation with the most comprehensive instructional course on the web. Explore vital issues like licensee certification, education requirements, regulatory issues, and more. Built with the latest instructional design principles, interactive exercises and reading comprehension quizzes help students learn complex issues.

CONTENTS: Regulations and Polices of the Maryland Real Estate Commission • Maryland Law Changes • Federal Law and Regulations Changes • Final Exam

MREC Agency—Commercial, Version 1.0

by Sydney Machat, CRE, CCIM

This Maryland commercial agency course is based on the standard outline from the Maryland Real Estate Commission and was written by a trained agency instructor. Students will refresh their understanding of the key principles governing commercial agency relationships, review basic disclosures that are historically tied to common law, explore practical examples of fiduciary obligations to clients in sale and lease transactions, and learn how to avoid situations where dual representation of clients might cause problems. This course has been updated with recent legal cases, and it will discuss how these court decisions affect commercial real estate practitioners.

This course meets the mandatory agency requirement for Maryland licensees who are involved in commercial real estate.

CONTENTS: Introduction to Commercial Agency • Agency Law and the Agent’s Duty to Principals • The Terminology of Agency • Remedies and Obligations • Final Exam

MREC Agency—Residential, Version 1.0

by William B. Frost, GRI

This Maryland residential agency course meets the mandatory agency requirement that licensees must complete at least three hours of agency every four years. It is based on the standard outline from the Maryland Real Estate Commission and was written by a trained agency instructor. Students will receive detailed information about residential agency, including requirements for brokerage agreements, duties owed by licensees, disclosure forms, and regulations about dual agency.

CONTENTS: Introduction and Brokerage Agreements • Duties of the Agent and Disclosure Forms • Confidential Information and Ministerial Acts • Presumption of Buyer Agency • Dual Agency, Teams, and Open Houses • Final Exam

NEW
Michigan 2015 Legal Update OnDemand Course, Version 1.0

This online course provides the 2 hours of Michigan law updates required for license renewal each year. The course includes a review of state and federal rules regarding fair housing and fair lending. It includes current court cases that illustrate issues around fair housing and fair lending, as well as a review of recent Michigan legal cases and court opinions related to real estate practice.

CONTENTS: Fair Housing and Lending Laws • Federal Fair Housing Act • Equal Credit Opportunity Act (ECOA) • Community Reinvestment Act (CRA) • Home Mortgage Disclosure Act (HMDA) • Current Fair Housing Cases • Case Studies

New York 22.5-Hour CE Course, Pac 1, Version 4.0

by Sam Irlander, Edith Lank, Ted Highland, Sandy Williams, DREI, and George W. Lawrence

This online course explores many issues facing real estate professionals, including fair housing, distressed properties, fraud, investment, and consumer credit.

CONTENTS: Fair Housing in New York • Foreclosures, Short Sales, REOs, and Auctions • Scams, Scoundrels, and Real Estate Stings • Understanding Today's Investors • Understanding Credit and Improving Credit Scores

New York 22.5-Hour CE Course, Pac 2, Version 4.0

by Sam Irlander, Edith Lank, Bill W. McCoy III, Robert C. Kyle, Floyd M. Baird, RPA/SMA, Marie S. Spodek, GRI, DREI, Vernon Hoven, CPA, EA, and Sharon Kreider, CPA, EA

This online course explores many issues of concern to real estate professionals, including fair housing, commercial properties, property management, and tax law.

CONTENTS: Fair Housing in New York • Introduction to Commercial Real Estate Sales • Property Management and Managing Risk • Real Estate and Taxes: What Every Agent Should Know

Fair Housing in New York, Version 2.0

by Sam Irlander with Edith Lank and Marcia L. Russell, DREI

This 3-hour online course explores the important issues that pertain to fair housing laws and practice in New York.

CONTENTS: Human Rights and Fair Housing • Case Studies

Online Course

[Call for details](#), 2015 copyright



Online Course

[Call for details](#), 2013 copyright



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Online Course

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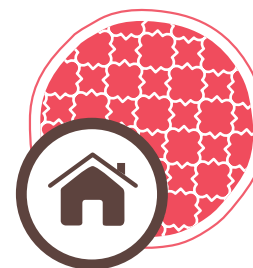
Online Course

[Call for details](#), 2013 copyright



Online Course

[Call for details](#), 2014 copyright



Check out the state title index on **p. 87** for a full list of titles available in your state.

Fair Housing in Ohio, 3-Hour CE Course, Version 3.0

This 3-hour online course combines Ohio real estate license law and rules with the federal Fair Housing Act. This user-friendly course features interactive exercises and provides busy professionals with the flexibility they need to meet their Ohio continuing education requirements.

CONTENTS: Federal and Ohio Fair Housing Laws • Fair Housing Protections for Families and Persons with Disabilities • Prohibited Activities and Recommended Practices • Fair Housing Complaints and Resources

Ohio Canons and Codes: Your Professional Guidelines, 3-Hour CE Course, Version 3.0

by Gerald R. Cortesi

This 3-hour interactive online course provides a flexible solution for professionals to meet the Ohio requirements on codes of conduct and ethics expected of real estate professionals within the state.

CONTENTS: Defining Ethical Behavior and How It Affects the Real Estate Business • General Duties to the Public and Industry • Specific Duties to Clients and Customers • Duties to Fellow Licensees and Disciplinary Actions

Ohio Core Law: Disclosure, Inspection, and Environmental Concerns in Real Estate, 3-Hour CE Course, Version 3.0

This 3-hour online course covers some of the most pressing issues affecting Ohio real estate licensees today. Using compelling graphics and an innovative instructional design template, this continuing education course explores disclosure and inspection requirements, as well as various environmental risks that licensees may encounter in their daily practice.

CONTENTS: Misrepresentation: The Most Common Lawsuit • Property Disclosures • Property Inspection Issues • Environmental Risk Issues • Additional Risk Management Concerns

State	CE Requirements	CE Distance	Accepts ARELLO®
Michigan	18 hrs every 3 years	Yes	Yes
New York	22.5 hrs every 2 years	Yes	Yes
Ohio	10 hrs the 1st year 30 hrs every 3 years	Yes	Yes

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit us online.

NEW VERSION – COMING SOON

Pennsylvania: 14-Hour Mandatory First Renewal Course, Version 3.0

This course fulfills the 14-hour continuing education requirement for first-time Pennsylvania real estate licensees with 7 hours of general education and 7 hours of residential-specific content. It provides a useful refresher on many important preclicensing topics and introduces more advanced topics to help new licensees provide a higher level of professional service to their clients.

CONTENTS: General Section: Duties of Licensees • Closing Costs • Contracts • Title Reports • Zoning • Agency and Representation Agreements • Environmental Concerns in the Real Estate Transaction **Residential Section:** Uniform Construction Code and Zoning • Environmental Issues in Residential Real Estate • Manufactured Housing • Subdivisions and Land Development • Protection of Critical Elements • Financing the Real Estate Transaction • Fair Housing Laws and the Americans with Disabilities Act • Agreement for the Purchase of Real Estate • Case Studies and Disciplinary Actions

NEW

2014–2016 South Carolina Core Course: Professional Expectations and Obligations, Version 1.0

by Marie S. Spodek, DREI, CDEI

This new 4-hour course meets the mandatory continuing education requirement for South Carolina. The course addresses state-specific material covering license law and describes what current real estate consumers expect from their real estate agents. Practice activities, unit exams, and a final exam help students retain critical information and prepare them for passing the state exam.

CONTENTS: Basic Obligations to the Public • The Requirements of Licensure • Due Diligence and Disclosure • Disciplinary Actions and the Process • Final Exam

2012–2014 South Carolina: Federal Laws, Version 1.0

by Marie S. Spodek, DREI, CDEI

This 4-hour interactive course is designed to meet South Carolina's 2012–2014 mandatory continuing education requirements. This innovative course covers both South Carolina and federal laws, including fair housing regulations, the Americans with Disabilities Act (ADA), foreclosure rights, the Mortgage Disclosure Improvement Act, Housing for Older Persons Act (HOPA), and the Real Estate Settlement Procedures Act (RESPA). Designed to maximize learning and memory retention, this course makes learning the breadth and nuance of federal housing laws a breeze.

CONTENTS: Federal Fair Housing Laws: Protected Classes • Federal Fair Housing Laws: Steering and Advertising • The ADA and Other Federal Legislation Affecting Real Estate • The Real Estate Settlement Procedures Act (RESPA) • Final Exam

Online Course

Call for details, 2015 copyright



ARELLO® Certified

Must-know information for South Carolina real estate pros

Online Course

Call for details, 2014 copyright



IDECC Certified

Online Course

Call for details, 2012 copyright



IDECC Certified

NEW VERSION – COMING SOON

Tennessee Real Estate Commission 6-Hour Core CE Course 2015/2016, Version 1.0

by Lynnell Morgan

This mandatory 6-hour interactive online course highlights topics relevant to Tennessee licensees, including TREC laws, rules, and policy updates. The course also covers topics such as agency, advertising, contracts, property management, commercial leasing, disclosures, principal broker supervision, and license recognition.

CONTENTS: TREC Law, Rule, and Policy Update • Agency • Advertising • Contracts • Property Management • Property Management • Common Commercial Lease Terminology • Disclosures • Principal Broker Supervision • License Recognition

TREC 2014/2015 Ethics MCE, Version 6.0

Content provided by the Real Estate Center at Texas A&M University in cooperation with the Texas Real Estate Commission

Required by the Texas Real Estate Commission, this 3-hour continuing education course has been updated to cover the latest topics affecting real estate licensees. In addition to the required reading assignments, *Texas Real Estate Commission Ethics MCE* offers interactive exercises, reading comprehension quizzes, unit exams, and a final exam.

CONTENTS: The Canons of Professional Ethics • Agency Relationships • Contract Issues • Defect Disclosure • Advertising • Intellectual Property • Dispute Resolution • Unlicensed Assistants • TREC Cases • Final Exam

TREC 2014/2015 Legal Update MCE, Version 7.0

Content provided by the Real Estate Center at Texas A&M University in cooperation with the Texas Real Estate Commission

Required by the Texas Real Estate Commission, this 3-hour continuing education course has been updated to cover the latest topics affecting real estate licensees. Students will learn about condominium changes affecting condominium associations and unit owners, updated requirements for inspector licensing, and new broker licensing requirements. In addition to the required reading assignments, *Texas Real Estate Commission Legal Update MCE* offers interactive exercises, reading comprehension quizzes, unit exams, and a final exam.

CONTENTS: Legislative Changes • Regulatory Changes • Hot Topics • Case Studies • Final Exam

State	CE Requirements	CE Distance	Accepts ARELLO®
Pennsylvania	14 hrs 1st renewal 14 hrs every 2 years	Yes	Yes
South Carolina	30 hrs the 1st year 8 hrs every 2 years	Yes	Yes
Tennessee	16 hrs every 2 years	Yes	Yes
Texas	90 hrs 1st renewal 15 hrs every 2 years	Yes	Yes

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit us online.

NEW VERSION – COMING SOON

Virginia 8-Hour Mandatory Topics CE, Version 3.0

by Doris Barrell, GRI, DREI, CDEI

This interactive online course is designed to meet Virginia’s 8-hour, mandatory continuing education requirements. It addresses state-specific material on contracts, agency, and legal updates, as well as the federal Fair Housing Act and the National Association of REALTORS® Code of Ethics. Quizzes and interactive exercises keep students engaged with the course material.

CONTENTS: Ethics in Today’s World • National Association of REALTORS® Code of Ethics • Ethical Situations in the Current Market • Real Estate Agency • The Fair Housing Act • Virginia Fair Housing Law • Real Estate Contracts • Legal Update and Emerging Trends • Final Exam

Virginia Residential Standard Agency, Version 1.0

by Doris Barrell, GRI, DREI, CDEI

This 3-hour elective course covers agency topics, changes to agency law, and agency disclosure. Reading comprehension quizzes, interactive exercises, and unit exams reinforce key concepts.

CONTENTS: The Law of Agency • Brokerage Relationships and Agreements • New Dual Agency and Designated Agency Disclosure • Final Exam

NEW VERSION

Current Issues in Washington Residential Real Estate, Version 5.0

The latest version of this CORE online course satisfies Washington’s 3-hour current issues continuing education requirement. The course explores contemporary topics that are of special interest to Washington real estate professionals, including current legislative and legal updates. Key issues explored in this course include distressed properties, short sales and REOs, unlicensed assistants, advertising, and more. Interactive exercises and reading comprehension quizzes help students assess and retain knowledge.

CONTENTS: Legislative and Legal Updates • Distressed Properties, Short Sales, and REOs • Unlicensed Assistants • Advertising and Social Media • Fair Housing Issues • Multiple Offers • Property Management

State	CE Requirements	CE Distance	Accepts ARELLO®
Virginia	30 hrs 1st renewal 16 hrs every 2 years	Yes	No
Washington	90 hrs 1st renewal 30 hrs every 2 years	Yes	Yes

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit us online.

Online Course

Call for details, 2014 copyright



Online Course

Call for details, 2012 copyright



Online Course

Call for details, 2014 copyright



Broker

NEW EDITION

California Real Estate Economics
5th Edition

Designed for both salesperson and broker candidates, this text is built on strong economic and finance principles. It explores how real estate fits into the economy and showcases our economic vitality. The “In California” section and state appendices will give students direct insight into local issues.

See page 57.



Guide Your Students to New Careers as Brokers

As real estate professionals look to become brokers, they need to learn to become more effective managers, leaders, and communicators. Planning and organizing an office, hiring and directing a staff, monitoring operations and risk management...these are all skills a broker needs to master.

Adopting our broker products will give your students an edge in the marketplace and help advance their careers. Available in both print and electronic formats, our broker titles cover national and state-specific content, and provide students with the tools they need to establish and manage a successful real estate brokerage.

Guide to Passing the AMP Real Estate Broker Simulation Exam

by Joyce Bea Sterling, DREI

This study guide will help real estate brokers prepare for the AMP real estate broker simulation exam. It includes an introduction to broker simulations, a review of each section topic in the broker simulation content outline, and information on what type of state-specific information will be expected. Content related to ethical behavior is incorporated throughout. The guide also includes a CD-ROM with 12 broker simulation questions. The CD-ROM is compatible with Windows XP, Windows 7, Vista, and Mac OS. Recommended minimum: 128 MB RAM, 1024 x 768 screen resolution with true color 24-bit.

CONTENTS: Agency • Contract • Freehold and Leasehold • Property Management • Finance • Government Regulations and Private Restrictions • Description and Measurement • Valuation • Conveyance • Calculations • Glossary • Index



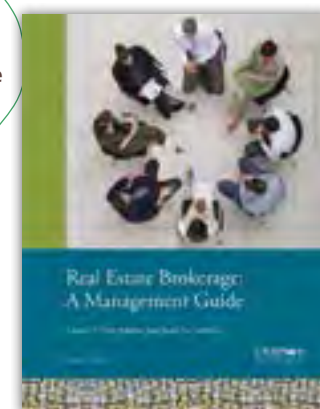
Textbook, 250 pages, 2012 copyright, 8½ x 11"
ISBN 1427711593 Retail Price \$47.20

Real Estate Brokerage: A Management Guide & Workbook, 8th Edition

by Laurel D. McAdams and Joan m. Sobeck

This practical guide offers an applications-oriented approach to becoming more effective managers, leaders, and communicators. The most comprehensive real estate brokerage title available, this edition reflects innovation, most apparent in digital media and all the associated tactics and risks (including Internet security and identity theft), and the influence of generational diversity in contemporary business practices. The guide also highlights new trends in professional development, including formal mentoring and cross-training programs, and developments in civil procedures, including RESPA, antitrust, and employment law issues. When used with the workbook for additional review, the package is a complete "how-to" for starting and maintaining a real estate brokerage business.

CONTENTS: Introduction • The Challenge of Change • Leadership • Management Skills • Communications and Decision Making • Analyzing the Business Environment • Analyzing the Market • Developing a Plan • Structuring the Organization • Structuring Business Systems • Structuring the Finances • Business Policies and Procedures • Marketing and Advertising • The Practical and Legal Realities of Staffing • Recruiting, Selecting, and Hiring the Staff • Professional Development • Coaching Performance • Critiquing Operations • Managing Risk • Final Thoughts • Glossary • Index



Textbook, 485 pages, 2013 copyright, 8½ x 11"
ISBN 9781427743749 Retail Price \$52.57

Textbook + Workbook
ISBN 9781427743978 Retail Price \$71.45

Can be used to meet the TX 30-hr brokerage requirement

The most comprehensive real estate brokerage title available



Textbook, 286 pages, 2004 copyright, 6 x 9"
ISBN 0793178703 Retail Price \$34.94



Textbook, 530 pages, 2013 copyright, 8½ x 11"
ISBN 9781427747907 Retail Price \$52.08



Textbook, 550 pages, 2015 copyright, 8½ x 11"
ISBN 9781475429046 Retail Price \$39.22



Real Estate Office Management, 4th Edition

by Council of Real Estate Brokerage Managers

Based on the 7-S Management Model, this indispensable resource explores the seven interdependent variables for managing a successful brokerage office with emphasis on planning, capital, marketing, and people. Chapters are organized in a concise, logical progression of topics.

CONTENTS: Dimensions of Management: The 7-S Model • Manager as Leader: Qualities Essential to Success • Strategic Business Planning • Recruiting, Interviewing, and Selecting Associates • The Written Relationship Between Broker and Associate • Training for Success • Mentoring and Coaching • Plus More

Property Management, 9th Edition

by Robert C. Kyle with Marie S. Spodek, GRI, DREI, and Floyd M. Baird, RPA/SMA, Consulting Editors

This edition offers the most current and thorough overview of the property management profession available on the market today. This practical discussion explores daily issues facing practitioners, such as maintenance, accounting, administrative, and legal activities. In addition, it has up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns. The flexible format adjusts to various hour requirements. Finally, this edition includes case studies and sample forms to enhance student application and Instructor Resources to help with class preparation.

CONTENTS: Professional Property Management • Property Management Economics and Planning • Owner Relations • Marketing • Leases • Lease Negotiations • Tenant Relations • Maintenance and Construction • Managing the Office and Reports • Federal and State Laws • Residential Property • Specialized Housing • Office Property • Retail Property • Industrial Property • Risk and Environmental Issues • Life Safety Issues • Appendix: Internet Resources • Answer Key • Glossary • Index

NEW EDITION – COMING SOON

California Real Estate Economics, 5th Edition

Ignacio Gonzalez, Consulting Editor

Building on strong economic and finance principles, this text for both salesperson and broker candidates explores how real estate fits into the economy and economic vitality. "In California" section and state appendices relate the discussion to local issues. A complete set of instructor materials includes outlines, a PowerPoint presentation, and two final exams with answer keys to help instructors prepare for class.

CONTENTS: Introduction to Economic Systems and Principles • Supply and Demand • Economic Change Analysis • Money and Monetary Policy • The Real Estate Market • The U.S. Housing Market • California's Economic Profile • The California Real Estate Market • Land-Use Planning and Development • Fair Housing and Environmental Regulations • Financing and Taxation • The Economics of Real Estate Investment • The Economics of Appraisal • Analyzing Residential Income Property • Analyzing Commercial Investment Property • Real Estate Trends in California • Understanding and Using Economic Data • Appendix I: California Facts • Appendix II: California's Counties • Appendix III: Web Sites • Practice Exam and Answer Key • Glossary • Answers to Chapter Quiz Questions • Index

California Real Estate Escrow and Title

by George W. Lawrence

California Real Estate Escrow and Title provides a comprehensive study of escrow and title insurance principles, from early America's escrow practices to transferring title in today's high-tech environment. This book promises to be a valuable resource for both the novice and the experienced real estate professional. Including an advanced study of escrow and title procedures, such as bulk sales and exchanges, this book offers a wealth of information. Other topics include land descriptions, rights and interests, surveys, contracts, lending, the default and foreclosure process, and the roles of the other professionals with whom the escrow and title officer will interact.

CONTENTS: Property Rights • Transfer of Interests • Elements of Escrow • Title Insurance Basics • Title Policies • Contracts • Real Estate Practice • Opening Escrow • The Escrow Instructions • Northern and Southern California Regional Variations and Practices • Pre-Closing • Escrow Accounting • Lending and the Escrow Process • Protecting the Consumer • Apartment Buildings, Commercial Property, and Exchanges • Specialty Escrow Transactions • Advanced Title Insurance Underwriting • Default, Foreclosure, and the Title Insurer • Quiz Answer Key • Appendix 1: California Laws • Appendix 2: How to Read a Preliminary Title Report • Glossary • Index



Textbook, 538 pages, 2014 copyright, 8½ x 11"
ISBN 1427790930 Retail Price \$41.95



California Real Estate Finance, 8th Edition

by David Sirota, PhD, and Minnie Lush, BA, GRI, ABR

As demonstrated by the recent subprime mortgage crisis, few topics in the real estate world are more important than finance. Understanding the monetary system, the nuances of home mortgages, and instruments of financial leverage at all stages of the market are essential for all real estate professionals. This book is designed to offer comprehensive instruction in real estate finance, while also satisfying California state licensing requirements. This book fulfills a prelicensing elective for salespersons and is a required course for all broker applicants.

CONTENTS: Nature and Cycle of California Real Estate Finance • Money and the Monetary System • Institutional Lenders for Real Estate Finance • Noninstitutional Lenders • Conventional, Insured, and Guaranteed Loans • Financial Agencies and Lending Programs • Junior Loans in Real Estate Finance • Loan Terms and Note Payments • Instruments of Real Estate Finance • Real estate Loan Underwriting • Processing Real Estate Loans • The Secondary Mortgage Market • Loan Defaults and Foreclosures • Investment Financing Strategies • Mathematics of Real Estate Finance • Answer Key • Glossary • Index

Updated essential knowledge for every real estate professional in California



Textbook, 491 pages, 2013 copyright, 8½ x 11"
ISBN 9781427744357 Retail Price \$48.16



Check out the state title index on p. 87 for a full list of titles available in your state.



Textbook, 615 pages, 2012 copyright, 8½ x 11"
ISBN 9781427738233 Retail Price \$56.01



The essential text for all broker candidates

NEW EDITION – COMING SOON

Florida Real Estate Broker's Guide, 6th Edition

by Linda L. Crawford and Edward J. O'Donnell

Approved by the state of Florida, this text is essential for all broker students. The guide includes all necessary topics for the broker exam, complete with end-of-chapter questions and a practice final exam. Updated to reflect the most recent legislation changes, this guide includes practice questions to prepare students for the new proficiency state exam requirements. Also available online, the guide is designed to meet the 72-hour education requirement for broker candidates. Instructor Resources include an instructor manual and additional exams.

CONTENTS: Introduction • Becoming a Licensed Real Estate Broker • Opening a Real Estate Office • Owning, Managing, and Supervising a Real Estate Office • Escrow Management • Office Inspections and the Disciplinary Process • Overview of Real Estate Valuation • Sales Comparison, Cost-Depreciation, and Income Approaches • Comparative Market Analysis • Basic Business Appraisal • Brokerage Relationships • Contracts • Financing Real Estate • Closing Real Estate Transactions • Federal Income Tax Laws Affecting Real Estate • Investment Real Estate • Zoning and Planning, Subdividing of Land, and Special Issues • Environmental Concerns Affecting Real Estate Transactions • Property Management • Practice Final Exam • Glossary • Index



Textbook, 506 pages, 2015 copyright, 8½ x 11"
ISBN 9781475429053 Retail Price \$86.96



Online Course

Call for details, 2014 copyright



Florida Essentials of Real Estate Investment: 30-Hour Broker Post-Licensing, Version 5.0

by David Sirota, PhD, with Edward J. O'Donnell, Contributing Editor

Based on the popular *Essentials of Real Estate Investment*, this online course uses an effective blend of theory and practice to help students navigate potential investment opportunities in the real estate market. The course covers both the principles and the practices of real estate investments. Coverage explores investment trends, tax laws, tax liens, regulations, market conditions, Florida-specific land laws, and more.

CONTENTS: Introduction to Real Estate Investment • Ownership Interests in Real Property • Feasibility Studies of Real Estate • Income Taxes and Real Estate Investments • Financial Analysis of Real Estate Investments • Financing for Real Estate Investments • Investing in Land • Investing in Residential Properties • Investing in Office Buildings • Commercial Real Estate Investments • Investing in Industrial Properties • Special Real Estate Investments • Final Exam

NEW VERSION – COMING SOON
Florida Real Estate Brokerage, A Management Guide:
30-Hour Broker Post-Licensing, Version 6.0

by Laurel D. McAdams and Joan m. Sobeck, with Edward J. O'Donnell,
 Contributing Editor

This online post-licensing course, based on the national *Real Estate Brokerage: A Management Guide* textbook, is tailored to Florida with specific content about state licensing laws, brokerage relationships, handling escrow, and more. Students will learn to become more efficient leaders and managers while fulfilling their licensing requirements.

CONTENTS: The Challenge of Change • Leadership • Management Skills • Communications and Decision Making • Analyzing the Business Environment • Analyzing the Market • Developing a Plan • Structuring the Organization • Structuring Business Systems • Structuring the Finances • Business Policies and Procedures • Marketing and Advertising • The Practical and Legal Realities of Staffing • Recruiting, Selecting, and Hiring the Staff • Professional Competency • Coaching Performance • Monitoring Operations • Managing Risk • Final Exam

NEW EDITION
Illinois Real Estate Managing Broker Prelicensing, 2nd Edition

This title can be used to support a managing broker prelicensing course. Topic coverage includes licensing and operations, managing licensees, and risk management. Enhanced Instructor Resources are available to prepare for regular classroom instruction and fulfill the interactive requirement. Included are lecture outlines, chapter quizzes, a PowerPoint presentation, a final exam, and interactive exercises.

CONTENTS: Licensing • Operations • Handling the Money • Recruiting • Brokerage Support • Transaction Supervision • Marketing and Advertising • Dispute Resolution • Company Policies • Disclosure Issues • Industry Issues • Appendix A: AMP Illinois Managing Broker Licensing Exam • Glossary • Answer Key • Index

Modern Real Estate Practice in New York for Brokers,
 11th Edition

by Sam Irlander with Edith Lank

This is the only book you need to cover all the required content for a complete broker prelicensing education. This new edition has been updated with the new license law changes affecting advertising, including requirements on the content of ads, the use of teams within a real estate firm, and who can place an ad. For complete preparation and practice for the exam, use this title with *New York Real Estate Exam Review*.

More than 200 review questions and a broker practice exam help students test their knowledge. Accompanying Instructor Resources include updates, chapter outlines, learning objectives, key terms, suggested teaching aids and activities, and a PowerPoint presentation.

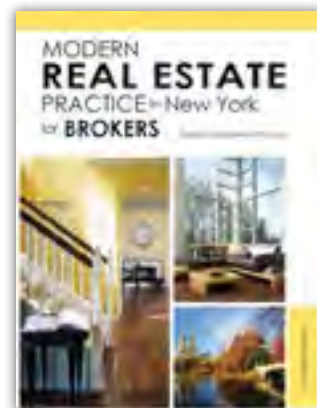
CONTENTS: License Law • The Law of Agency • Agency and Real Estate Brokerage • The Broker's Office • Real Estate Finance • Real Estate Investments • General Business Law • Construction and Development • Conveyance of Real Property • Property Management • Taxes and Assessments • Broker's Practice Exam

Online Course

Call for details, 2015 copyright



Textbook, 265 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421880 Retail Price \$51.03



Textbook, 398 pages, 2011 copyright, 8½ x 11"
ISBN 9781427731401 Retail Price \$50.40



ARELLO® Certified

Online Course

Call for details, 2013 copyright



IDECC Certified

Teach students
 the responsibilities
 that go along with
 the benefits of
 brokerage

Online Course

Call for details, 2012 copyright



IDECC Certified

Texas Real Estate Brokerage: A Management Guide,
 Version 2.0

by Laurel D. McAdams and Joan m. Sobeck, with Veronica Micklin, Contributing Editor

This 30-hour course offers an application-oriented approach to becoming more effective managers, leaders, and communicators. This course reflects innovation, most apparent in digital media and all the associated tactics and risks (including Internet security and identity theft), and the influence of generational diversity in contemporary business practices. The guide also highlights new trends in professional development, including formal mentoring and cross-training programs, and developments in civil procedures, including RESPA, antitrust, and employment law issues.

CONTENTS: The Challenge of Change • Leadership • Management Skills • Communications and Decision Making • Analyzing the Business Environment • Analyzing the Market • Developing a Plan • Structuring the Organization • Structuring Business Systems • Structuring the Finances • Business Policies and Procedures • Marketing and Advertising • The Practical and Legal Realities of Staffing • Recruiting, Selecting, and Hiring the Staff • Professional Development • Coaching Performance • Critiquing Operations • Managing Risk • Final Exam

TREC Broker Responsibility MCE, Version 1.0

This 6-hour course, required for brokers by the Texas Real Estate Commission, covers topics such as agency relationships, broker supervision responsibilities, organizational and operational considerations for brokerages, and how a complaint to TREC is handled. Unit exams and interactive exercises reinforce students' comprehension of the material. The course also includes a final exam to test students' understanding of important concepts.

CONTENTS: Introduction • Authority, Competency, Training, Selection, and Recruitment • Agency • Organizational Structure • Operational Policies and Procedures • Records: Retention and Control • Advertising • Federal Laws Affecting Real Estate Brokerage • Anatomy of a Complaint • Further Information to Help You Study • Final Exam



Virginia Mandatory Broker and Agent Supervision CE 8-Hour Online Course, Version 2.0

by Laurel D. McAdams and Joan m. Sobeck, with
Doris Barrell, GRI, DREI, CDEI, Contributing Editor

This 8-hour mandatory broker continuing education course, based on *Real Estate Brokerage: A Management Guide*, covers topics related to the supervision of real estate agents and the management of real estate broker brokerage firms in Virginia. Concepts include the various styles of management skills, establishing business policies and procedures, decision making, and managing and anticipating risk. It contains a final exam and includes reading assignments, interactive exercises, and unit exams. Embedded "regulation links" keep students updated with the most recent regulatory changes from the Virginia Real Estate Board.

CONTENTS: The Challenge of Change • Leadership and Management Skills • Communications and Decision Making • Analyzing the Market • Business Policies and Procedures • Marketing and Advertising • Professional Development • Managing Risk • Final Exam

Online Course

Call for details, 2013 copyright



Appraisal, Commercial Real Estate, and Home Inspection



NEW EDITION

Fundamentals of Real Estate Appraisal, 12th Edition

This best-selling textbook provides a strong foundation for understanding the modern real estate appraisal market. The latest edition covers the basic principles and procedures requirements of the Appraiser Qualifications Board and will give students an edge in the appraisal industry.

See page 64.

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for all things in real estate education!

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- Access Instructor Resources
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Our commercial real estate titles benefit both beginning professionals who want an introduction to this side of the industry and licensees looking to move into the commercial market. Designed to be flexible and adapt to any use, from specialized training to meeting CE requirements, these courses offer yet another option to help your school retain students and remain competitive.

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Fundamentals of Real Estate Appraisal, 12th Edition

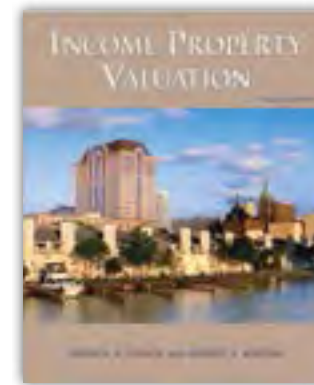
by William L. Ventolo Jr., and Martha R. Williams, JD

Fundamentals of Real Estate Appraisal is a classic text in the field, first published in 1975 and still updated by the original authors. The latest edition of this best-selling text provides a strong foundation for understanding the modern real estate appraisal market. New discussion includes historical information, Fannie Mae, Freddie Mac, environmental issues and green building, Internet resources, cost data, and interest rates. This edition includes chapter review questions, learning objectives, and a comprehensive set of Instructor Resources to help prepare for class. Additionally, this text covers the basic principles and procedures requirements of the Appraiser Qualifications Board. A course matrix is available for submission.

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Offering a comprehensive look at the appraisal of real estate income property, this textbook explains the importance of projecting income when valuing commercial real estate through the income approach and other approaches to value. Ideal for college-level real estate classes, text includes a link to a free trial of ARGUS™ 11.0, Excel templates, and Instructor Resources.

CONTENTS: Appraisal Principles and Highest and Best Use • Market Area and Neighborhood Analysis • Site and Improvements Description and Analysis • Compound Interest and Discount Factors • Cash-Flow Forecasting • Investment Return Calculations and Discount Rate Selection • Income Capitalization Approach • Leased Fee and Leasehold Valuation • Computer Assisted Lease-by-Lease Analysis • Sales Comparison Approach • Site Valuation • The Cost Approach • Investment Measures with Mortgage Financing

A core resource for any real estate pro dealing with commercial and investment properties



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by Edward S. Smith Jr., CREI, ITI, CIC, RECS, GREEN, MICP

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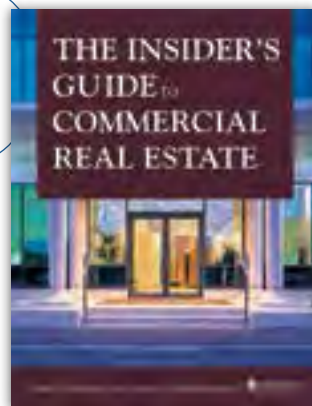
The Insider's Guide to Commercial Real Estate, 2nd Edition

by Cindy S. Chandler, CCIM, CRE

This commercial real estate text begins with the basics, such as property types and commercial real estate culture, moves into an in-depth discussion of math, finance, and contracts that every professional needs to master, and ends by exploring several entry-level career options. Readers will finish with a specific plan to begin their commercial real estate careers; apply all its terms, contracts, and processes; and do so with a knowledge of various career paths.

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- Review questions and answers test students' understanding and chart their progress.
- Inspection checklists and procedures summarize important components of each home system.
- Inspection tools appendix identifies "must have" and optional tools for the job.
- Inspection procedures help students develop a systematic approach for inspections.

Building Your Home Inspection Business: A Guide to Marketing, Sales, Advertising, and Public Relations

by Carson Dunlop & Associates

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Real Estate Home Inspection: Mastering the Profession, 5th Edition

by Russell Burgess

This training manual provides an introductory review of the home inspection business, including checklists, new reporting guidelines, and multiple teaching aids to help students learn industry fundamentals.

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See page 70.



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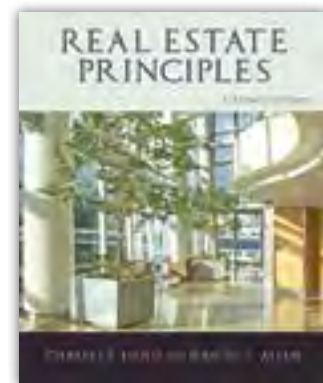
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by Charles F. Floyd and Marcus T. Allen

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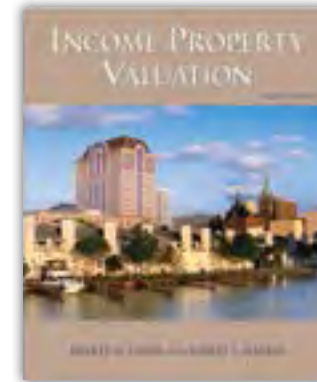
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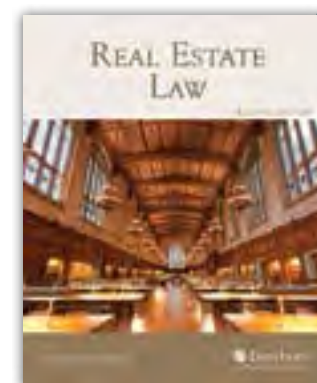
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by Burton T. Beam Jr., MA, MBA, CLU, CPCU, ChFC, and John J. McFadden, Esq., JD, with Karen Stefano, Contributing Editor

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by Elliot Klayman

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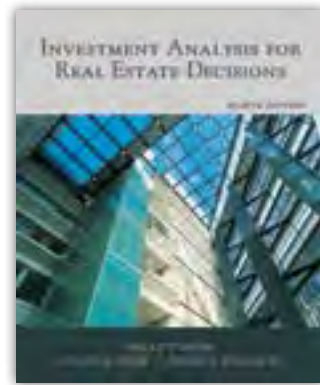
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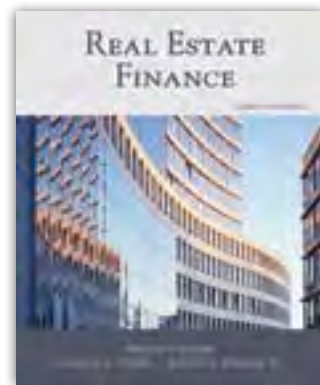
Through an effective blend of theory and practice, this text examines the gears that drive residential and commercial real estate financial markets. It builds on strong finance principles to explain the history of real estate financial institutions, how they function, the legislation that impacts them, and new topics that have become vitally important since the subprime mortgage crisis. The supporting Instructor Resources offer direction on using this book in a combined finance/investment course.

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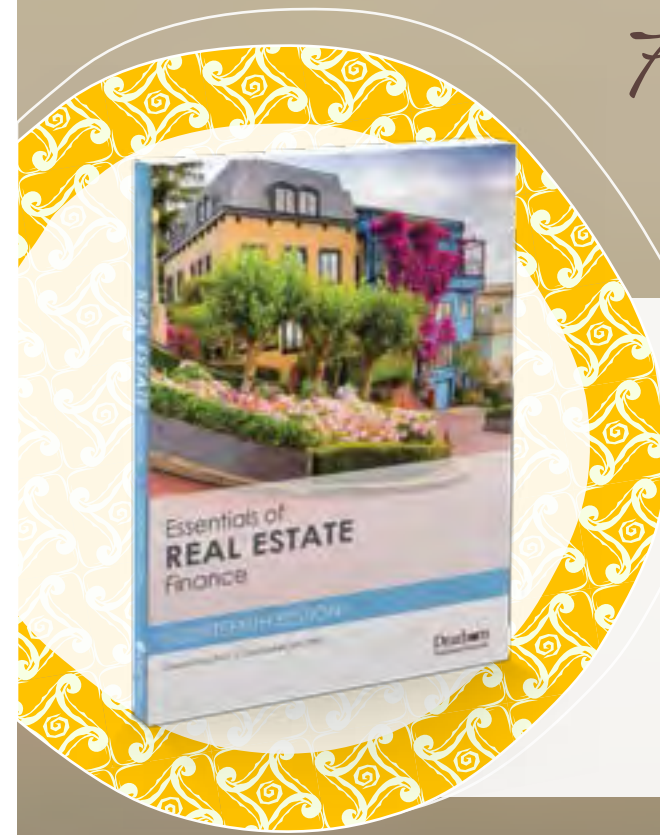
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See page 74.



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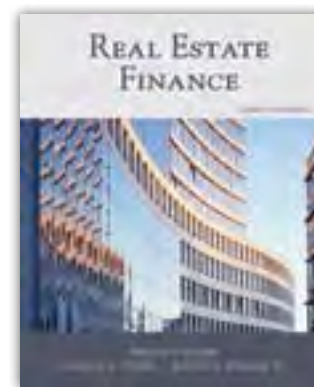


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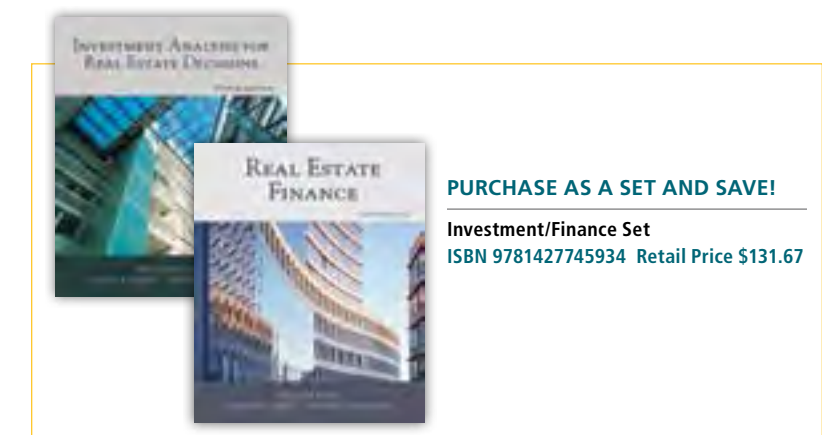
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The Language of Real Estate, 7th Edition

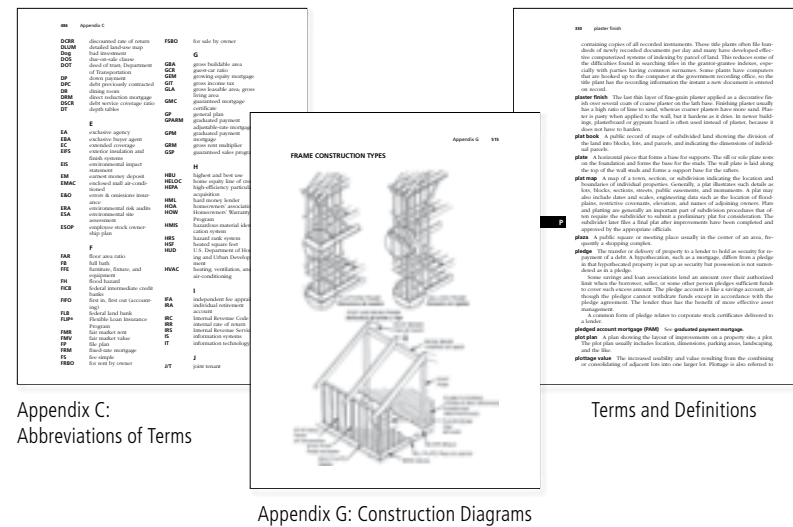
by John W. Reilly with Marie S. Spodek, DREI, CNE® Contributing Editor

Much more than a simple dictionary or “cheat sheet,” *The Language of Real Estate* provides a comprehensive encyclopedia-like approach to literally thousands of real estate practices, concepts, and terms. This edition expands the classic text that has been a desktop standard in the real estate industry for more than 35 years. From abandonment to zoning, if it occurs in the real estate profession, you’ll find it in *The Language of Real Estate*.

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Professional Development

Before Hitting Send

Students can improve their communication skills with this practical writing guide that is focused on the unique needs of real estate agents. Every good real estate professional needs solid writing skills in order to prepare compelling client handouts, website text, email communications, and other marketing materials.

See page 78.



Offer Your Students the Tools They Need to Succeed

Help Your Students Excel in Their Careers

Count on Dearborn to assist your students every step of their professional career with the hottest publications from some of the most respected real estate experts in the industry. Our extensive inventory of textbooks includes today's most relevant topics, such as commercial real estate, business writing skills, "green" information, and more. Offering these titles in your school's bookstore provides real estate professionals with the resources they need to scale the ladder to success, all while generating additional revenue for your school.

Before Hitting Send Power Writing Skills for Real Estate Agents

by Karen Stefano, Esq. and Penny Nathan

Before Hitting Send is a practical, how-to writing guide targeting the unique needs of real estate agents. It teaches the fundamentals of effective writing through examples and exercises from scenarios agents face daily. In addition to instruction chapters, the book includes writing samples that are also available electronically for download at www.beforehittingsend.com.

CONTENTS: Getting Started: What Do You Want to Say? • What Tone Do You Want to Convey? • Structuring a Message for Maximum Impact • Use Transition Words to Signal Where Your Message Is Going • Enhance Readability With a Visually Appealing Layout • Be Specific and Precise in Your Writing • Watch the Order of Your Words • Use Your Verbs Wisely • Get In, Get Out, Move On: Eliminate Unnecessary Words • Shorter Sentences Are Better • Power Writing for Real Estate • Writing to Persuade • Delivering Bad News Gracefully • Proper Word Usage and Three Simple Grammar Rules • Proper Punctuation • Take the Time to Get It Right: 12 Questions to Ask as Your Review and Revise • A Message for Brokers: 10 Steps for Improving Your Agents' Writing Skills • Appendix: Sample Emails • Index



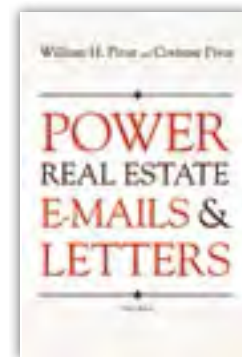
Textbook, 258 pages, 2012 copyright, 7 1/4 x 9"
ISBN 1427711186 Retail Price \$28.30



Learn more from the authors at www.YouTube.com/DearbornRealEstate



Scan the QR Code to learn more from the authors.



Textbook, 367 pages, 2012 copyright, 6 x 9"
ISBN 1427711402 Retail Price \$31.24

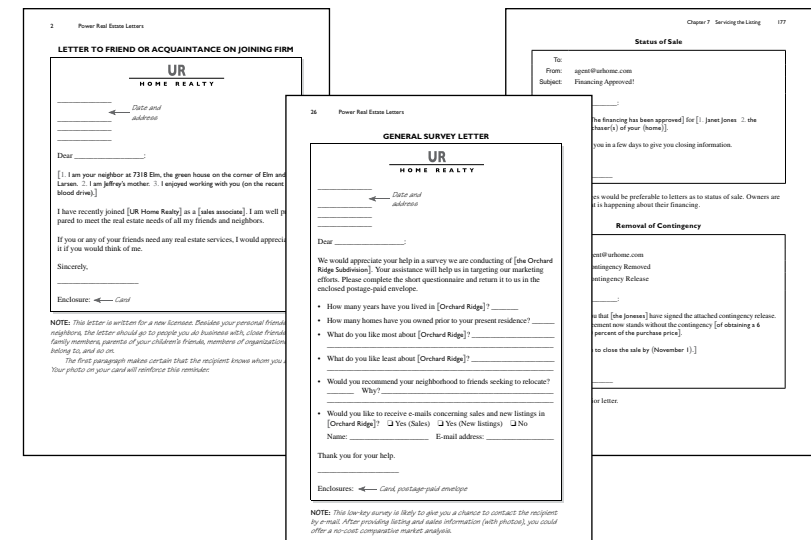


Power Real Estate E-mails & Letters, 5th Edition

by William H. Pivar and Corinne Pivar

Correspondence is an essential part of an agent or broker's day-to-day business. This title offers professionals a variety of emails and letters that can be adopted for any circumstance, saving time and resources. As a bonus, they are available electronically for download. An excellent resource for both new and experienced agents, this volume is a superb addition to your bookstore.

CONTENTS: Introduction • Promoting Yourself • Listing Solicitations • Solicitations for Expired and For-Sale-by-Owner Listings • Responses to Owner Inquiries • Residential Buyer Solicitations • Land, Business, and Investment Buyer Solicitation • Servicing the Listing • Buyer E-mails and Letters • Breach of Contract and Other Conflict Communications • Property Management • Broker, Lender, and Attorney Letters • Personnel Letters • Press Releases • Miscellaneous Letters • Index of Letters



Sample Letters and E-mails



Order these two titles as a set!
ISBN 9781427739421 Retail Price \$53.58

ORDER AS A SET!

Before Hitting Send: Power Writing Skills for Real Estate Agents and Power Real Estate E-mails & Letters, 5th Edition

Improve your students' writing skills exponentially when you order both writing titles as a set. *Before Hitting Send* will give your students the writing instruction and tools they need to improve their writing techniques, as well as examples and exercises to help them write more effectively. *Power Real Estate E-mails & Letters* provides ready-to-go templates; all the user needs to do is fill in the blanks. It also covers related legislation that might impact communication with clients and includes template letters for touchy situations real estate professionals encounter in day-to-day situations.

Both titles come with full access to writing samples and templates, making the sometimes uncomfortable task of writing easier for the real estate professional.

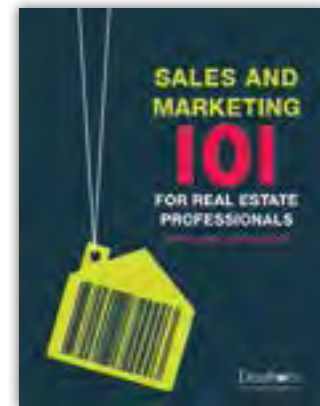
Sales and Marketing 101 for Real Estate Professionals,

2nd Edition

by Chris Grover

Using conversational language and a plethora of real-life examples, this textbook explains classic marketing principles and sales techniques from the perspective of the real estate industry. In addition, it can also be used to fill a 30-hour salesperson annual education (SAE) requirement in Texas. A complete set of Instructor Resources is available online.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • Ethics and Real Estate Professionalism • Insights Into a Successful Sale—No Trust, No Need • Insights Into a Successful Sale—No Help, No Hurry • Personal Selling • The Interview and Close • Appendix A: Marketing Plan • Glossary • Answer Key • Index



Textbook, 252 pages, 2012 copyright, 8½ x 11"
ISBN 9781427738240 Retail Price \$39.64



The Big Book of Real Estate Ads: 1001 Ads That Sell,

3rd Edition

by William H. Pivar and Bradley A. Pivar

Packed with more than 1,000 ready-to-use ads, this must-have book helps agents spend their time selling, not writing. *The Big Book of Real Estate Ads* takes the agony out of preparing classified ads and helps professionals maximize the power of their marketing dollars.

CONTENTS: Understanding Classified Advertising • Acreage (Undeveloped) • Architecture • Astrological Signs • Birds, Animals and Other Pets • Condominiums and Cooperatives • Failed Sales • Financing • Fixer-Uppers • Furnished Homes • Gardens, Landscaping, Trees • Holidays • Homes, Acreage • Homes, Bargains • Homes, Family • Homes, General • Homes, Large • Homes, Low Price • Homes, Luxury • Homes, New • Homes, Old • Homes, Small • Horse Property • Investment/Income Property • Location • Lots • Mobile Homes • Negative Ads • Open House • Owner—(Present, Former) • Privacy • Sports • Swimming Pools • Time-Shares • Vacation Homes • View • Water-Related Property • Ad Generator • Index • How to Install and Use the Software



Textbook, 346 pages, 2004 copyright, 8½ x 11"
ISBN 0793176654 Retail Price \$44.94



Textbook, 151 pages, 2012 copyright, 6 x 9"
ISBN 1427711399 Retail Price \$26.20



The Green Guide for Real Estate Professionals

by Frank Cook

"Green" information about homes and housing is scattered across the Web and incorporated in government white papers from the Environmental Protection Agency to the Department of Energy. "Green" homes are not only selling well in today's market, but they are selling at premium prices. This book brings together key data in one place, combined with interviews from professionals in the field. A glossary of "green" terminology is also included.

CONTENTS: Green Isn't Going Away • A Little Science, a Little Math, and the Big Picture (the Small Picture, Too) • Forty Shades of Green • Who Sets the Green Rules? • What Building Certifications Mean, and Don't Mean • Turning Green with Education • Now That You're Green, People Need to Know It • Talking with Green Homebuyers • Talking to Homesellers • If I Go Green, Can I Get My Money Back? • Does Money Grow on Green Trees? • Why Does My Utility Want Me to Use Less Power? • Will Your Green Listings Appraise? • Green Homes Mean Green Home Inspections • What Is an Energy Audit, and Is It Your Friend? • Can a Mansion Be Green? • Sick House Syndrome: The Environment Within • Getting Your Office Green • Community Events, Outreach, and You • Green Investing for Fun and Profit • The Pros and Cons of Green • A Green Future Full of Challenges and Optimism • Resources • Glossary • Index

Beyond the basics of commercial real estate

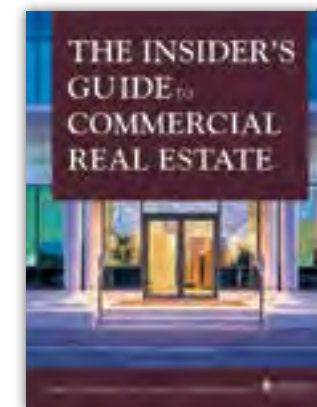
The Insider's Guide to Commercial Real Estate,

2nd Edition

by Cindy S. Chandler, CCIM, CRE

This commercial real estate text begins with the basics, such as property types and commercial real estate culture, moves into an in-depth discussion of math, finance, and contracts that every professional needs to master, and ends by exploring several entry-level career options. Readers will finish with a specific plan to begin their commercial real estate careers, apply all its terms, contracts, and processes, and do so with a knowledge of various career paths.

CONTENTS: Getting Started • Types of Properties • Investors and Other Types of Buyers • Land • Commercial Contracts • Math and Valuation • Finance • Brokerage Fundamentals • Leasing • Development • Property Management • Appendix A: Due Diligence Checklist • Glossary • Answer Key • Index



Textbook, 193 pages, 2013 copyright, 8½ x 11"
ISBN 9781427744326 Retail Price \$26.72



Up and Running in 30 Days: A Proven Plan for Financial Success in Real Estate, 4th Edition

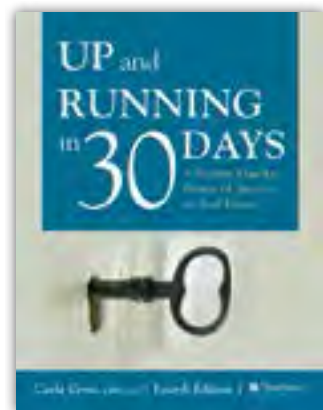
by Carla Cross, CRB, MA

This popular business start-up guide provides new and seasoned agents with an effective system to plan, prioritize, and increase their productivity in four weeks. Current trends are covered, along with other plans of action, including relationship and marketing techniques, selling skills, calling scripts, and the principles behind a high-producing business.

CONTENTS: Special Message to Managers • Introduction • The Churning, Shifting Real Estate Industry and What It Means to You • The Six Principles of a High-Producing Business • Four Weeks to Becoming a Successful Agent • Week One Start-Up Plan • Week Two Start-Up Plan • Week Three Start-Up Plan • Week Four Start-Up Plan • The Skills of Lead Generation • Must-Haves in Your Sales Arsenal: Qualifying Procedures, Marketing Plans, and Your Personal Promotional Tool • Seven Critical Sales Skills for Success • The Completed *Up and Running* Start-Up Plan • Blank Forms for Your *Up and Running* Plan • Sample Scripts, Letters, and Processes • References • Index

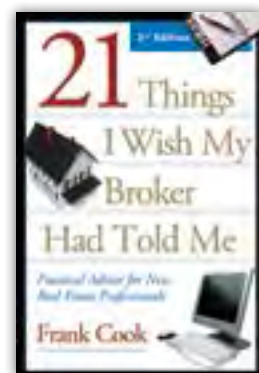


Scan the QR Code to learn more from the author.



Textbook, 253 pages, 2012 copyright, 8½ x 11"
ISBN 1427711453 Retail Price \$31.74

Learn more from the author at
www.YouTube.com/DearbornRealEstate



Textbook, 220 pages, 2007 copyright, 6 x 9"
ISBN 1427750602 Retail Price \$18.52



Many of our Continuing Education titles can be used for professional development. Contact your Account Manager to discuss the many professional development title options.

Appendices and Indices

Up and Running in 30 Days

This must-have training tool covers the principles behind a high-producing real estate business. It provides new and seasoned agents with a detailed business start-up plan to help increase productivity in just four weeks.

See page 82.



REAL ESTATE REQUIREMENTS

State	Prelicensure Requirements	Post-Licensing CE Requirements	Prelicensure Distance	CE Distance	Accepts ARELLO® Certification	Exam Provider
Alabama	60 hrs	30 hrs the 1st 6 months, then 15 hrs every 2 yrs	Yes	Yes	Yes	AMP
Alaska	40 hrs	30 hrs the 1st yr, then 20 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Arizona	90 hrs	24–30 hrs every 2 yrs	No	Yes	Yes	Pearson VUE
Arkansas	60 hrs	18 hrs the 1st yr, then 6 hrs every year	Yes	Yes	Yes	Pearson VUE
California	135 hrs	45 hrs every 4 yrs	Yes	Yes	No	Bureau of RE
Colorado (Broker's license only)	168 hrs	24 hrs every 3 yrs	Yes	Yes	Yes	PSI
Connecticut	60 hrs	12 hrs every 2 yrs	No	Yes	Yes	PSI
*Delaware	99 hrs	12 hrs the 1st yr, then 21 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
District of Columbia	60 hrs	15 hrs every 2 yrs	No	Yes*	Yes	Pearson VUE
Florida	63 hrs	45 hrs the 1st renewal, then 14 hrs every 2 yrs	Yes	Yes	No	Pearson VUE
Georgia	75 hrs	25 hrs the 1st yr, then 36 hrs every 4 yrs	Yes	Yes	Yes	AMP
Hawaii	60 hrs	20 hrs every 2 yrs	Yes	Yes	Yes	PSI
Idaho	90 hrs	12 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Illinois	90 hrs	30 hrs the 1st renewal, then 12 hrs every 2 yrs	Yes	Yes	No	AMP
Indiana	90 hrs	12 hrs every 2 yrs	No	Yes	Yes	Pearson VUE
Iowa	96 hrs	36 hrs every 3 yrs	Yes	Yes*	Yes	PSI
Kansas	60 hrs	12 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Kentucky	96 hrs	6 hrs every year	Yes	Yes	Yes	PSI
Louisiana	90 hrs	45 hrs the 1st 6 months, 12 hrs every year after	Yes	Yes	Yes	PSI
Maine	55 hrs	21 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Maryland	60 hrs	15 hrs every 2 yrs	Yes	Yes	No	PSI
Massachusetts	40 hrs	12 hrs every 2 yrs	No	Yes	No	Pearson VUE
Michigan	40 hrs	18 hrs every 3 yrs	Yes	Yes	Yes	PSI
Minnesota	90 hrs	15 hrs every year for a total of 30 hrs over 2 yrs	Yes	Yes	Yes	PSI
Mississippi	60 hrs	30 hrs the 1st yr, then 16 hrs every 2 yrs	Yes	Yes	Yes	PSI/RE Commission
Missouri	72 hrs	12 hrs every 2 yrs	Yes	Yes	Yes	AMP
Montana	60 hrs	12 hrs every year	Yes	Yes	Yes	AMP
Nebraska	60 hrs	18 hrs every 2 yrs	Yes	Yes	Yes	AMP
Nevada	90 hrs	42 hrs 1st 2 yrs, 24 hrs every 2 yrs after	Yes	Yes	Yes	PSI
New Hampshire	40 hrs	12 hrs every 2 yrs	Yes*	Yes	Yes	AMP
New Jersey	75 hrs	12 hrs every 2 yrs (starting with July 2013 renewal)	No	Yes	Yes	PSI
New Mexico (Broker's license only)	90 hrs	30 hr post for 1st renewal, then 30 hrs every 3 yrs	Yes*	Yes	Yes	PSI
New York	75 hrs	22.5 hrs every 2 yrs	Yes	Yes	Yes	NY Dept. of State
North Carolina (Broker's license only)	75 hrs	90 hrs within 3 yrs, then 8 hrs every year	No	Yes*	Yes	AMP
North Dakota	45 hrs	15 hrs the 1st year, then 9 hrs every year	Yes	Yes	Yes	AMP
Ohio	120 hrs	10 hrs the 1st yr, then 30 hrs every 3 yrs	No	Yes	Yes	PSI
Oklahoma	90 hrs	45 hrs 1st yr, then 21 hrs every 3 yrs	Yes	Yes	Yes	PSI/RE Commission
Oregon (Broker's license only)	150 hrs	30 hrs by 1st renewal, 30 hrs every 2 yrs	Yes	Yes	Yes	PSI
Pennsylvania	60 hrs	14 hrs by 1st renewal, 14 hrs every 2 yrs	Yes	Yes	Yes	PSI
Rhode Island	45 hrs	24 hrs every 2 yrs	No	Yes	No	Pearson VUE
South Carolina	60 hrs	30 hrs the 1st yr, 8 hrs every 2 yrs after	No	Yes	Yes	PSI
South Dakota (Broker's license only)	116 hrs	24 hrs every 2 yrs	Yes	Yes	Yes	AMP
Tennessee (Broker's license only)	90 hrs	16 hrs every 2 yrs	Yes	Yes	Yes	PSI
Texas	180 hrs	90 hrs the 1st renewal, 15 hrs every 2 yrs after	Yes	Yes	Yes	Pearson VUE
Utah	120 hrs	18 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Vermont	40 hrs	8 hrs w/in 90 days, then 16 hrs every 2 yrs	Yes	Yes	Yes	AMP
Virginia	60 hrs	30 hrs the 1st renewal term, 16 hrs every 2 yrs	Yes	Yes	No	PSI
Washington (Broker's license only)	90 hrs	90 hrs the 1st renewal term, 30 hrs every 2 yrs after	Yes	Yes	Yes	AMP
West Virginia	90 hrs	7 hrs every year	Yes	Yes	Yes	RE Commission
Wisconsin	72 hrs	18 hrs every 2 yrs	Yes	Yes	No	Pearson VUE
Wyoming	54 hrs	45 hrs every 3 yrs	Yes	Yes	Yes	AMP

NOTE: The above information is subject to change. *Partial Hours.

APPRAISAL REQUIREMENTS

State	Prelicensure Requirements	Prelicensure Distance	CE Requirements	CE Distance
Alabama	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Alaska	75–300 hrs Yes, up to 7 hrs	Yes	14 hrs 1st 2 yrs; 28 hrs every yr after	
Arizona	150–300 hrs	Yes	28 hrs every 2 yrs	Yes, up to 21 hrs
Arkansas	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
California	150–300 hrs Yes, if approved by OREA	Yes	56 hrs every 4 yrs; 4 hrs law (includes 2 USPAP courses)	
Colorado	75–300 hrs	Yes	42 hrs every 3 yrs	Yes
Connecticut	75–300 hrs	Yes	28 hrs every 2 yrs; 3 hrs law	Yes
Delaware	75–300 hrs	Yes	28 hrs every 2 yrs	Yes, up to 14 hrs
District of Columbia	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Florida	100–300 hrs	Yes	30 hrs every 2 yrs; 3 hrs law	Yes
Georgia	90–300 hrs	Yes	14 hrs every year	Yes
Hawaii	150–300 hrs	Yes	28 hrs every 2 yrs	Yes
Idaho	75–300 hrs	Yes	30 hrs every 2 yrs	Yes
Illinois	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Indiana	90–300 hrs	Yes	28 hrs every 2 yrs	Yes
Iowa	75–300 hrs	Yes	28 hrs every 2 yrs	Yes, up to 14 hrs
Kansas	150–300 hrs	Yes	28 hrs every 2 yrs	Yes
Kentucky	90–300 hrs	Yes	14 hrs every year	Yes
Louisiana	75–300 hrs	Yes	30 hrs every 2 yrs	Yes
Maine	75–300 hrs	Yes	14 hrs every year	No
Maryland	75–300 hrs	No	42 hrs every 2 yrs	Yes
Massachusetts	75–300 hrs	No	28 hrs every 2 yrs	Yes
Michigan	75–300 hrs	Yes	28 hrs every 2 yrs; 2 hrs law	Yes
Minnesota	75–300 hrs	Yes	30 hrs every 2 yrs	Yes
Mississippi	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Missouri	150–300 hrs	Yes	28 hrs every 2 yrs	Yes
Montana	75–300 hrs	Yes (limitations apply)	28 hrs every 2 yrs	Yes
Nebraska	75–300 hrs	No	28 hrs every 2 yrs	Yes, up to 14 hrs
Nevada	78–303 hrs	Yes	30 hrs every 2 yrs	Yes
New Hampshire	75–300 hrs	No	28 hrs every 2 yrs	Yes, up to 50%
New Jersey	75–300 hrs	Yes	28 hrs every 2 yrs	No
New Mexico	75–300 hrs	Yes (limited hrs) Apprentices No	32 hrs every 2 yrs	Yes*, up to 14 hrs
New York	150–300 hrs	No	28 hrs every 2 yrs	Yes
North Carolina	90–300 hrs	Yes (limitations apply)	28 hrs every 2 yrs	Yes, up to 14 hrs
North Dakota	75–300 hrs	Yes*	28 hrs every 2 yrs	Yes
Ohio	78–303 hrs	Yes	14 hrs every year	Yes
Oklahoma	75–300 hrs	Yes	42 hrs every 3 yrs	Yes, up to 21 hrs
Oregon	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Pennsylvania	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Rhode Island	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
South Carolina	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
South Dakota	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Tennessee	75–300 hrs	No	28 hrs every 2 yrs	Yes, up to 14 hrs
Texas	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Utah	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Vermont	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Virginia	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
Washington	75–300 hrs	Yes	28 hrs every 2 yrs	Yes
West Virginia	150–300 hrs	No	14 hrs every year	Yes, up to 7 hrs
Wisconsin	150–300 hrs	Yes	28 hrs every 2 yrs	Yes
Wyoming	75–300 hrs	Yes	30 hrs every 2 yrs	Yes, some elective

NOTE: The above information is subject to change. *Partial Hours.

HOME INSPECTION REQUIREMENTS

State	Education Required for Licensure	Education Required for Continuing Education	Licensing Exam Required
Alabama	No	No	Yes (ASHI/NHIE)
Alaska	No	8 hrs every 2 yrs	Yes
Arizona	80 hrs plus experience	14 hrs 1st yr, 7 hrs every yr after	Yes (NHIE)
Arkansas	80 hrs	14 hrs per cycle	Yes (NHIE)
California	No	No	No
Colorado	No	No	No
Connecticut	40 hrs plus experience (classroom)	20 hrs every 2 yrs	Yes (State)
Delaware	No	No	No
District of Columbia	No	No	No
Florida	120 hrs	14 hrs every 2 years	Yes
Georgia	No	No	No
Hawaii	No	No	No
Idaho	No	No	No
Illinois	60 hrs plus experience	12 hrs every 2 yrs	Yes (NHIE)
Indiana	60 hrs (only 20 hrs can be online)	32 hrs every 2 yrs	Yes (NHIE)
Iowa	No	No	No
Kansas	No	No	No
Kentucky	64 hrs	14 hrs every year	Yes (NAHI/NHIE)
Louisiana	120 hrs	20 hrs every year	Yes (NHIE)
Maine	No	No	No
Maryland	72 hrs	No	PSI (NHIE)
Massachusetts	75 hrs PL	12 hrs every 2 yrs	Yes (NHIE)
Michigan	No	No	No
Minnesota	No	No	No
Mississippi	60 hrs	20 hrs every 2 yrs	Yes (NHIE)
Missouri	No	No	No
Montana	No	No	No
Nebraska	No	No	No
Nevada	40 hrs	20 hrs every 2 yrs	Yes (NHIE)
New Hampshire	80 hrs	20 hrs every 2 yrs	Yes (NHIE)
New Jersey	180 hrs	40 hrs every 2 yrs, only 10 hrs can be distance	Yes (NHIE)
New Mexico	No	No	No
New York	140 hrs	24 hrs every 2 yrs	Yes (State Exam)
North Carolina	120 hrs classroom and 80 hrs field	12 hrs every year	Yes
North Dakota	No	No	Yes
Ohio	No	No	No
Oklahoma	90 hrs	8 hrs every year	Yes (NHIE)
Oregon	20 hrs	30 hrs every 2 yrs	Yes
Pennsylvania	No	No	Yes
Rhode Island	No	No	No
South Carolina	No	No	Yes
South Dakota	40 hrs	24 hrs every 2 yrs	Yes (NHIE)
Tennessee	90 hrs	32 hrs every 2 yrs	Yes (NHIE)
Texas	90 to 328 hrs (see regulation for clarification)	16 hrs every 2 yrs	Yes
Utah	No	No	No
Vermont	No	No	No
Virginia (voluntary certification)	No	No	Yes (NAHI/NHIE)
Washington	120 hrs Classroom and 40 hrs Inspections	24 hrs every 2 yrs	Yes (AMP)
West Virginia	80 hrs	16 hrs every year	Yes (NAHI/NHIE)
Wisconsin	No	20 hrs every year	Yes (2 Exams NHIE and State)
Wyoming	No	No	No

Due to an increase in legislative and regulatory changes in home inspection, prospective home inspectors are advised to contact their state's professional licensing board to learn about recent changes to licensure requirements.

Titles Available by State

The following chart identifies all of the prelicensing and exam prep, post-licensing, continuing education, and broker titles suitable for your state. This at-a-glance resource provides a reference checklist to help ensure that you are offering everything your students need to fully prepare for their exams and meet your state education requirements.

To order, contact client services at reorders@dearborn.com or **877.788.3873**.

ALL

Prelicensing

Modern Real Estate Practice
Mastering Real Estate Principles
Real Estate Fundamentals
Study Guide for Modern Real Estate Practice
Real Estate Math: What You Need To Know
Mastering Real Estate Math
The Language of Real Estate
Modern Real Estate Practice Flashcard and Study Tools App
Key Point Review for Modern Real Estate Practice Audio CDs and MP3

Exam Prep

Questions & Answers to Help You Pass the Real Estate Exam

Continuing Education

See all general and specialty CE titles starting on page 38.

Broker

Real Estate Brokerage: A Management Guide and Workbook
Property Management
Real Estate Office Management

Alabama

Prelicensing

See all national prelicensing titles at start of list.
Alabama Real Estate Principles Online Course

Exam Prep

Questions & Answers to Help You Pass the Real Estate Exam
Guide to Passing the AMP Real Estate Broker Simulation Exam
Guide to Passing the AMP Real Estate Exam

QBank

Alabama Real Estate AMP Exam Prep QBank

Continuing Education

See all general and specialty CE titles starting on page 38.
Risk Management: Avoiding Violations
Risk Management for Salespersons

Broker

See all national broker titles at start of list that may be suitable for your state.

Alaska

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

Guide to Passing Pearson VUE Real Estate Exam Questions & Answers to Help You Pass the Real Estate Exam

Continuing Education

See all general and specialty CE titles starting on page 38.

Broker

See all national broker titles at start of list that may be suitable for your state.

Arizona

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

Questions & Answers to Help You Pass the Real Estate Exam

Continuing Education

See all general and specialty CE titles starting on page 38.

Broker

See all national broker titles at start of list that may be suitable for your state.

Guide to Passing the AMP Real Estate Broker Simulation Exam

Arkansas

Prelicensing

See all national prelicensing titles at start of list.
Arkansas Real Estate Principles Online Course

Exam Prep

Guide to Passing Pearson VUE Real Estate Exam Questions & Answers to Help You Pass the Real Estate Exam

QBank

Arkansas Real Estate Pearson VUE Exam Prep QBank

Continuing Education

See all general and specialty CE titles starting on page 38.

Broker

See all national broker titles at start of list that may be suitable for your state.

California

Prelicensing

California Real Estate Practice
California Real Estate Principles
One additional broker elective is required; see list of products under Broker below.

Exam Prep

California Real Estate Exam Guide

QBank

California Real Estate Agent Drill and Practice QBank
California Broker Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 38.

Broker

California Real Estate Economics
California Real Estate Escrow & Title

*Reference the Index on page 94 to find the location of all titles

California Real Estate Finance
California Real Estate Law
Real Estate Brokerage: A Management Guide and Workbook
Property Management
Real Estate Office Management
Fundamentals of Real Estate Appraisal

Colorado

Prelicensing
Colorado stipulates prelicensing education requirements for broker candidates. See below.

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national salesperson prelicensing titles at start of list.
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

Connecticut

Prelicensing
See all national prelicensing titles at start of list.
Connecticut Real Estate Practice and Law

Exam Prep
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

QBank
National PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Connecticut Real Estate Legal Review and Update—Mandatory Continuing Education 2014-2016

Connecticut Real Estate Law: Updated and Revisited—CE Course 2012-2014

Broker
See all national broker titles at start of list that may be suitable for your state.

Delaware

Prelicensing
See all national prelicensing titles at start of list.

Exam Prep
Guide to Passing the Pearson VUE Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank
National Pearson VUE Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

District of Columbia

Prelicensing
See all national prelicensing titles at start of list.

Exam Prep
Guide to Passing the Pearson VUE Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank
National Pearson VUE Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Florida

Prelicensing
Florida Real Estate Principles, Practices, and Law Principios, Prácticas y Ley de Bienes Raices en Florida

Florida Sales Associate Prelicensing Key Point Review Audio CDs and MP3

Real Estate Math: What You Need to Know

Special note:
Florida Reactivation Course Online is available for those licensees who hold involuntary inactive licenses that need to be reinstated.

Post-Licensing
Post-Licensing Education for Florida Real Estate Sales Associates

Exam Prep
Florida Real Estate Exam Manual for Sales Associates and Brokers

QBank
Florida Real Estate QBank for Sales Associates
Florida Real Estate QBank for Brokers

Continuing Education
See all general and specialty CE titles starting on page 38.
Continuing Education for Florida Real Estate Professionals

Broker
Florida Real Estate Broker's Guide
Florida Real Estate Brokerage, A Management Guide: 30-Hour Broker Post-Licensing Online Course
Florida Essentials of Real Estate Investment: 30-Hour Broker Post-Licensing Online Course

Georgia

Prelicensing
See all national prelicensing titles at start of list.
Modern Real Estate Practice in Georgia

Post-Licensing
Georgia Real Estate Post-Licensing: Sales & Marketing 101 Online Course

Exam Prep
Guide to Passing the AMP Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

QBank
Georgia Real Estate AMP Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Guide to Passing the AMP Real Estate Broker Simulation Exam

Hawaii

Prelicensing
See all national prelicensing titles at start of list.

Exam Prep
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

QBank
National PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Idaho

Prelicensing
See all national prelicensing titles at start of list.

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See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Illinois

Prelicensing
Illinois stipulates prelicensing education requirement for broker candidates. See below.

QBank
Illinois Real Estate AMP Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.
Illinois Core A & B – Fair Housing, Agency, License Law and Escrow, and Short Sales

Broker
Modern Real Estate Practice in Illinois (print and online)
Illinois Real Estate Broker Post-Licensing (print and online)
Illinois Real Estate Broker Prelicensing (print and online)
Illinois Real Estate Exam Prep
Illinois Real Estate Managing Broker Prelicensing

Guide to Passing the AMP Real Estate Broker Simulation Exam
Guide to Passing the AMP Real Estate Exam

Indiana

Prelicensing
See all national prelicensing titles at start of list.

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Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national Broker titles at start of list that may be suitable for your state.

Iowa

Prelicensing
See all national prelicensing titles at start of list.
Iowa Real Estate Principles Online Course

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QBank
Iowa Real Estate PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.
Iowa 8-Hour Law Update Online Course

Broker
See all national broker titles at start of list that may be suitable for your state.

Kansas

Prelicensing
See all national prelicensing titles at start of list.

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Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Kentucky

Prelicensing
See all national prelicensing titles at start of list.

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Guide to Passing the PSI Real Estate Exam
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QBank
National PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Louisiana

Prelicensing
See all national prelicensing titles at start of list.

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Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national broker titles at start of list that may be suitable for your state.

Maine

Prelicensing
Maine stipulates prelicensing education requirements for broker candidates. See below.

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national salesperson prelicensing titles at start of list.
Guide to Passing Pearson VUE Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

Maryland

Prelicensing
See all national prelicensing titles at start of list.
Maryland Real Estate Practice and Law
Maryland Real Estate Principles and Practice Online Course

Exam Prep
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

QBank
Maryland Real Estate PSI Exam Prep QBank

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Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national salesperson prelicensing titles at start of list.
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

Pennsylvania

Prelicensing
Modern Real Estate Practice in Pennsylvania
Pennsylvania Real Estate Fundamentals Online Course
Pennsylvania Real Estate Practice Online Course

Exam Prep
Pennsylvania Real Estate Exam Prep
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

QBank
Pennsylvania Real Estate PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Pennsylvania 14-Hour Mandatory First Renewal Course

Broker
See all national broker titles at start of list that may be suitable for your state.

Rhode Island

Prelicensing
See all national prelicensing titles at start of list.

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QBank
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Continuing Education
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Broker
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South Carolina

Prelicensing
See all national prelicensing titles at start of list.

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National PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

2012–2014 South Carolina Core Course: Federal Laws Update

South Carolina 2-Hour CE Course: 3D Real Estate Duties, Disclosures, and Diligence

Broker
See all national broker titles at start of list that may be suitable for your state.

South Dakota

Prelicensing
South Dakota stipulates prelicensing education requirements for broker candidates. See below.

QBank
National AMP Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Broker
See all national salesperson prelicensing titles at start of list.

Guide to Passing the AMP Real Estate Broker Simulation Exam

Guide to Passing the AMP Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

Tennessee

Prelicensing
See all national prelicensing titles at start of list.
Tennessee Real Estate Principles Online Course
Tennessee Course for New Affiliates, 30-Hr Online Course

Special note:
Tennessee stipulates prelicensing education requirements for broker candidates. See below.

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Questions & Answers to Help You Pass the Real Estate Exam

QBank
Tennessee Real Estate PSI Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.

Tennessee Real Estate Commission Core 6-Hour CE Online Course

Broker
For Affiliate Broker see prelicensing and post-licensing courses; otherwise see all the national broker titles at start of list.

Texas

Prelicensing
Modern Real Estate Practice in Texas
Modern Real Estate Practice in Texas 30-Hour Principles I and II Online Course
Essentials of Real Estate Finance
Texas Real Estate Finance, 30-Hr Online Course
Texas Law of Contracts
Texas Promulgated Forms
Texas Real Estate Agency

Post-Licensing
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Continuing Education
See all general and specialty CE titles starting on page 38.
Texas Real Estate Commission Ethics MCE Online Course
Texas Real Estate Commission Legal Update MCE Online Course

Broker
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Texas Real Estate Brokerage: A Management Guide Online Course

TREC Broker Responsibility MCE

Utah

Prelicensing
See all national prelicensing titles at start of list.

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Continuing Education
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Broker
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Vermont

Prelicensing
See all national prelicensing titles at start of list.

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Questions & Answers to Help You Pass the Real Estate Exam

QBank
National AMP Exam Prep QBank

Continuing Education
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Broker
See all national broker titles at start of list that may be suitable for your state.

Virginia

Prelicensing
See all national prelicensing titles at start of list.
Virginia Real Estate Principles Online Course
Virginia Real Estate Practice and Law

Post-Licensing
Virginia Post-Licensing: Agency Law
Virginia Post-Licensing: Contract Writing
Virginia Post-Licensing: Current Industry Issues and Trends
Virginia Post-Licensing: Escrow Requirements

Virginia Post-Licensing: Ethics and Standards of Conduct

Virginia Post-Licensing: Fair Housing
Virginia Post-Licensing: Real Estate Law and Board Regulations

Virginia Post-Licensing: Risk Management

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Virginia Real Estate Exam Prep
Guide to Passing the PSI Real Estate Exam
Questions & Answers to Help You Pass the Real Estate Exam

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Continuing Education
See all general and specialty CE titles starting on page 38.
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Virginia Residential Standard Agency

Broker
See all national broker titles at start of list that may be suitable for your state.
Virginia Mandatory Broker & Agent Supervision CE 8-Hour Online Course

Washington

Prelicensing
Washington stipulates prelicensing education requirements for broker candidates. See below.

QBank
Washington Real Estate AMP Exam Prep QBank

Continuing Education
See all general and specialty CE titles starting on page 38.
Current Issues in Washington Real Estate 3-Hour Online CE Course
Washington Transition Online Course

Broker
Guide to Passing the AMP Real Estate Broker Simulation Exam
Guide to Passing the AMP Real Estate Exam
Washington Real Estate Fundamentals Online Course (Prelicensing)
Washington Real Estate Practices Online Course (Prelicensing)
Washington Advanced Real Estate Practices Online Course (Post-Licensing)
Washington Real Estate Law Online Course (Post-Licensing)

West Virginia

Prelicensing
See all national prelicensing titles at start of list.

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National Exam Prep QBank

Continuing Education
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Broker
See all national broker titles at start of list that may be suitable for your state.

Wisconsin

Prelicensing
See all national prelicensing titles at start of list.

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Questions & Answers to Help You Pass the Real Estate Exam

Continuing Education
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Broker
See all national broker titles at start of list that may be suitable for your state.

Wyoming

Prelicensing
See all national prelicensing titles at start of list.

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Continuing Education
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Broker
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Guide to Passing the AMP Real Estate Broker Simulation Exam

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