

An outdoor patio scene featuring a long yellow sectional sofa with several matching pillows. In front of it is a white ottoman with a wooden base. Two decorative wire mesh lanterns sit on the ottoman. The background shows lush greenery and a wooden fence. A large yellow diagonal graphic is overlaid on the left side of the image.

Dearborn

2017

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 Enhance the Classroom Experience

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
- Updates to content

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.

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Dearborn
Real Estate Education

Our Core Values

QUALITY CONTENT

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

SUPPORT

Dearborn is here to help your school succeed with complete real estate teaching systems and dedicated support teams to help you every step of the way.

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



Audio



eBook



Instructor Resources

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.

2017 CATALOG

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Directory

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Phone: 877.788.3873

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Email: REtechsupport@dearborn.com
Phone: 888.213.5124

The Power of Partnership

Dearborn is committed to building a successful future with our partners. It is this commitment that allows us to remain top of class in the real estate education industry. We want to ensure your success by providing the best content developed by skilled subject matter experts with national, as well as local, real estate knowledge. As an organization, Dearborn focuses on five areas to ensure we are supporting our partners as best we can.

Dearborn Values

Integrity

Our product management and editorial staff go through a rigorous process that includes evaluating marketplace trends, acquiring distinguished and experienced authors, soliciting reviewers for content evaluation, and analyzing courses to ensure compliance with state regulations.

Knowledge

Dearborn's author talent pool consists of a broad variety of real estate industry experts who are active and knowledgeable in today's real estate laws, practices, and principles. Our content experts bring a wealth of day-to-day experience to heighten the practical aspects of real estate education. Real estate content is a hybrid of national and state information...and because knowledge of state laws and regulations requires local expertise, our authors come from across the country.

Nearly all of Dearborn's authors have worked as real estate licensees at some point in their careers. Many own their own brokerage firms, and most have served on real estate boards at the state and national levels. In all, Dearborn authors have over 4,000 years combined experience.

Support

Dearborn's dedicated Account Managers, client success managers, customer service representatives, and technical support team are here for you. We'll help you navigate the real estate education processes and provide the highest level of support for your school, staff, and students.

When you partner with Dearborn, you are getting a complete real estate teaching system. Most of our materials come with a full set of Instructor Resources that can be seamlessly incorporated into your curriculum.

Our comprehensive Instructor Resources encompass:

- Timed course outlines, lecture outlines, and learning objectives
- PowerPoint presentations
- Reading assignments, quizzes, and exams with answer rationales
- Case studies, discussion questions, class activity suggestions, lesson assignments, and more

Opportunity

Look to Dearborn to provide a consultative approach on how to set your school apart and grow your revenue. We allow you to tailor your education offering with real estate textbooks, flashcards, audio CDs, eBooks, and online course solutions. In addition, you can brand textbooks as your own with custom cover solutions. Dearborn is continuously adding new services and products to help you stay at the top. Check out some of our most current offerings on page 5, and ask your Account Manager for more information.

Results

Dearborn's commitment to excellence in education set the foundation for our three-phase learning strategy: Prepare • Practice • Perform®. This comprehensive learning strategy combines scientific, evidence-based design with a straightforward educational approach to learning. We utilize this learning science directly in the instructional design of our courses to help your students achieve desired outcomes efficiently and effectively.

Prepare

The prepare phase sets the foundation for the learning experience and is where students are first introduced to new knowledge through information and examples related to the lesson objective.

Practice

The second phase, practice, provides students with an opportunity to apply what they learned through additional activities, simulations, and questions. Learning science has shown that reinforcing knowledge with practice is critical to mastery and long-term retention.

Perform

Now students are ready to perform and put their newly acquired knowledge to the test. In this final phase, students demonstrate mastery of the objective by answering questions and solving problems on their own. Perform activities are designed to assess their level of mastery and identify what they have achieved.

“The customer service is **by far the most friendly** and prompt in reply or reorders of textbooks. **We highly recommend** using any Dearborn product for educational purposes, whether classroom or online.”

—Ron Climer, Climer School of Real Estate

Take advantage of Dearborn's opportunities



Marketing & Resource Center

Dearborn provides Marketing Services to our partner schools, including templates, tips, and advice for attracting and retaining students. Our free Resource Center provides you with critical information regarding industry trends and regulatory updates.

“Dearborn has by far the **most complete** and **up-to-date** material available!”

—Rick Knowles, Capital Real Estate Training



REAL ESTATE ACCELERATOR

Dearborn's brand new real estate boot camp bridges the income gap for your new licensing students. This 2-day intensive program is designed to arm your students with business-building skills and critical operating activities utilized by the nation's most successful real estate agents. See pages 80–81 for more details on this boot camp in-a-box.



REcampus

Dearborn's exclusive REcampus online learning platform allows our partner schools to provide quality online courses and products for students. Furthermore, you may create custom course packages or offer additional products for purchase during the check-out process to earn even more revenue. See page 6 to learn more about what REcampus can offer, and talk to your Account Manager to discover how to differentiate your school and generate more revenue.

“The Dearborn name and reputation is the best!”

—Barbara Kornis, Temple University Real Estate Institute

Dearborn is committed to helping you achieve your goals—
we only succeed when you succeed!

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. Work with the Dearborn team to learn how to boost your revenue through REcampus features.

Benefits of REcampus

- Free, timely, hot-topic videos for you to use for lead generating activities
- Provide an online bookstore to increase your revenue
- Regulatory filing assistance service available
- Receive marketing support for your school
- 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

Enhanced Learning Management System Features

- Educationally driven technology with proven testing methods and study plans
- Rich interactive activities to provide an engaging learning experience
- Icon-based dashboard allows students to access learning materials faster
- Flexible and convenient online prelicensing proctoring

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



Prelicensing and Exam Prep



NEW – COMING SOON

- › Arizona Real Estate Principles
- › Arizona Contract Writing
- › Arizona Real Estate Exam Prep

These new products, together with our classic *Modern Real Estate Practice*, fulfill Arizona's 90-hour prelicensing education requirement. They prepare students for their licensing exam and provide the educational foundation necessary for a successful career in real estate.

See pages 14–15.

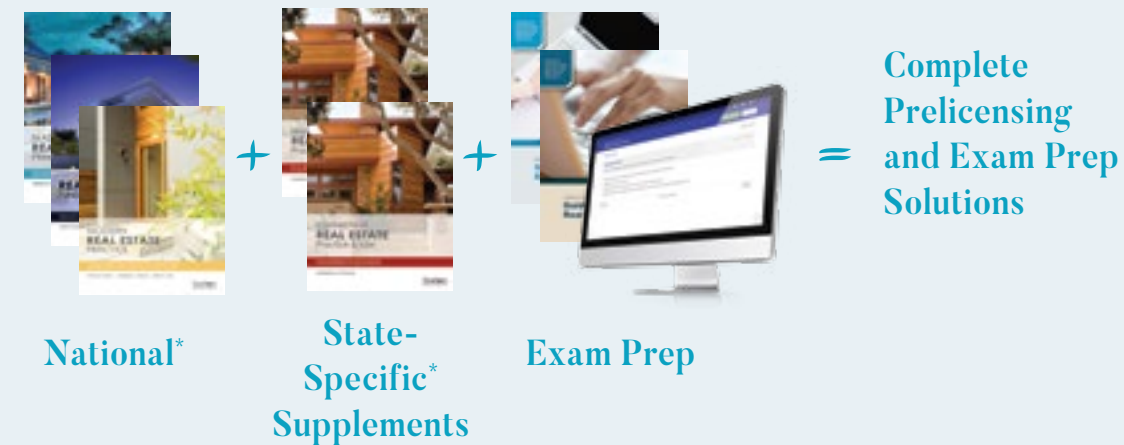
Produce Higher Pass Rates with Ease Utilizing Turn-key Solutions and Industry-Leading Content

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



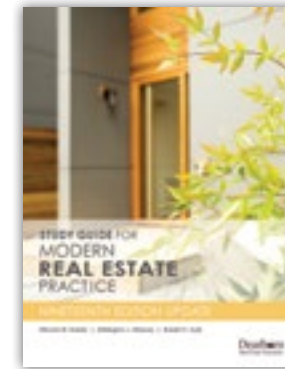
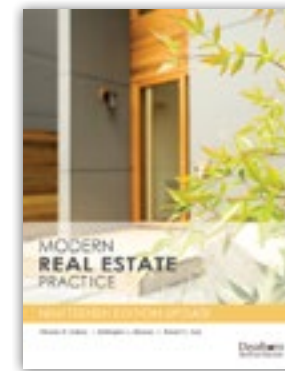
Ask about our book and online packages

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!

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



Check out the state title index on **p. 91** for a full list of all the prelicensing and exam prep titles suggested for your state.



Textbook, 561 pages, 2016 copyright, 8½ x 11"
ISBN 9781475438529 Retail Price \$59.41

eBook
ISBN 9781475409147 Retail Price \$40.91

Study Guide, 226 pages, 2014 copyright, 8½ x 11"
ISBN 9781475421798 Retail Price \$24.76

MP3, 2014 copyright
Available through [REcampus bookstore](#)

Physical Flashcards, 2014 copyright
ISBN 9781475426762 Retail Price \$52.49

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



ARELLO® Certified

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

Our Flagship Collection: Modern Real Estate Practice

UPDATED EDITION

Modern Real Estate Practice, 19th Edition Update

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 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

NEW EDITION**Guide to Passing the AMP Real Estate Exam, 6th Edition**

by Joyce Bea Sterling, DREI, with Derek McNeal, Contributing Editor

The latest edition of this study guide follows the content outline for the AMP salesperson licensing exam. Each unit has a 70-question test, and there are two additional 110-question tests in the book. The Key Point Review-to-Go is especially useful for reviewing key topics just before the exam.

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

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

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



Textbook, 383 pages, 2016 copyright, 8½ x 11"
ISBN 9781475435740 Retail Price \$35.46



Textbook, 280 pages, 2015 copyright, 8½ x 11"
ISBN 9781475426137 Retail Price \$36.89



Textbook, 292 pages, 2015 copyright, 8½ x 11"
ISBN 9781427715142 Retail Price \$37.35



Textbook, 352 pages, 2017 copyright, 8½ x 11"
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eBook

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eBook

ISBN 9781475434040 Retail Price \$36.49



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

UPDATED EDITION – COMING SOON**Mastering Real Estate Math, 8th Edition Update**

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 • The Dodd-Frank Act and TRID • Lease Calculations • Comprehensive Review Exam • Measurements and Formulas • Glossary • Index

NEW EDITION**Mastering Real Estate Principles, 7th Edition**

by Gerald R. Cortesi

The organization and format of this text has been carefully developed to assist learning and retention of the material. Featuring review exercises and more than 500 review questions with rationales, students can test their knowledge, monitor their progress, and identify problem areas. The multiple learning tools and turn-key Instructor Resources significantly help reduce instructor workload. Students will benefit from an outline format that makes it easy to master the basics necessary to pass the real estate licensing exam.

FEATURES:

- More than 500 review questions with rationales
- Two comprehensive examinations with study tips
- Chapter notes and tips that provide additional information to enhance student understanding of topics
- Instructor Resources with chapter outlines, a test bank, exams with answer keys, and a PowerPoint presentation
- Workbook-like format gives it an organized, appealing, user-friendly, and interactive approach to learning
- 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
- Over 300 examples and 70 illustrations throughout the text to help students visualize and apply the material

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 • Lending Laws and Government Activities • Loan Instruments • Lending Practices • Types of Real Estate Loans • Property Management • Tax Advantages of Home Ownership • Real Estate Investments • Study Tool Kit • Math Review • Comprehensive Practice Examinations • Glossary • Index

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

Real Estate Fundamentals, 9th Edition

by Wade E. Gaddy Jr. and Robert E. Hart, with Marie S. Spodek, 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 • The Nature and Description of Real Estate • Rights and Interests in Real Estate • The Acquisition and Transfer of Title • How Ownership Is Held • Title Records • Real Estate Agency and Brokerage • Real Estate Contracts • Leases • Real Estate Taxation • Real Estate Appraisal • Real Estate Financing • The Real Estate Financing Market • The Control and Development of Land • Fair Housing Law • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Real Estate Mathematics • Practice Examination • Glossary • Answer Key • Index

UPDATED EDITION

Real Estate Math: What You Need to Know, 7th Edition Update

by Linda L. Crawford

This text focuses on basic math concepts for both salesperson and broker candidates, complete with examples, formulas, calculations, practice problems, and detailed explanations of multi-step problems in key concept areas. The 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 • Solutions to 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 Disclosures • Posttests I, II, and III • Solutions for Posttests I, II, and III • Index

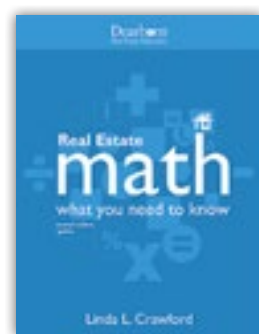


Textbook, 452 pages, 2015 copyright, 8½ x 11"
ISBN 9781475424812 Retail Price \$35.81



Textbook, 362 pages, 2015 copyright, 8½ x 11"
ISBN 9781475428384 Retail Price \$34.40

eBook
ISBN 9781475428490 Retail Price \$24.04



Textbook, 218 pages, 2017 copyright, 8½ x 11"
ISBN 9781475446593 Retail Price \$41.09

Deliver the most comprehensive licensing exam preparation with Dearborn QBanks!

Look for the  NEW QBANK icon

Our QBANK licensing exam test engine gives students the power to simulate nearly every test environment imaginable, from full-length licensing exams to individual topic mini-exams. Your students can access their QBANK when and where it's convenient and create the exact test they need to improve their score. Then, they can check their progress with Performance Tracker.

Features:

- Create custom quizzes to pinpoint problem areas
- Track exam readiness with Performance Tracker
- Take quick quizzes that pull from hundreds of practice questions
- Compare scores against the entire Dearborn test prep population
- Access the QBANK online with a mobile compatible platform

QBanks Available:

National AMP Real Estate Drill and Practice QBANK
National PSI Real Estate Drill and Practice QBANK
National Pearson VUE Real Estate Drill and Practice QBANK
Alabama Real Estate Drill and Practice QBANK
Arizona Real Estate Drill and Practice QBANK—COMING SOON
Arkansas Real Estate Drill and Practice QBANK
California Real Estate Broker Drill and Practice QBANK
California Real Estate Salesperson Drill and Practice QBANK
Florida Real Estate Sales Associate Drill and Practice QBANK
Florida Real Estate Broker Drill and Practice QBANK
Georgia Real Estate Drill and Practice QBANK
Illinois Real Estate Drill and Practice QBANK
Iowa Real Estate Drill and Practice QBANK*
Maryland Real Estate Drill and Practice QBANK*
Michigan Real Estate Drill and Practice QBANK
Nevada Real Estate Drill and Practice QBANK
New Mexico Real Estate Drill and Practice QBANK
New York Real Estate Broker Drill and Practice QBANK
New York Real Estate Salesperson Drill and Practice QBANK
North Carolina Real Estate Drill and Practice QBANK (state portion only)
Ohio Real Estate Drill and Practice QBANK
Pennsylvania Real Estate Drill and Practice QBANK
Tennessee Real Estate Drill and Practice QBANK
Texas Real Estate Drill and Practice QBANK
Virginia Real Estate Drill and Practice QBANK
Washington Real Estate Drill and Practice QBANK
Wisconsin Real Estate Drill and Practice QBANK

*State-only QBANK also available.



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REcampus 

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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.



Check out the state title index on **p. 91** for a full list of titles available in your state.

Alabama Real Estate Principles, Version 5.0

Denise Evans, Contributing Editor

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 • 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 • 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 – COMING SOON Arizona Real Estate Principles

This text covers Arizona real estate license law, regulation, and practice. It is designed to be used with our national *Modern Real Estate Practice* text to deliver the complete 90-hour licensing education requirement.

The Arizona Department of Real Estate requires candidates for real estate licensure to complete a minimum of 90 hours of classroom instruction. Key differences between Arizona state law and common law are covered, along with practical situations to help students learn how to use Arizona contract forms. Each unit contains multiple-choice review questions to test students' knowledge of the material and help them prepare for the real estate licensing exam.

NEW – COMING SOON Arizona Contract Writing

As required by Arizona law, this 6-hour course covers contract law and real estate legal issues. The course includes participation in drafting contracts to purchase real property, listing agreements, and lease agreements. Using current contract forms, students get first-hand experience dealing with the different forms.

Online Course

Call for details, 2015 copyright



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NEW – COMING SOON Arizona Real Estate Exam Prep

Written by state real estate experts and professionals, this exam prep booklet is ideal when used in conjunction with our Arizona prelicensing titles. The booklet features a lecture outline of the most pertinent topics of study, as well as up-to-date and 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. A pre- and post-test mimic the categories of the Arizona licensing exam and help students pinpoint areas of strength and weakness.

CONTENTS: Real Estate Statutes • Property Interests and Tenancies • Water Law • Environmental Law • Land Descriptions • Subdivisions • Encumbrances • Acquisitions and Transfer of Title • Disclosure and Consumer Protection • Regulated Activities—Rules and Statutes • Finance and Property Tax • Leasing and Property Management • Math Calculations

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

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Alabama	60 hrs	Yes	AMP
Arizona	90 hrs	No	Pearson VUE
Arkansas	60 hrs	Yes	Pearson VUE
California	135 hrs	Yes	Bureau of Real Estate

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

California Real Estate Practice, 9th 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 real estate practice, from disclosure to marketing to taxation. It contains student features such as checklists, contracts, CAR® and other sample forms, and quizzes and exams that closely replicate the state exam. A complete set of Instructor Resources includes discussion topics, student exercises, and final exams with answer key.

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 – COMING SOON

California Real Estate Principles, 10th 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 key terms, learning objectives, 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 with class outlines, unit quizzes, exams, and answer keys.

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

NEW EDITION

California Real Estate Law, 9th Edition

by William H. Pivar and Robert J. Bruss

California Real Estate Law is an introduction to the laws that govern real estate transactions in the state of California. 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.

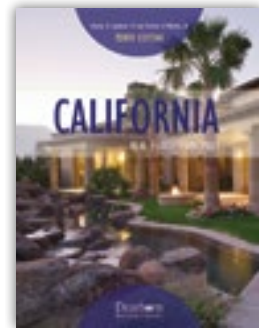
CONTENTS: Sources of the Law and the Judicial System • Law of Agency • Duties and Responsibilities of Licensees • Regulations of Licensees • Law of Contracts • Real Estate Contracts • Property, Estates, and Recording • Ownership of Real Property • Acquisitions and Conveyances • Real Property Security 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 • Index



A comprehensive guide to California real estate

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Online Course

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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 Real Estate Law Exam Prep Course, Version 2.0

This online course is for nonresident license applicants who are seeking a Florida real estate license through mutual recognition. The course is designed to prepare students for the Laws and Rules Examination administered by the state of Florida. Students will learn about Florida real estate license law, real estate-related Florida Statutes, and Florida Real Estate Commission administrative rules. The course also covers the Florida Real Estate Commission’s required content outline for the Laws and Rules Examination.

Note: Florida has mutual recognition with 7 states: Alabama, Arkansas, Connecticut, Georgia, Illinois, Mississippi, and Nebraska.

NEW VERSION

Florida Reactivation Course, Version 10.0

by Linda L. Crawford

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

CONTENTS: License Law and Qualifications for Licensure • Real Estate License Law and Commission Rules • Authorized Relationships, Duties, and Disclosure • Real Estate Brokerage Activities and Procedures • Violations of License Law, Penalties, and Procedures • Federal and State Laws Pertaining to Real Estate • Real Estate Contracts • Real Estate-Related Computations and Closing of Transactions • Real Estate Investments and Business Opportunity Brokerage • Final Exam

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
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.

Florida Sales Associate Prelicensing Key Point Review Audio MP3, Version 39/40

by Linda L. Crawford

Available in MP3 format, this title provides over two hours of enhanced hands-free review of the key points of *Florida Real Estate Principles, Practices & Law*. The narrator presents concepts, emphasizes key terms, and makes references to the text, reinforcing classroom lessons and helping students be better prepared for the exam. Searchable tracks allow students to go directly to specific unit topics. **Note:** It is required that you download the MP3 files to a computer before transferring to a tablet or listening device.

CONTENTS: The Real Estate Business • Real Estate License Law and Qualifications for Licensure • Real Estate License Law and Commission Rules • Authorized Relationships, Duties, and Disclosure • Real Estate Brokerage Activities and Procedures • Violations of License Law, Penalties, and Procedures • Federal and State Laws Pertaining to Real Estate • Property Rights: Estates and Tenancies, Condominiums, Cooperatives, and Time-Sharing • Title, Deeds, and Ownership Restrictions • Legal Descriptions • Real Estate Contracts • Residential Mortgages • Types of Mortgages and Sources of Financing • Real Estate–Related Computations and Closing of Transactions • The Real Estate Market and Analysis • Real Estate Appraisal • Real Estate Investments and Business Opportunity Brokerage • Taxes Affecting Real Estate • Planning, Zoning, and Environmental Hazards

NEW EDITION

Florida Real Estate Principles, Practices & Law, 40th Edition

by Linda L. Crawford

This comprehensive text sets the standard for real estate education in Florida. Updated annually, this new edition provides students with the latest developments in Florida real estate law and practice. Instructor Resources include a complete Instructor Manual with chapter teaching outlines, discussion questions, and classroom exercises. Practice quizzes provide instructors with additional classroom materials for reinforcing important concepts. Spanish student guide follows the order of the book and includes learning objectives, key terms, and summaries of important points.

CONTENTS: The Real Estate Business • License Law and Qualifications for Licensure • Real Estate License Law and Commission Rules • Authorized Relationships, Duties, and Disclosure • Real Estate Brokerage Activities and Procedures • Violations of License Law, Penalties, and Procedures • Federal and State Laws Pertaining to Real Estate • Property Rights: Estates and Tenancies, Condominiums, Cooperatives, and Time-Sharing • Title, Deeds, and Ownership Restrictions • Legal Descriptions • Real Estate Contracts • Residential Mortgages • Types of Mortgages and Sources of Financing • Real Estate–Related Computations and Closing of Transactions • The Real Estate Market and Analysis • Real Estate Appraisal • Real Estate Investments and Business Opportunity Brokerage • Taxes Affecting Real Estate • Planning, Zoning, and Environmental Hazards • Appendix A: Practice End-of-Course Exam • Appendix B: List of Acronyms • Appendix C: Know Your –ors and –ees • Appendix D: Math Formulas • Glossary • Answer Key • Index

NEW EDITION

Florida Real Estate Exam Manual for Sales Associates and Brokers, 40th Edition

by Linda L. Crawford

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 500 sample exam questions and two 100-question practice exams, to enhance the concepts learned in the main text and prepare students for the licensing exam. Both sales associates and broker candidates will benefit from this text, because broker candidates are also tested on sales associate material. New with this edition are cut-out glossary flashcards that serve as a convenient study tool for reviewing the key real estate terms.

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 Key with Explanations including a Math Cross-Reference Key • Index • Glossary Flashcards

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The exam prep companion to Florida Real Estate Principles, Practices & Law and Florida Real Estate Broker's Guide (p. 61)



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NEW EDITION

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 • 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 • Ownership • Brokerage Relationships in Real Estate Transactions Act (BRRETA) • Contract Forms for Real Estate Practice in Georgia • Financing and Closing Residential Transactions • Real Estate Commission and License Law • Appendix: Directory of State Licensing Agencies and Statutes • Math FAQs • Sample Examinations • Glossary • Answer Key • List of Figures • Index

NEW EDITION – COMING SOON

Modern Real Estate Practice in Illinois, 9th Edition

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Martha R. Williams, JD, Consulting Editor, and Leo Schwartz, Contributing Editor

This revised latest 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. Students will benefit from complete coverage of popular topics such as financing options, short sales, and foreclosures. This text contains everything a prospective licensee needs to become regulatory compliant in Illinois.

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 Descriptions • 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.

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Florida	63 hrs	Yes	Pearson VUE
Georgia	75 hrs	Yes	AMP
Illinois	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.

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

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

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Iowa	96 hrs (36 hrs must be live classroom)	Yes	PSI
Maryland	60 hrs	Yes	PSI
Massachusetts	40 hrs	No	PSI
Michigan	40 hrs	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.

Online Course

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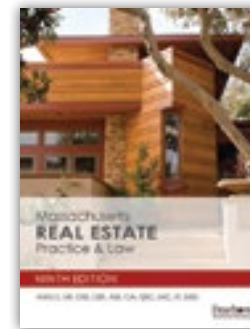
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NEW EDITION – COMING SOON

Maryland Real Estate Practice & Law, 15th Edition

by Donald A. White

This text is a premier source for current and detailed information on Maryland prelicensing requirements. In this latest edition, students will receive new guidance from the commission on short sale transactions, a clarification of the requirements for real estate advertising by licensees, an updated table of the protected categories, new rules about returning earnest money, the latest statutory process for converting manufactured homes to real property, and recent updates to rules for obtaining, renewing, and reactivating a real estate license. Review questions with answer keys and a practice exam are also included.

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

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 – COMING SOON

Michigan Real Estate Fundamentals, Version 3.0

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

Nevada Real Estate Principles, 3rd Edition

by Ben C. Scheible, Esq.

This comprehensive textbook provides an essential introduction to the principles guiding the real estate industry in Nevada. Updated with the latest Nevada Revised Statutes, as well as general real estate law, this book covers a variety of prelicensing topics. The latest edition includes federal closing and disclosure laws, Nevada license exemptions, education requirements, and composition of the Real Estate Commission. Extensive illustrations, figures, and forms clarify key concepts, while “For Example” and “In Practice” sections offer real-world applications to classroom principles. Includes chapter quiz questions mimicking the Nevada Real Estate Licensing Exam, as well as a classroom final.

CONTENTS: NRS and NAC Citations • Real Estate Brokerage and Agency • Listings and Buyer Representation Agreements • Interests in Real Estate • Forms of 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 and Ethical Practices • Closing the Real Estate Transaction • Environmental Issues and the Real Estate Transaction • Answer Key • Index

NEW EDITION – COMING SOON

Essentials of New Jersey Real Estate, 13th 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. The text includes sample real estate forms, key terms for each chapter, and hundreds of questions to test student readiness for the licensing exam. 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

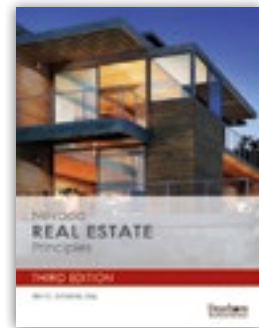
NEW EDITION

Modern Real Estate Practice in New York for Salespersons, 12th Edition

by Sam Irlander

Modern Real Estate Practice in New York for Salespersons addresses the New York real estate salesperson curriculum and covers what students need to know to prepare for their state exam and their real estate practice. Students will gain a better understanding of not only residential real estate, but commercial real estate as well. New in this edition are learning objectives at the beginning of each unit.

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



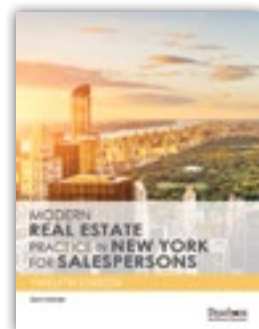
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NEW VERSION

New York 30-Hour Remedial Salesperson Qualifying Course, Version 3.0

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 prelicensing requirement. All the topics outlined in the Department of State’s 30-hour curriculum are covered. The course includes key terms with definitions, helpful forms and figures, reading comprehension quizzes, interactive exercises, and unit exams. Short Video clips are also included to keep students engaged and focused.

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

NEW EDITION

New York Real Estate Exam Review, 7th Edition

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 and Regulations • The Law of Agency • Agency Relationships and Disclosure • 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

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Nevada	90 hrs	Yes	PSI
New Jersey	75 hrs	No	PSI
New York	75 hrs	Yes	NY Dept. of State

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

Modern Real Estate Practice in North Carolina, 9th Edition

by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle, with Deborah H. Long, 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 the North Carolina licensing exam. The text includes expanded coverage of agency relationships. It also features new topics such as the Mineral, Oil, and Gas Rights Mandatory Disclosure, the TILA-RESPA Integrated Disclosure (TRID) rule, the role of the Consumer Financial Protection Bureau, and much 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 • Agency Contracts • Basic Contract Law • Sales Contracts and Practices • Landlord and Tenant • Property Management • Basic Real Estate Investment • Real Estate Financing: Principles • Real Estate Financing: Practices • Basic Residential Construction • Real Property Valuation • Federal Income Taxation of Real Property Ownership • Fair Housing and Ethical Practices • Environmental Issues and the Real Estate Transaction • Closing the Real Estate Transaction • Appendices • Math FAQs • Study Tips and Comprehensive Practice Examination • Glossary • Answer Key • Index

NEW VERSION – COMING SOON

North Carolina Exam Review QBank, Version 2.0

by Cindy S. Chandler, CCIM, CRE

This QBank offers hours of preparation to help guide students through and successfully complete the North Carolina prelicensing course. It follows *Modern Real Estate Practice in North Carolina* unit by unit, making this a convenient companion product for additional classroom study or for independent study for the course exam. With hundreds of questions, this review tests both national and state-specific content. This tool offers a custom quiz functionality which allows students to build their own exam with immediate results to track progress, identify areas for further review, and help conquer test-taking anxiety. Students can access the QBank online when and where it is convenient.

FEATURES:

- Take quick quizzes that pull from hundreds of practice questions
- Create custom quizzes to pinpoint problem areas
- View answer explanations

NEW EDITION

Modern Real Estate Practice in Ohio, 9th Edition

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

From agency to zoning, this text covers everything students need to know to practice real estate in Ohio. Restructured and updated with the latest legislative changes, this book offers a comprehensive introduction to the industry with special features, including key terms, chapter quizzes, and a math FAQ. “In Ohio” sections provide state-specific applications to general principles and make this an essential text for aspiring professionals.

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 • Math FAQs • Sample Examinations • Glossary • Answer Key • Index



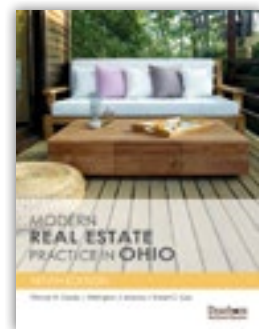
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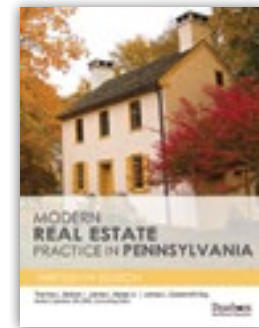
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Modern Real Estate Practice in Pennsylvania, 13th Edition

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

Combining solid fundamentals with state information, this text is designed around Pennsylvania's 60-hour requirement. This edition has been completely refreshed to better reflect today's market needs. It contains everything a real estate prelicensing student in Pennsylvania needs to confidently sit for the national and state licensing exams. The national and state-specific review exam reflects PSI style. Even after licensure, this text is an excellent resource for brushing up on the finer points of real estate.

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

NEW EDITION – COMING SOON

Pennsylvania Real Estate Exam Prep, 7th Edition

by John W. Fisher

This exam prep booklet, written by real estate experts and professionals in the state, is ideal when used in conjunction with our Pennsylvania prelicensing titles. It features questions on real estate commission, licensure, and regulation of conduct licensees—designed to mirror PSI style to help students master the state-specific portion of the real estate licensing exam. Detailed exam strategies, practice questions, and answer keys that feature in-depth rationales make this a must-have resource.

NEW VERSION

Pennsylvania Real Estate Fundamentals, Version 13.0

by Thomas J. Bellairs, James L. Helsel Jr., and James L. Goldsmith Esq., with Marie S. Spodek, 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. This new version has been completely refreshed in order to better reflect today's market needs and ensure that students have the information they need to pass the Pennsylvania real estate licensing examination.

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 A: Real Estate Licensing and Registration Act • Appendix B: Rules and Regulations of the State Real Estate Commission

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
North Carolina	75 hrs	No	AMP
Ohio	120 hrs	No	PSI
Pennsylvania	60 hrs	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

Pennsylvania Real Estate Practice, Version 13.0

by Thomas J. Bellairs, James L. Helsel Jr., and James L. Goldsmith Esq., with Marie S. Spodek, 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. In this completely updated version, both state and national content have been refreshed to reflect the most current market needs and trends to help your students pass the Pennsylvania real estate licensing exam.

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 A: Real Estate Licensing and Registration Act • Appendix B: Rules and Regulations of the State Real Estate Commission

NEW – COMING SOON

South Carolina Real Estate Principles, Version 1.0

Dianna W. Brouthers, GRI, DREI, CAI, 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 South Carolina information, along with the rules and regulations of the South Carolina 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 • South Carolina Real Estate License Law • Regulations Governing Real Estate Practice in South Carolina • Agency Relationships in South Carolina • Property Management in South Carolina • Other South Carolina Laws Affecting Real Estate • Final Exam

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. Students will learn how to generate business while working within agency guidelines, reducing risks, and maintaining ethical business practices.

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

State	Prelicensing Requirements	Prelicensing Distance	Exam Provider
Pennsylvania	60 hrs	Yes	PSI
South Carolina	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.

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Tennessee Real Estate Principles, Version 3.0

by 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 – COMING SOON

Modern Real Estate Practice in Texas, 17th Edition

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

The latest 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. Updated to cover new laws from Texas' 2015 legislative session, 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

NEW VERSION – COMING SOON

Modern Real Estate Practice in Texas 30-Hour Principles I and II, Version 17.0

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

UPDATED VERSION

Texas Real Estate Finance, Version 6.5

by Doris Barrell, GRI, DREI, 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

UPDATED EDITION

Texas Law of Contracts, 2nd Edition Update

This edition covers all the topics required by the Texas Real Estate Commission (TREC) and includes updated information regarding loan estimates and closing disclosures. Key terms reinforce terminology, and unit summaries emphasize important concepts or serve as a quick refresher of unit content. Instructor Resources include outlines, exams, scenario exercises, instructor manual, and PowerPoint presentations.

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

UPDATED EDITION

Texas Promulgated Forms, 2nd Edition Update

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

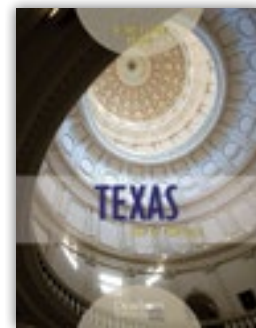
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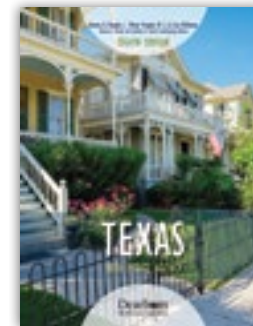
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ISBN 9781475421842 Retail Price \$27.46

Texas Real Estate Agency, 8th Edition

by Donna K. Peeples, PhD, Minor Peeples 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

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 9781427711465 Retail Price \$23.86

Virginia Real Estate Principles, Version 5.0

Doris Barrell, GRI, DREI, 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

Virginia Real Estate Practice & Law, 10th Edition

Doris Barrell, GRI, DREI, 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



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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

Washington Real Estate Practices, 30-Hour Broker Prelicensing Course, Version 2.0

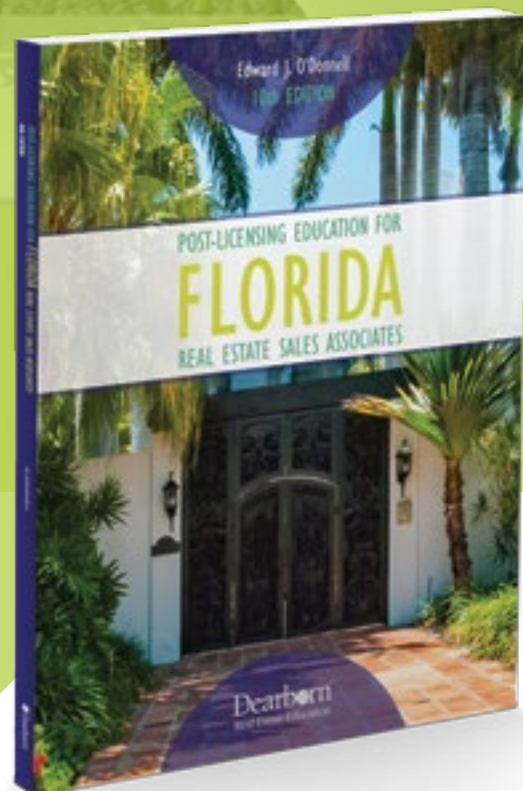
This prelicensing course covers a strong base of required core topics—including agency relationships, listing agreements, negotiations and sales techniques, residential financing and the closing process—all crucial to any new licensee's business within the state of Washington. Discussion includes different 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.

Past-Licensing



NEW EDITION – COMING SOON

Post-Licensing Education for Florida Real Estate Sales Associates 10th Edition

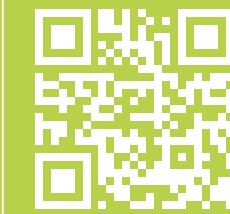
Written with new licensees in mind, this title serves as a step-by-step guide to conducting business in the real estate industry. Always updated to address the latest market needs, this title fulfills the state's 45-hour post-licensing requirement and prepares new licensees for both the routine and unusual situations they will encounter in their real estate practice.

See page 33.

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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NEW EDITION – COMING SOON

Post-Licensing Education for Florida Real Estate Sales Associates, 10th Edition

by Edward J. O'Donnell

This title fulfills the 45-hour state requirement and provides a step-by-step guide to conducting business in the real estate industry for new Florida licensees. Updated to meet changing market needs, as well as changes in Florida law, this edition offers expanded discussion on fair housing laws and social media. It also includes a discussion on financing, with examples using the new Loan Estimate and Closing Disclosure forms, which have replaced the Good Faith Estimate (GFE) and Settlement Statement (HUD-1) forms. Special learning features include action lists, useful online resources, case studies, an 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

NEW VERSION

Georgia Sales and Marketing 101 for Real Estate Professionals, Version 3.0

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 immersive online delivery format is essential to helping today's busy real estate professionals succeed with plenty of real-life examples from the forefront of the industry. New units on technology, online marketing, and social media strategies make this the most comprehensive guide for applying classic marketing and sales techniques to a real estate career.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Technology in Real Estate • Online Marketing Techniques • Social Media Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • The Marketing Plan • 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

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

Online proctoring is now available for the online course—contact your CSM for more information

NEW VERSION

Property Management in Texas, 30-Hour Course, Version 5.0

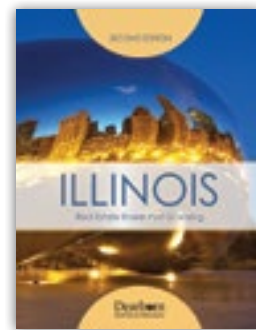
by Robert C. Kyle with Marie S. Spodek, DREI, and Floyd M. Baird, RPA/SMA, Consulting Editors

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.

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 • Texas Property Management Policy and Law • Final Exam

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 + 8 MCE hrs	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 88.



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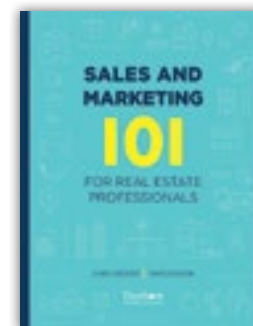
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Can be used to meet Texas 30-hr SAE requirement



Textbook, 252 pages, 2016 copyright, 8½ x 11"
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NEW VERSION

Texas Essentials of Real Estate Investment, 30-Hour Course, Version 4.0

by David Sirota, PhD, with Karen Stefano and Loretta DeHay, Contributing Editors

Using an effective blend of theory and practice, this 30-hour SAE course helps students navigate potential investment opportunities in the real estate market. This dynamic presentation of the principles and practices of real estate investment covers investment trends, tax laws, regulations, and market conditions.

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 • Investing in Commercial Real Estate • Investing in Industrial Properties • Investing in Special Real Estate • Texas-Specific Real Property Laws Affecting Real Estate Investment • Final Exam

UPDATED VERSION

Texas Sales and Marketing 101 for Real Estate Professionals, Version 3.5

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. New units on technology, online marketing, and social media strategies make this the most comprehensive guide for applying classic marketing and sales techniques to a real estate career.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Technology in Real Estate • Online Marketing Techniques • Social Media Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • The Marketing Plan • 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

Sales and Marketing 101 for Real Estate Professionals, 3rd Edition

by Chris Grover

Learn the latest real estate salesmanship, marketing, and technology strategies from this new edition on the forefront of the industry. The course integrates the four elements of a balanced marketing mix: promotion, place, product, and price. Part One of the course covers real estate marketing, while Part Two covers real estate sales. Throughout the course, principles of market research, data analysis, and market segmentation are applied to make the reader a more efficient salesperson. New to this edition, units on technology, online marketing, and social media strategies make this the most comprehensive guide for applying classic marketing and sales techniques to a real estate career.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Technology in Real Estate • Online Marketing Techniques • Social Media Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • The Marketing Plan • 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 • Glossary • Index • Answer Key

NEW VERSION

Virginia Post-Licensing: Agency Law, Version 2.0

by Doris Barrell, GRI, DREI

This 3-hour online post-licensing course consists of important information that licensees need to operate in the state of Virginia. The course covers agency topics, changes to agency law, and agency disclosure. It provides detailed information on the agency disclosure form, as well as changes to Virginia agency laws.

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

NEW VERSION

Virginia Post-Licensing: Contract Writing, Version 3.0

by Doris Barrell, GRI, DREI

Because the contract is so critical to every transaction, knowing contracts inside and out is critical for real estate professionals. 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.

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

NEW VERSION

Virginia Post-Licensing: Current Industry Issues and Trends, Version 2.0

by Doris Barrell, GRI, DREI

This 2-hour online post-licensing course will help students stay current with recent issues and trends in the real estate industry. Covering laws and legislation that affect day-to-day activities, students will learn about the changing strategies in today's real estate market, as well as the different social media tools available to build their business while staying compliant with regulations guiding its use.

CONTENTS: Recent Legislation Affecting Real Estate • Changing Strategies in Today's Market • Social Media and Internet Advertising • Final Exam

NEW VERSION

Virginia Post-Licensing: Escrow Requirements, Version 2.0

Martha R. Williams, JD

This 3-hour online post-licensing course covers escrow requirements and laws from the Code of Virginia. It includes discussions of deposits, trust monies, proper handling of escrow accounts, and escrow reporting requirements. Students will learn possible outcomes if potential violations of the law or regulations are discovered during an inspection, or are reported by a licensee. This course is filled with valuable information to ensure students are compliant in real estate transactions.

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

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NEW VERSION

Virginia Post-Licensing: Ethics and Standards of Conduct, Version 2.0

by Doris Barrell, GRI, DREI

This 3-hour online course covers the ethics and standards of conduct requirement for new Virginia licensees. Students will explore the National Association of REALTORS® Code of Ethics and how its concepts may be enforced.

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

NEW VERSION

Virginia Post-Licensing: Fair Housing, Version 2.0

by Doris Barrell, GRI, DREI, with William B. Frost, GRI, Contributing Editor

This 2-hour online course covers the fair housing requirement for new Virginia licensees. Students will review actual case law and discover practical examples that give them the know-how and tools to stay in compliance.

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

NEW VERSION

Virginia Post-Licensing: Real Estate Law and Board Regulations, Version 2.0

by Doris Barrell, GRI, DREI

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.

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

NEW VERSION

Virginia Post-Licensing: Risk Management, Version 2.0

by Doris Barrell, GRI, DREI, with Jonathan Shildt, Contributing Editor

This 3-hour online course covers risk management practices for new Virginia licensees. It provides students with a plan to minimize liability and helps them establish procedures for education, risk shifting, risk anticipation, and risk control.

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

Washington Advanced Real Estate Practices, 30-Hour Broker Post-Licensing Course, Version 2.0

by Lynnell Morgan and Marie S. Spodek, 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

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 – COMING SOON – OnDemand Courses

The Tiny House: Is it a Phase or Craze?, v1.0

The Twenty Most Cost-Effective Home Improvements, v1.0

These fun, new continuing education courses provide information on timely topics in a format that is appealing to students. Text and video work together to create an engaging environment that allows students to explore new opportunities in real estate.

See pages 45–46.

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UPDATED VERSION

Buyer Representation in Real Estate, Version 5.1

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 5.1

by Marie S. Spodek, 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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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

A complete guide to fair housing laws and regulations

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

NEW VERSION

Introduction to Commercial Real Estate Sales, Version 5.0

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 EDITION**Property Management and Managing Risk, 5th Edition**

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

This popular title provides an up-to-date introduction to property management with a practical focus 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, as well as case studies, key terms, learning objectives, review questions, answer keys, and a glossary. Instructor Resources include 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

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

Real Estate Finance and Tax Issues, Version 5.0

by Doris Barrell, GRI, DREI, 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

NEW EDITION**Real Estate Finance Today, 6th Edition**

by Doris Barrell, GRI, DREI

In a changing financial landscape with new real estate reporting requirements, this latest edition offers an invaluable resource for real estate professionals practicing in several different fields. This book covers everything from new developments in collateralized mortgage obligations, to flood insurance requirements, to TILA-RESPA Integrated Disclosures. Key terms, case studies, unit quizzes, and financial appendices make this the best resource 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



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**NEW EDITION****Red Flags: Property Inspection Guide, 4th Edition**

by James C. Prendergast and Lynn P. Cushwa, with Bruce Barker, Contributing Editor

The latest edition of this course offers updated information for agents inspecting properties. Topics include asbestos, hazardous vegetation, structural problems, environmental hazards, and much more.

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

All Under One Roof OnDemand Course, Version 1.0

by Tim Whaley and Michele Auge

This course expands the vision of the "new norms" that are becoming widely visible and impacting the motivation of buyers and sellers. Students will learn how the changing demographics and economics of recent years have influenced desirability for some types of homes over others. They will also learn about an emerging market of multiple generations living under one roof. This course embraces the complexity of the client's situation and helps students create new solutions for today's most complicated buyers and sellers. Delivered in our new OnDemand video lecture format, this course is filled with videos that show real-life examples and scenarios that students are likely to encounter in their career.

CONTENTS: 4-Hour: Landscape-Shaping Trends in Real Estate • Where Are We Going to Put Granny? • Senior Living Communities • Designing and Adapting Homes to Occupant Needs
Additional Topics for 6-Hour: Fair Housing • Recognizing Specialized Needs of Today's Clients

Commercial and Investment Real Estate: Tools of the Trade

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

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

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



Textbook, 109 pages, 2012 copyright, 8½ x 11"
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Houses: Buy, Fix, Sell!, Version 1.1

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 2.0

The odds of experiencing identity theft are ever-increasing. 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, students will learn how to respond if their personal information, or a clients' information, is compromised. Updated case studies and recent news stories illustrate the methods thieves use to steal identities. Students will also learn what "red flags" to watch for and how to prepare for a potential data breach. There's never been more opportunity for identity thieves to strike, and this course will provide the information needed to reduce the chances of becoming a victim and to handle a breach event if it occurs.

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

Online Course

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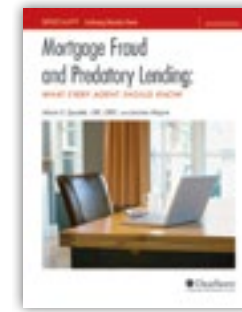
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Teach students what they need to know to protect their clients and their businesses from scammers!

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Mortgage Fraud and Predatory Lending: What Every Agent Should Know, 2nd Edition

by Marie S. Spodek, DREI, and Jerome Mayne

This text addresses the hand-in-hand issues of predatory lending and mortgage fraud and how they affect foreclosed and reposessed 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

NEW – COMING SOON

Repurposing Property: Friend, Foe, or the American Dream?, Version 1.0

What does it mean to repurpose property, and how does it apply to today's real estate market? This course presents many opportunities currently untapped for buyers, sellers, and licensees, including strategies for bringing people together to make these projects possible. Students will learn tips for obtaining community support that can result in successful projects that benefit entire neighborhoods. The text-plus-video format and a series of case studies will engage students and inspire them to seek opportunities in repurposing properties.

CONTENTS: Introduction • The Supersizing of Homes in the United States • Crowdfunding—The Future of Real Estate Finance? • Putting Foreclosed Properties Back to Use • Federal Tax Incentives • Urban Repurposing Trends • Repurposing Suburbia • Rural Repurposing • Strategies for Building Community Support for Repurposing Property • Analyzing the Opportunities for Repurposing Property

Scams, Scoundrels, and Real Estate Stings, Version 1.1

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

NEW

The Tiny House: Is it a Phase or Craze? OnDemand Course, Version 1.0

In this online course, students will learn the origin of the tiny house, different types of tiny houses, the structural elements, costs and considerations, valuation of property, and when a tiny house is considered real property. The course will identify financing options specific to the tiny house and explore tiny house communities developing across the country. Students will leave the course informed about market needs and able to discuss options with clients who are seeking this type of real estate.

CONTENTS: The Beginning of the Tiny House • Types of Tiny Houses • Construction Features • Financing the Tiny House • Tiny House Communities

NEW EDITION

Sustainable Housing and Building Green: What Agents Should Know, 3rd Edition

by Marie S. Spodek, DREI

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. Also included are 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

NEW – COMING SOON

The Twenty Most Cost-Effective Home Improvements OnDemand Course, Version 1.0

Homeowners are spending more time and money on fixing up their places than ever before. U.S. Census Bureau statistics indicate that maintenance and repairs make up about 30 percent of the expenditures. The other 70 percent is spent for alterations, major replacements, additions, and outside additions and alterations.

This is a guide to 20 home improvements that maximize resale value. Students will learn where the money goes in a typical remodeling job, and how much is spent on kitchen and bathroom remodeling, plumbing, HVAC, roofing, and more. They will get many ideas to help them communicate with clients and customers about value-added improvements.

CONTENTS: Trends in Remodeling Spending • Setting Spending Priorities • Maintenance and Repairs • Kitchen and Bathroom Remodeling • Avoiding Hidden Mechanical Costs • Roofing and Siding • Window Upgrades that Save Energy • Cost vs. Value Analysis



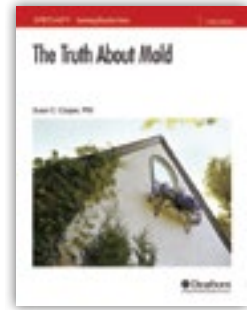
The book that cuts through all the green haze and presents the real story on sustainable building

Textbook, 121 pages, 2016 copyright, 8½ x 11"
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eBook
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Online Course

Call for details, 2017 copyright



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Textbook, 72 pages, 2015 copyright, 8½ x 11"
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Online Course

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

Understanding 1031 Tax-Free Exchanges, 3rd Edition

by Thomas J. Mahlum, DREI, ABR, 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: A General Discussion of Taxes • Installment Sales • The 1031 Tax-Free Exchange • The Law and The Rules • The Paperwork • Frequently Asked Questions • Glossary • Answer Key

NEW VERSION

Understanding Credit and Improving Credit Scores: What You Need to Know, Version 3.0

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 Poor Credit and Low Credit Scores? • 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

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 88.



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

NEW EDITION Continuing Education for Florida Real Estate Professionals, 17th Edition

by Edward J. O'Donnell

This updated edition includes the most recent changes to Florida law and FREC rules and includes the ethics content required for renewal starting in October 2017. This text is a popular, interactive approach to the 14-hour CE course, offering timely and critical information to licensees in concise chapters with interspersed practice questions. This turn-key course comes complete with FREC pre-approved exams, creating less work for schools. The quick presentation of material makes this CE course interesting and fun for both instructors and students. The "Forms-to-Go" section makes important forms readily available to licensees. Instructor Resources include 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 • Ethics and Business Practices • Real Estate Finance—Laws and Trends • Contracts and Closing • Forms-To-Go • Answer Key • Index



Textbook, 183 pages, 2017 copyright, 8½ x 11"
ISBN 9781475440287 Retail Price \$25.59

eBook
ISBN 9781475440317 Retail Price \$13.19



Online Course

Call for details, 2016 copyright



Online Course

Call for details, 2017 copyright



Online Course

Call for details, 2016 copyright



ARELLO® Certified

NEW

Everyday Ethics in Florida Real Estate, Version 1.0

This continuing education course satisfies the ethics CE requirement in Florida and includes in-depth discussions on ethics and the principles by which ethical decisions are made. This course includes case studies and interpretations based on actual situations of alleged unethical conduct. Students are asked to "be the judge" before the actual hearing panel discussion is revealed. This is an excellent reference tool, providing guidelines for students to apply when they are faced with their own ethical dilemmas.

CONTENTS: Ethics in Today's World • Ethics and the Real Estate Professional • Current Ethics Issues • Making Ethical Decisions

NEW VERSION

Florida Real Estate Core Law, Version 3.0

by Edward J. O'Donnell

This course consists of units from our popular 14-hour course, *Continuing Education for Florida Real Estate Professionals*. It offers timely and critical information to licensees in short, lively units, with interspersed practice questions. The "Forms-to-Go" section makes important forms readily available to licensees. The final exam is a bank of 50 questions, set up to present five unique 10-question exams. Each question has a review link that simulates an "open-book" exam.

CONTENTS: Real Estate License Law Update • Escrow Accounts and Disciplinary Action • Other State and Federal Laws Affecting Real Estate • Forms-to-Go • Final Exam

NEW

Georgia 3-Hour Law, Version 1.0

by Mark Schneider and Bill Aaron

Satisfy a 3-hour continuing education requirement with this essential course on Georgia real estate laws. Covering topics like trust accounts, unfair trade practices, and brokerage relationships, this course offers real world applications to real estate laws, complete with legal citations and modern examples. Key terms, key point reviews, and reading comprehension quizzes all serve to reinforce important concepts.

CONTENTS: Language of Laws and Rules of the Commission • The Real Estate License • Brokerage Operations/Relationships/Affiliate Supervision • Violations Of Laws and Rules/ Disciplinary Procedures

State	CE Requirements	CE Distance	Accepts ARELLO®
Florida	45 hrs the 1st renewal 14 hrs every 2 years	Yes	No
Georgia	25 hrs the 1st renewal 36 hrs every 4 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.

Illinois Core Continuing Education: Core A & B, Version 5.0
 Core A: Fair Housing, Agency, License Law, and Escrow Core B: Short Sales
 by Gerald R. Cortesi

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

Iowa 8-Hour Law Update, Version 4.0
 Katie Anthony, Contributing Editor

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

NEW VERSION
Maryland Ethics & Predatory Lending, Version 4.0
 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®
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.

Online Course
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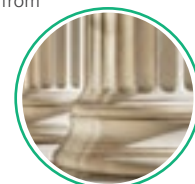
Online Course
 Call for details, 2015 copyright



Online Course
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On July 1, 2015, Georgia's required hours of continuing education increased from 24 to 36. Beginning July 1, 2016, 3 of the 36 hours must be on the topic of License Law.



Online Course
 Call for details, 2015 copyright



Online Course
 Call for details, 2016 copyright



Core CE for Maryland commercial licensees

Online Course
 Call for details, 2012 copyright



Core CE for Maryland residential licensees

Online Course
 Call for details, 2017 copyright



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: Fair Housing in the United States • Additional Federal Equal Opportunity Laws • Fair Housing in Maryland • Final Exam

NEW VERSION
Maryland Legislative Update, Version 4.0
 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 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

NEW VERSION
MREC Agency—Residential, Version 2.0
 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 continuing education every two years. It is based on the standard outline from the Maryland Real Estate Commission that went into effect October 1, 2016. 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 • Dual Agency, Teams, and Open Houses • Final Exam

NEW

Michigan 2017 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 federal and state rules regarding tax records, the super index, road funding, the Michigan Consumer Protection Act, and more. It includes current court cases, as well as a review of recent Michigan legal cases and court opinions related to real estate practice. These cases explore fair housing, a disability case settlement, a fake property sales scam, fixtures, fraud, and the importance of a signed and current agency agreement.

CONTENTS: Anything New? • What Not to Do • Did You Know? • Case Studies: Fair Housing, Disability Case Settlement, Fake Property Sales Scam, Mine or Theirs?, For What It's Worth, and Agree to Disagree

NEW VERSION

New York 22.5-Hour CE Course, Pac 1, Version 5.0

by Marcia L. Russell, DREI, Sam Irlander, and Doris Barrell, GRI, DREI

This online course presents topics of concern to real estate professionals—fair housing, agency, and ethics—and also explores identity theft, consumer credit, and fraud.

CONTENTS: Fair Housing in New York • Agency • Identity Theft: Protecting Your Clients and Your Business • Everyday Ethics in Real Estate • Understanding Credit and Improving Credit Scores • Scams, Scoundrels, and Real Estate Stings

NEW VERSION

New York 22.5-Hour CE Course, Pac 2, Version 5.0

by Marcia L. Russell, DREI, Sam Irlander, Bill W. McCoy III, Robert C. Kyle, Floyd M. Baird, RPA/SMA, and Doris Barrell, GRI, DREI

This online course presents topics of concern to real estate professionals—fair housing, agency, and ethics—and also explores property management and commercial real estate.

CONTENTS: Fair Housing in New York • Agency • Introduction to Commercial Real Estate Sales • Property Management and Managing Risk • Everyday Ethics in Real Estate

NEW VERSION

Fair Housing in New York, Version 3.0

by Sam Irlander with 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

NEW

New York Agency, Version 1.0

by Sam Irlander

This 3-hour online continuing education course provides information regarding agency relationships and duties in New York. It includes discussions of agency generally, types of agents, how agency is created and terminated, an agent's duties to the principal, and more. This course is broken into multiple topics, each of which is presented with a learning objective and true/false questions to keep students engaged.

CONTENTS: What Is Agency • Types of Agents • Creation of Agency • Fiduciary Responsibilities • Agent's Responsibilities to Other Parties in the Transaction • The Broker's Compensation • Termination of Agency • New York Agency Disclosure Requirements • Single Agency • Dual Agency

Online Course

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Meets the new Agency requirement

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Meets the new Agency requirement

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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. 91 for a full list of titles available in your state.

NEW

North Carolina: What's It Worth?, Version 1.0

This online course examines the most cost-effective improvements clients can make to positively impact the resale value of their homes. From interior renovations, such as bathrooms and flooring, to outdoor projects, such as landscaping and roofing, this course calculates the estimated return on investment in six different North Carolina regions. The course utilizes real-life case studies and financing information to add a wealth of home improvement knowledge to the toolbelt of any North Carolina broker or broker-in-charge.

CONTENTS: Introduction • Points to Ponder • Financing • Indoor Home Improvements • Outdoor Home Improvements • Home Improvements Case Studies

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
North Carolina	90 hrs within 3 years 8 hrs every year after	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 – COMING SOON

3-Hour Pennsylvania Legislative Update, Version 1.0

With 3 hours of rules and regulations content, this course fulfills the 3-hour continuing education requirement for Pennsylvania real estate licensees. It provides a useful refresher on many important prelicensing topics and introduces more advanced topics to help new licensees provide a higher level of professional service to their clients.

CONTENTS: 3-Hour Mandatory CE

NEW VERSION – COMING SOON

14-Hour Continuing Education for Pennsylvania Real Estate Professionals, Version 1.0

With 3 hours of rules and regulations and 11 hours of elective content, this course fulfills the 14-hour continuing education requirement for Pennsylvania real estate licensees. It provides a useful refresher on many important prelicensing topics and introduces more advanced topics to help new licensees provide a higher level of professional service to their clients.

CONTENTS: 3-Hour Mandatory CE • Everyday Ethics in Real Estate • Scams, Scoundrels, and Real Estate Stings

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 prelicensing 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

2016–2018 South Carolina Core Course: TRID Safely in a Flood of Disclosures, Version 1.0

by Marie S. Spodek, DREI

This 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

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Must-know information for South Carolina real estate pros

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NEW VERSION – COMING SOON

Tennessee Real Estate Commission 6-Hour Core CE Course 2017/2018, Version 1.0

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 • Disclosures • Principal Broker Supervision • License Recognition

NEW VERSION

2016/2017 Texas Real Estate Commission Legal Update I MCE, Version 1.0

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 4-hour continuing education course has been updated to cover the latest topics affecting real estate licensees. It provides current legal issues pertinent to Texas real estate practice. Topics include: TREC statute and rules update, property management, disclosures, promulgated forms, and unlawful practice of law.

CONTENTS: TREC Statute and Rules Update • Property Management • Buyers, Landlords, Tenants, and Sellers • Promulgated Contracts and Addendum Forms and Unauthorized Practice of Law

NEW VERSION

2016/2017 Texas Real Estate Commission Legal Update II MCE, Version 1.0

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 4-hour continuing education course has been updated to cover the latest topics affecting real estate licensees. It provides an in-depth review to confirm understanding and foster proper administration of many hot topic concerns such as CSST lighting safety awareness, bonding of the gas supply system, Consumer Financial Protection Bureau, Home Owner’s Associations, and transfer on Death Act.

CONTENTS: Ethics Requirements for Engaging in Real Estate Brokerage and Fair Housing Laws • Agency Law • DTPA • Hot Topics and Tax Laws

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 SAE hrs + 8 MCE hrs 1st renewal 18 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.

UPDATED VERSION

Virginia 8-Hour Mandatory Topics CE, Version 3.1

by Doris Barrell, GRI, DREI

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

NEW VERSION

Current Issues in Washington Residential Real Estate, Version 6.0

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 REO sales, social media guidelines, fair housing issues, property management, and more. Interactive exercises and reading comprehension quizzes help students assess and retain knowledge.

CONTENTS: Legislative/Legal Updates • Agency Duties • REO Sales, Forms, and Procedures • Advertising and Social Media Guidelines • Fair Housing Issues (Federal Fair Housing Act & WA Law on Discrimination) • Multiple Offers Best Practices • Property Management • Assistants-Unlicensed Guidelines • Others/Professional Conduct, Pocket Listings, Personal Safety

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](#), 2016 copyright



Online Course

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NEW EDITION – COMING SOON

*Real Estate Brokerage:
A Management Guide & Workbook*

9th Edition

Provide your students with the tools they need to establish and manage a successful real estate brokerage with this practical business guide. *Real Estate Brokerage: A Management Guide* will help your students become more effective managers, leaders, and communicators in today’s constantly changing business climate. The workbook supplement offers additional review of important course concepts that will benefit both students and instructors.

See page 58.

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.

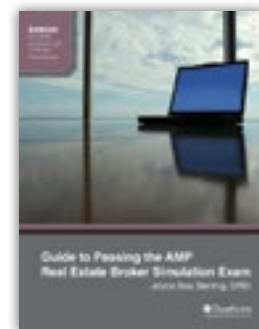
Adopting our broker products will give your students an edge in the marketplace and help advance their careers. Available in both print and electronic formats, our broker titles cover national and state-specific content, and provide students with the tools they need to establish and manage a successful 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 9781427711595 Retail Price \$49.56

NEW EDITION – COMING SOON Real Estate Brokerage: A Management Guide & Workbook, 9th Edition

by Laurel D. McAdams and Joan m. Sobek

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



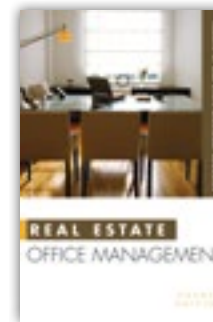
Textbook, 500 pages, 2017 copyright, 8½ x 11"
ISBN 9781475451979 Retail Price \$55.20

Textbook + Workbook
ISBN 9781475446982 Retail Price \$75.02

eBook
ISBN 9781475451993 Retail Price \$38.06



The most comprehensive real estate brokerage title available



Textbook, 286 pages, 2004 copyright, 6 x 9"
ISBN 9780793178704 Retail Price \$36.69



Textbook, 711 pages, 2016 copyright, 8½ x 11"
ISBN 9781475435771 Retail Price \$54.68

eBook
ISBN 9781475437096 Retail Price \$43.29



Textbook, 550 pages, 2015 copyright, 8½ x 11"
ISBN 9781475429046 Retail Price \$41.18

eBook
ISBN 9781475430288 Retail Price \$32.99



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

NEW EDITION

Property Management, 10th Edition

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

This latest edition offers the most current and thorough overview of the property management profession available on the market today. A practical discussion explores daily issues facing practitioners, such as maintenance, accounting, administrative, and legal activities. In addition, there is up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns. This edition also includes case studies and sample forms to enhance student application, as well as 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

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

NEW EDITION

California Real Estate Finance, 9th Edition

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

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. Instructor Resources include chapter outlines, learning objectives, assignments, quizzes, and final exams.

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



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NEW EDITION

California Real Estate Law, 9th Edition

by William H. Pivar and Robert J. Bruss

California Real Estate Law is an introduction to the laws that govern real estate transactions in the state of California. 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 • Index

NEW EDITION

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, Disciplinary Process, and Real Estate Recovery Fund • Overview of Real Estate Valuation • Sales Comparison, Cost, and Income Approaches • Comparative Market Analysis • Basic Business Appraisal • Brokerage Relationships and Disclosure Requirements • 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 Issues Affecting Real Estate Transactions • Property Management • Practice Final Exam • Glossary • Index

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> Spanish Instructor Resources available

NEW VERSION – COMING SOON

Florida Essentials of Real Estate Investment: 30-Hour Broker Post-Licensing, Version 6.0

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 7.0

by Laurel D. McAdams and Joan m. Sobek, 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 – COMING SOON

Georgia Broker Prelicensing Course, Version 1.0

This exam-focused online course fulfills the Georgia 60-hour broker prelicense real estate education requirement and prepares students for the AMP broker exam. Students will build on the areas covered for salesperson's prelicense and learn advanced concepts in those areas. Concepts include conducting loan closings, real estate office management, personnel policies, trust account record keeping, discharging a broker's responsibility for associate licensees.

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 • Ownership • Brokerage Relationships in Real Estate Transactions Act (BRRETA) • Contract Forms for Real Estate Practice in Georgia • Financing and Closing Residential Transactions • Real Estate Commission and License Law

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

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Maryland Broker Supervision, Version 1.0

This 3-hour online continuing education course fulfills the requirements for broker supervision as presented by the Maryland Real Estate Commission. Includes a final exam.

UPDATED EDITION – COMING SOON

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

by Sam Irlander with Edith Lank

This is the only textbook students need to cover all the required content for a complete broker prelicensing education. It contains over 220 review questions and a Broker Practice Exam to help students test their knowledge. Accompanying Instructor Resources include chapter outlines, learning objectives, lecture outlines, suggested teaching aids and activities, and PowerPoint presentations. For additional preparation and practice for the exam, use with *New York Real Estate Exam Review*.

CONTENTS: License Law • The Law of Agency • Agency Disclosure 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

NEW

TREC 2017/2018 Broker Responsibility MCE, Version 1.0

The Texas Real Estate Commission Rules require a broker who sponsors salespersons, a designated broker of a business entity, and a licensee who is a delegated supervisor of one or more licensees, to have an understanding of the regulatory aspects of the management, operation, and supervision of a real estate brokerage firm in Texas. This 6-hour course covers topics such as agency relationships, broker supervision responsibilities, organizational considerations for brokerages, and how a complaint to TREC is handled.

CONTENTS: Introduction and Scope of Activities and Authorization • Fiduciary Responsibility/ Agency and Trust Funds • Property Management, Delegated Licensed Supervisor, and Advertising/ Assumed Names • Record Keeping and Written Policies • Additional Broker Duties • Business Entity Requirements and Complaints • Final Exam

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

Virginia Mandatory Broker and Agent Supervision, Version 2.0

by Laurel D. McAdams and Joan m. Sobock, with Doris Barrell, GRI, DREI,
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

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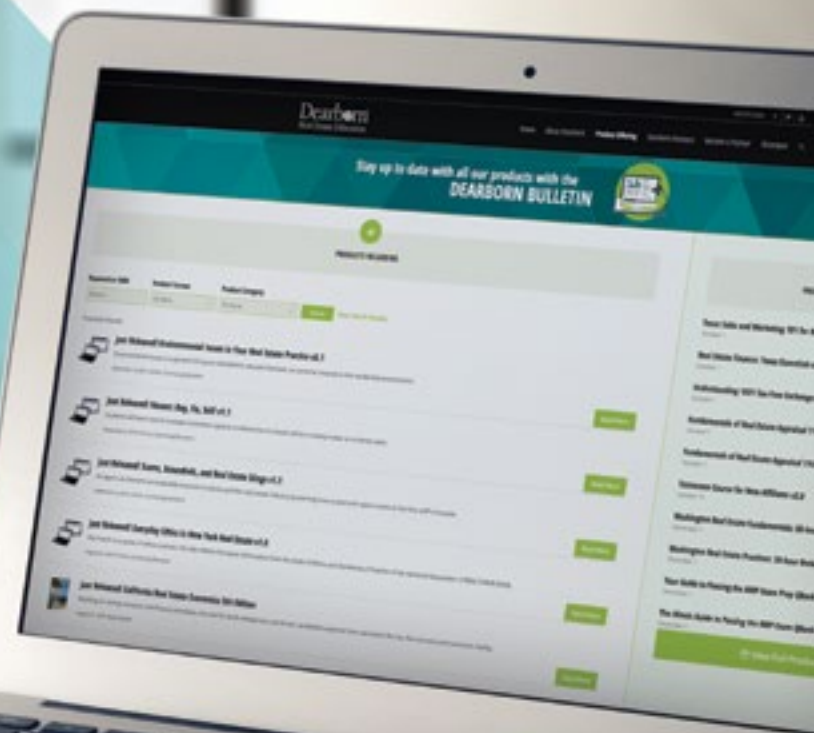
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*Principles of Home Inspection:
Systems & Standards*

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This text gives beginning inspectors a solid foundation in house systems to help students master concepts and develop strong inspection skills. Thorough coverage of house components and functions is provided, along with an introduction to standards of practice, report writing, and detailed, full-color, technical images that focus on important details of visual inspections. Veteran home inspectors will also find this book to be an invaluable reference.

See page 68.

Grow Your Business

with Specialty Topics

One result of the recent changes in the real estate marketplace is an increasing demand for qualified appraisers, commercial real estate agents and home inspectors. As real estate professionals look to the next step in their careers and new legislation comes into effect, these areas are hot opportunities for growth. Whether your school is just starting out in these areas or already has a developed program, we have the titles you need to attract interested students and expand your business into these fields.

Appraisal Curricula

Our appraisal products include preclicensing for the basic, AQB trainee level, which is the foundation for all AQB certification requirements. For a list of the appraisal licensing regulations, see the appendix on page 89.

Commercial Real Estate Curricula

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.

Home Inspection Curricula

Used by many of the top training schools nationwide, our home inspection titles attract new students and help boost revenue in today's competitive market. As more states adopt home inspection education legislation every year, there is an increasing demand for top-quality, affordable home inspection courses.

Fundamentals of Real Estate Appraisal, 12th Edition

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

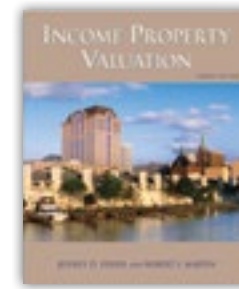
Fundamentals of Real Estate Appraisal is a classic text in the field, first published in 1975 and still updated by the original authors. The latest edition of this best-selling text provides a strong foundation for understanding the modern real estate appraisal market. New discussion includes historical 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.

CONTENTS: The Appraisal Profession • Appraisal Math and Statistics • Real Estate and Its Appraisal • Real Estate Transactions • The Real Estate Marketplace • The Appraisal Process • Building Construction and the Environment • Data Collection • Site Valuation • The Cost Approach—Part I: Reproduction/Replacement Cost • The Cost Approach—Part II: Depreciation • The Sales Comparison Approach • The Income Capitalization Approach • Direct and Yield Capitalization • Reconciliation and the Appraisal Report • Appraising Partial Interests • Appendix: Websites • Answer Key • Glossary • Index



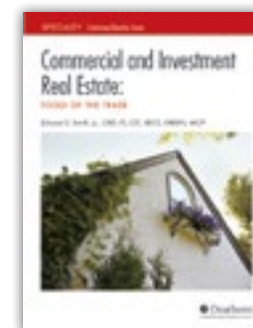
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Income Property Valuation, 3rd Edition

by Jeffrey D. Fisher, PhD, CRE, and Robert S. Martin, MAI, SREA, CRE

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

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

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

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The Insider's Guide to Commercial Real Estate, 3rd 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: Due Diligence Checklist • Glossary • Answer Key • Index

Beyond the basics of commercial real estate

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Principles of Home Inspection: Systems & Standards, 3rd Edition

by Carson Dunlop & Associates

This comprehensive text provides a sound introduction to the components, materials, and mechanics of building systems that inspectors encounter and evaluate. For every major house system, this updated edition covers component problems, their practical implications, and inspection strategies for finding them. No other single volume offers both the breadth and the depth of this introduction.

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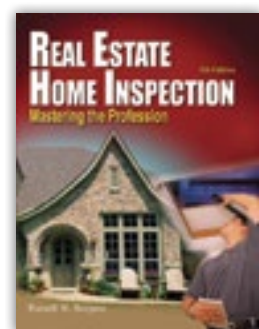


Real Estate Home Inspection: Mastering the Profession, 5th Edition

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.

CONTENTS: Establishing a Business • The Inspection Report • Soils and Foundations • Wood and Construction • Roofing • Plumbing • Electricity • Heating and Ventilation • Air Conditioning and Heat Pumps • Appliances • Swimming Pools and Spas • Termites and other Wood-Destroying Insects • Environmental Considerations • Appendices: Standards of Practice/Codes of Ethics • Chapter Review Answers • Glossary • Index



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Alaska	20+0	X	Missouri	20+0	X
Arkansas	20+0	X	Nebraska	20+2	X
California (DBO)	18+2	X	North Carolina	20+4	X
Colorado	18+2	X	North Dakota	20+0	X
Connecticut	20+1	X	Ohio*	20+4	X
Delaware	20+0	X	South Carolina	20+0	X
Florida	18+2	X	South Dakota	20+0	X
Georgia	20+0	X	Texas (SML)	20+3	X
Illinois	20+0	X	Utah (DFI)	20+0	X
Iowa	20+0	X	Virginia	20+0	X
Kansas	20+0	X	Virgin Islands	20+0	X
Kentucky	20+0	X	West Virginia	20+2	X
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*Education requirements
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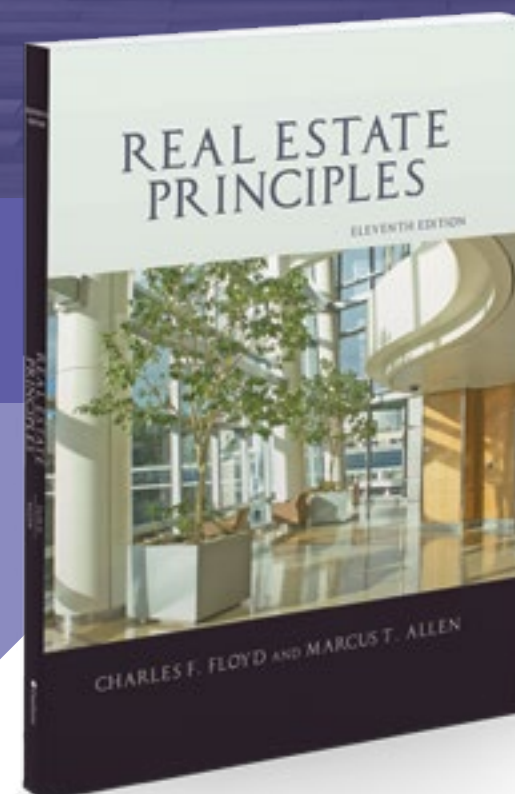
Online Continuing Education

State	2017 Requirement (National+State)	Online Self-Study
Alabama	8+0	X
Alaska	8+0	X
Arkansas	8+0	X
California (DBO)	7+1	X
Colorado	7+1	X
Florida	7+1	X
Illinois	8+0	X
Iowa	8+0	X
Kansas	8+0	X
Louisiana	8+0	X
Maine	8+0	X
Michigan	8+0	X
Minnesota	8+0	X
Montana	8+0	X
Nebraska	8+0	X
New Hampshire	8+0	X
North Dakota	8+0	X
Ohio	8+0	X
Oklahoma	8+0	X
South Carolina	8+0	X
South Dakota	8+0	X
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See page 72.

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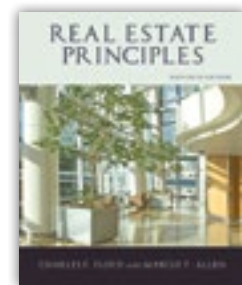
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Real Estate Principles, 11th Edition

by Charles F. Floyd and Marcus T. Allen

This leading collegiate text is great for business electives or required courses in a real estate certificate or degree program. Each chapter can be treated as a stand-alone learning module, making it easy for instructors to incorporate the material into their courses. Real Estate Today Close Ups, Legal Highlights, and Case Studies help clarify difficult topics and keep students engaged. Instructor Resources reduce class preparation time and include chapter outlines and exam questions.

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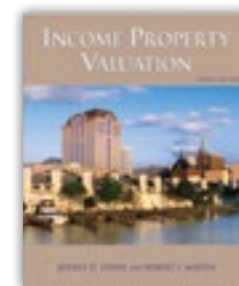
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by Burton T. Beam Jr., MA, MBA, CLU, CPCU, ChFC, and John J. McFadden, Esq., JD, with Karen Stefano, Contributing Editor

Written by some of the most respected authorities in the field, *Employee Benefits* is an excellent resource for teaching undergraduates, graduates, and practitioners alike. This comprehensive text looks at the broad spectrum of employee benefits from a social insurance program to executive benefits, related trends, and more. The Instructor Resources include question banks, chapter outlines, and more.

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by Elliot Klayman

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by Phillip T. Kolbe, Gaylon E. Greer, and Bennie D. Waller Jr.

This text provides one of the most thorough analyses of contemporary real estate available on the market. Students will apply mathematical principles including probability, risk analysis, value relationships, and market efficiency to make informed decisions when leveraging investments. Coupled with the companion text *Real Estate Finance*, this textbook provides students an unparalleled breadth of real estate knowledge to ensure they stay ahead of the variables of the market.

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Real Estate Finance, 3rd Edition

by Phillip T. Kolbe, Gaylon E. Greer, and Bennie D. Waller Jr.

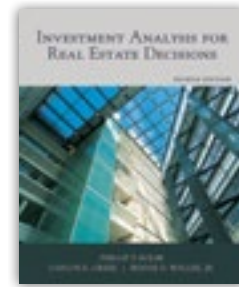
Through an effective blend of theory and practice, this text examines the gears that drive residential and commercial real estate financial markets. It builds on strong finance principles to explain the history of real estate financial institutions, how they function, the legislation that impacts them, 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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The Language of Real Estate is a real estate dictionary and more. It serves as a functional real estate reference book and provides an instant answer to many common real estate questions. Known for its comprehensiveness and accuracy, this essential guide includes information for over 2,800 real estate terms, several features for Spanish-speaking students, and information about federal laws affecting real estate.

See page 78.

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Understanding the monetary system, tax laws, investments, home loans and mortgages, and instruments of financial leverage at all stages of the market are essential for real estate professionals. Offering our finance titles will not only enhance your curriculum, but it will also give your students an edge in the competitive real estate industry and help them grow their business.

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

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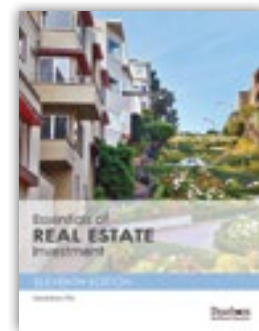
Using an effective blend of theory and practice, this text helps students navigate potential investment opportunities in the real estate market. A unified principles and practices approach allows instructors to adjust the curriculum to their needs, and the concise workbook format helps facilitate learning. Coverage explores investment trends, tax laws, regulations, and market conditions. Instructor Resources include course outline, quizzes, answer keys, and a PowerPoint presentation.

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The Language of Real Estate, 7th Edition

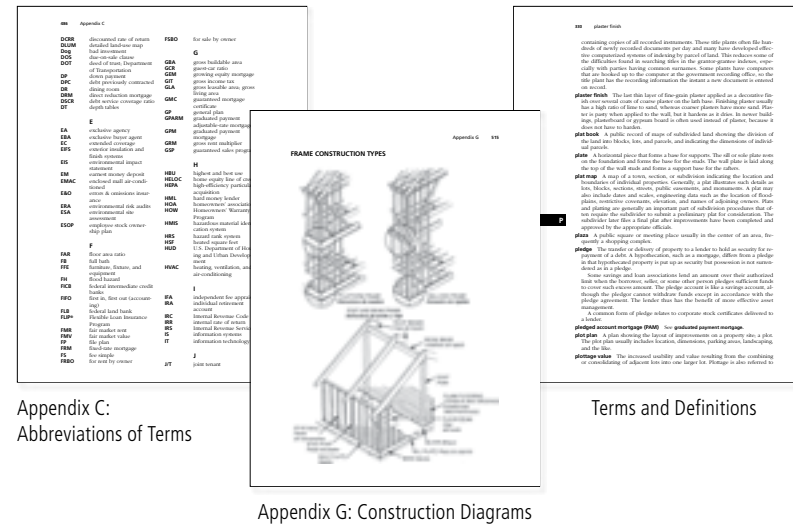
by John W. Reilly with Marie S. Spodek, DREI, Contributing Editor

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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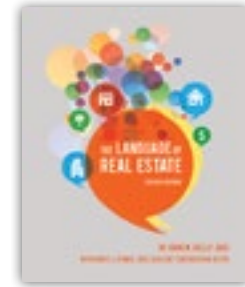
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- Diagrams of home construction and styles

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Appendix C: Abbreviations of Terms

Appendix G: Construction Diagrams



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

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See page 82.



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by Mark DeKarske, Renee Helten, Steve Pedersen, and Aimee Tuskey-Hanson

It's widely reported that roughly 70% of real estate agents QUIT within the first year of licensure. *Real Estate Accelerator* is a two-day, intensive boot camp program developed by Dearborn Real Estate Education to help reduce the statistic. This program will provide new or struggling real estate licensees with the real-world skills and tools they need to thrive in the real estate business.

Most licensing curriculum focuses on laws and what is needed to pass the licensing exam; however, this leaves little room to cover the skills training needed to be successful. *Real Estate Accelerator* will bridge the gap between earning a license and developing a robust book of business. All students will leave with an actionable and sustainable business plan and marketing plan they can implement immediately.

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Before Hitting Send Power Writing Skills for Real Estate Agents

by Karen Stefano, Esq. and Penny Nathan

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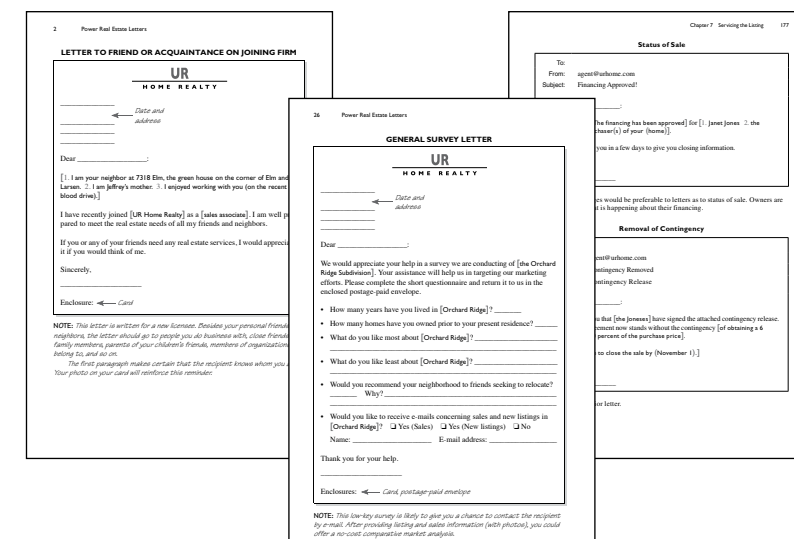
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Power Real Estate E-mails & Letters, 5th Edition

by William H. Pivar and Corinne Pivar

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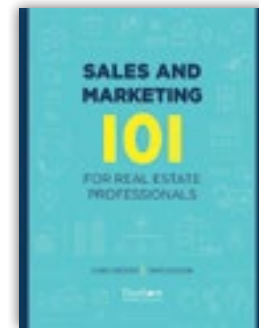
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by Chris Grover

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.

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The Green Guide for Real Estate Professionals

by Frank Cook

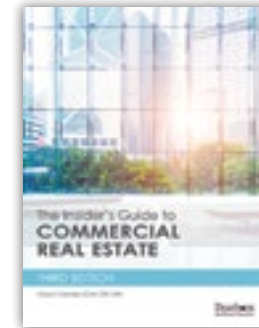
"Green" information about homes and housing is scattered across the Web and incorporated in government white papers from the Environmental Protection Agency to the Department of Energy. "Green" homes are not only selling well in today's market, but they are selling at premium prices. This book brings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

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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.

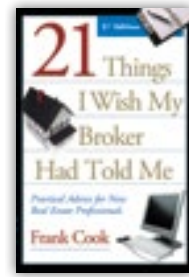
CONTENTS: Special Message to Managers • Introduction • Real Estate Trends that Mean the Most to You • The Six Principles of a High-Producing Business • Four Weeks to Becoming a Successful Agent • Week One Start-Up Plan • Week Two Start-Up Plan • Week Three Start-Up Plan • Week Four Start-Up Plan • The 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 and Resources • Index

21 Things I Wish My Broker Had Told Me, 2nd Edition

by Frank Cook

While other how-to books offer insight from a few gurus, this book references dozens of top-producing, successful professionals for expert advice, opinions, and guidance on the things they wish they knew when they were first starting out.

CONTENTS: In Conclusion ... • How Did You Get in Here? • Great Expectations • Honk If You're an Independent Contractor • A Fast Track to Your First Transaction • It's Your Money • Market Thyself—First • Do You Know Where You're Going? • Family Matters • Working with Friends and Family • Competitors and Predators and You • How Come Nobody Likes Me? • The Organized You • Business Cards and Alphabet Soup • Like Scorpions Circling in a Bottle • Alien Life Forms • The Real Estate Business Wants You • You and the Gurus of Salesmanship • Plus More



Textbook, 220 pages, 2007 copyright, 6 x 9"
ISBN 9781427750600 Retail Price \$19.45

eBook
ISBN 9781475426281 Retail Price \$17.08



Many of our Continuing Education titles can be used for
professional development.

Contact your Account Manager
to discuss the many professional development title options.

Additional Information

- > *Licensing Requirements*
- > *Titles Available by State*
- > *Title Index*
- > *Author Index*



NEW EDITION – COMING SOON

Up and Running in 30 Days: A Proven Plan for Financial Success in Real Estate
5th Edition

This title distinguishes itself from other “how to” books by providing a system for agents to plan their days and weeks to utmost effectiveness. It offers an interactive start-up-business plan that directly involves the agent, plus the basics of getting leads, determining client needs, evaluating a customer’s potential, and adding value to agent services.

See page 85.

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	PSI
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	30 hrs within 12 months after licensing, 24 hrs every 2 yrs after	Yes	Yes	Yes	PSI
New Hampshire	40 hrs	15 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/PSI
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	Yes	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 + 8 hrs for 1st renewal, then 18 hrs every 2 yrs	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 within 12 months after licensing, 16 hrs every 2 yrs after	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	14 hrs 1st 2 yrs; 28 hrs every yr after	Yes, up to 7 hrs
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	56 hrs every 4 yrs; 4 hrs law (includes 2 USPAP courses)	Yes, if approved by OREA
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 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 39.

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
Florida License Law Exam Prep Course**

QBank

Alabama Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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 39.

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.
Arizona Real Estate Principles
Arizona Contract Writing

Exam Prep

Questions & Answers to Help You Pass the Real Estate Exam
Arizona Real Estate Exam Prep

QBank

Arizona Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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
Florida Real Estate Law Exam Prep Course**

QBank

Arkansas Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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 39.

Broker

California Real Estate Economics
California Real Estate Escrow & Title
California Real Estate Finance
California Real Estate Law
Real Estate Brokerage: A Management Guide and Workbook

*Reference the Index on page 98 to find the location of all titles | **For mutual recognition

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 39.

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
Florida Real Estate Law Exam Prep Course**

QBank

National PSI Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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 Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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 Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

Florida

Prelicensing

Florida Real Estate Principles, Practices & Law
Florida Real Estate Principles, Practices & Law Textbook + Spanish Student Guide book set
Florida Sales Associate Prelicensing Key Point Review Audio 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
Florida Real Estate Law Exam Prep Course**

QBank

Florida Real Estate Sales Associate Drill and Practice QBank
Florida Real Estate Broker Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.
Continuing Education for Florida Real Estate Professionals
Everyday Ethics in Florida Real Estate
Florida Real Estate Core Law

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
Florida Real Estate Law Exam Prep Course**

QBank

Georgia Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.
Georgia 3-Hour Law Online Course

Broker

See all national broker titles at start of list that may be suitable for your state.
Georgia Broker Prelicensing Online Course
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 Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

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 Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

Exam Prep

Florida Real Estate Law Exam Prep Course**

QBank

Illinois Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.
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.

Exam Prep

Guide to Passing the 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 39.

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

Exam Prep

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

QBank

Iowa Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.
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.

Exam Prep

Guide to Passing the 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 39.

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.

Exam Prep

Guide to Passing the PSI Real Estate Exam
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QBank

National PSI Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

Exam Prep

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Questions & Answers to Help You Pass the Real Estate Exam

Continuing Education

See all general and specialty CE titles starting on page 39.

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 39.

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 Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

*Reference the Index on page 98 to find the location of all titles | **For mutual recognition

*Reference the Index on page 98 to find the location of all titles | **For mutual recognition

Maryland Ethics & Predatory Lending, 3-Hour Online CE Course
Maryland Fair Housing, 1.5-Hour Online CE Course
Maryland Legislative Update, 3-Hour Online CE Course

MREC Agency—Commercial
MREC Agency—Residential

Broker

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

Massachusetts

Prelicensing

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

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 Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

Michigan

Prelicensing

See all national prelicensing titles at start of list.
Michigan Real Estate Fundamentals Online Course

Exam Prep

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

QBank

Michigan Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.
Michigan Legal Update OnDemand Course

Broker

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

Minnesota

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

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

Mississippi

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

Questions & Answers to Help You Pass the Real Estate Exam

Florida Real Estate Law Exam Prep Course**

QBank

National PSI Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

Missouri

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

Guide to Passing the AMP 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 39.

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

Montana

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

Guide to Passing the AMP 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 39.

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

Nebraska

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

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

Florida Real Estate Law Exam Prep Course**

QBank

National AMP Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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

Nevada

Prelicensing

See all national prelicensing titles at start of list.
Nevada Real Estate Principles

Exam Prep

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

QBank

Nevada Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

New Hampshire

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

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

QBank

National AMP Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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

New Jersey

Prelicensing

See all national prelicensing titles at start of list.
Essentials of New Jersey Real Estate

Exam Prep

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

QBank

National PSI Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

New Mexico

Prelicensing

New Mexico only stipulates prelicensing education requirements for broker candidates. See below.

QBank

New Mexico Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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

New York

Prelicensing

See all national prelicensing titles at start of list.
Modern Real Estate Practice in New York for Salespersons

Special Note:

New York 30-Hour Remedial Salespersons Qualifying Course is available for those licensees who need to complete an additional 30 hours of study to meet the 2008 requirement.

Exam Prep

New York Real Estate Exam Review

Questions & Answers to Help You Pass the Real Estate Exam

QBank

New York Real Estate Broker Drill and Practice QBank

New York Real Estate Salesperson Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

New York 22.5-Hour CE Course Pac 1 Online

New York 22.5-Hour CE Course Pac 2 Online

Fair Housing in New York 3-Hour Online Course

New York Agency

Broker

Modern Real Estate Practice in New York for Brokers

North Carolina

Prelicensing

North Carolina stipulates prelicensing education requirements for broker candidates. See below.

QBank

North Carolina Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

Modern Real Estate Practice in North Carolina

Guide to Passing the AMP Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

North Carolina Exam Review QBank

North Dakota

Prelicensing

See all national prelicensing titles at start of list.

Exam Prep

Guide to Passing the AMP Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank

National AMP Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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

Oklahoma

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 39.

Broker

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

Ohio

Prelicensing

Modern Real Estate Practice in Ohio

Exam Prep

Guide to Passing the PSI Real Estate Exam
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QBank

Ohio Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Fair Housing in Ohio, 3-Hour Online CE Course

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

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

*Reference the Index on page 98 to find the location of all titles | **For mutual recognition

*Reference the Index on page 98 to find the location of all titles | **For mutual recognition

Broker

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

Oregon**Prelicensing**

Oregon stipulates prelicensing education requirements for broker candidates. See next page.

Continuing Education

See all general and specialty CE titles starting on page 39.

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 Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

Exam Prep

Guide to Passing Pearson VUE Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank

National Pearson VUE Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

South Carolina**Prelicensing**

See all national prelicensing titles at start of list.

South Carolina Real Estate Principles

Exam Prep

Guide to Passing the PSI Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank

National PSI Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

2016–2018 South Carolina Core Course: TRID Safely in a Flood of Disclosures

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 Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

Exam Prep

Guide to Passing the PSI Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank

Tennessee Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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**

Essentials of Real Estate Finance

Modern Real Estate Practice in Texas

Modern Real Estate Practice in Texas 30-Hour Principles I and II Online Course

Texas Law of Contracts

Texas Promulgated Forms

Texas Real Estate Agency

Texas Real Estate Finance, 30-Hr Online Course

Post-Licensing

Essentials of Real Estate Investment

Property Management

Property Management in Texas 30-Hour Online Course

Sales and Marketing 101 for Real Estate Professionals

Texas Essentials of Real Estate Investment, 30-Hr Online Course

Texas Sales and Marketing 101 for Real Estate Professionals Online Course

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Texas Real Estate Exam Prep

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Questions & Answers to Help You Pass the Real Estate Exam

QBank

Texas Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

2016/2017 Texas Real Estate Commission Legal Update I MCE Online Course

2016/2017 Texas Real Estate Commission Legal Update I MCE

Broker

TREC Broker Responsibility MCE

Utah**Prelicensing**

See all national prelicensing titles at start of list.

Exam Prep

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Questions & Answers to Help You Pass the Real Estate Exam

QBank

National Pearson VUE Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Broker

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

Vermont**Prelicensing**

See all national prelicensing titles at start of list.

Exam Prep

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QBank

National AMP Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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

Exam Prep

Virginia Real Estate Exam Prep

Guide to Passing the PSI Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank

Virginia Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Virginia 8-Hr Mandatory CE Online Course

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 Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

Current Issues in Washington Real Estate 3-Hour Online CE Course

Washington Transition Online Course

Broker

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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.

Exam Prep

Questions & Answers to Help You Pass the Real Estate Exam

QBank

National PSI Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

Exam Prep

Guide to Passing the Pearson VUE Real Estate Exam

Questions & Answers to Help You Pass the Real Estate Exam

QBank

Wisconsin Real Estate Drill and Practice QBank

Continuing Education

See all general and specialty CE titles starting on page 39.

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.

Exam Prep

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QBank

National AMP Real Estate Drill and Practice QBank

Continuing Education

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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

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