

California Real Estate Principles By Walt Huber

Pick up the real estate textbook that thousands of professionals in California have already trusted! CALIFORNIA REAL ESTATE PRINCIPLES is designed entirely around the salesperson exam and gives you a 150-question practice exam to use while you're preparing for the test. It includes test taking hints if you need them. Use the real estate textbook that helps you succeed. Trust CALIFORNIA REAL ESTATE PRINCIPLES.

Meer dan 450.000 exemplaren verkocht van Mannen komen van Mars, vrouwen komen van Venus. Mannen zijn anders, vrouwen ook. De titel is inmiddels een geveugelde uitspraak in het Nederlands en sinds het verschijnen van dit boek zijn er wereldwijd miljoenen exemplaren van verkocht. Het geheim? Mannen en vrouwen denken, voelen, communiceren en liefhebben anders. Ze lijken wel van verschillende planeten te komen! John Gray legt het feilloos uit met deze metafoor. Als je begrijpt dat je soms niets van elkaar begrijpt, zijn veel problemen direct opgelost. Dr. John Gray is ruim 35 jaar werkzaam in zijn vakgebied en erkend expert als het gaat om communicatie, relaties en persoonlijke ontwikkeling. Auteur van meer dan 20 boeken en veelgevraagd spreker. Hij inspireert zijn publiek met de eenvoudige communicatietechnieken die hij geeft. Het is zijn doel dat mannen en vrouwen elkaar beter begrijpen, respecteren en waarderen. 'In Mannen komen van Mars, vrouwen komen van Venus kom ik heel wat "o ja,-belevenissen" tegen. Ik herken voortdurend situaties, zowel uit mijn persoonlijke relatie als uit mijn werk als seksuologe.' - Goedele Liekens Reacties van lezers: 'Herken veel punten en leest lekker weg.' '...had dit boek eigenlijk aan het begin van onze relatie moeten lezen — dat had een hoop ergernis en wrok gescheeld.'

Includes: The Regulation of Real Estate Practice; Real Property; Land Titles and Estates; Contracts; Transfer of Ownership and Escrow; Landlord and Tenant; Agency; Financial Aspects of Real Estate; Lending Practices; Economic and Political Aspects of Real Estate; Lending Practices; Economic and Political Aspects of Real Estate; and Real Estate Practice--Specialization.

Thousands of real estate professionals like you have successfully prepared for and passed their California Real Estate license exam using this classic prep guide. The text provides a complete background in California real estate principles and reflects the most recent changes in California real estate licensure requirements while delivering more than 1,700 quality real estate exam questions and three 150-question review exams for complete exam preparation. You'll also appreciate how the authors provide helpful instruction and hands-on experience in examination techniques.

California Real Estate Principles is easy to understand, yet rigorous in reinforcing the terms and concepts necessary to pass the California real estate license exam. The 10th edition has been updated to reflect California's latest legislative changes. The authors have added fresh examples, new Student Learning Outcomes, and updated Reviewing Your Understanding questions throughout. Math has been moved out of the main text to the appendix, so students have a single place to look for all formulas and real estate math. This text contains everything you need to dive headfirst into your California real estate career.

Building on industry fundamentals, this new edition provides the skills a student needs to build a successful real estate practice. The text explores issues facing professionals, including advertising, qualifying prospects, loan applications, investment analysis, competitive market analysis, and using the Internet in practice. (493 pages, 2004 copyright.) Chapters include: * Instructor Note * Student Enrichment Exercises * Power Point Presentations * Chapter 1: Getting Started in Real Estate * Chapter 2: Ethics, Fair Housing and Trust Funds * Chapter 3: Mandatory Disclosures * Chapter 4: Prospecting * Chapter 5: Listing Presentation Package * Chapter 6: Listing Presentations * Chapter 7: Servicing The Listing * Chapter 8: Advertising * Chapter 9: The Buyer and The Property Showing * Chapter 10: Obtaining the Offer and Creating the Sales Agreement * Chapter 11: From Offer To Closing * Chapter 12: Real Estate Financing * Chapter 13: Escrow and Title Insurance * Chapter 14a: Taxation * Chapter 14b: Taxation (cont.) * Chapter 15: Property Management and Leasing * Chapter Quiz Answer Keys * Mini Quizzes for All Chapters * Mini Quiz Answer Keys

Covers beginning real estate principles with focus on California real estate law.

This comprehensive text is designed to prepare users to take and pass the California Real Estate Salesperson and Broker examinations. It provides a complete background in California real estate principles and offers instruction and hands-on experience in examination techniques. This text is organized to parallel California Real Estate Principles (McKenzie, Anderson, Battino, & Hopkins). Use it in conjunction with California Real Estate Principles, or as a standalone preparation tool for the California real estate examination.

Practice tests and study aids for the California real estate license exam.

Completely revised and thoroughly comprehensive, this is the brand new edition of the state's premier real estate licensing manual! Ideal for home study or classroom, for the prospective real estate broker or salesperson, for anyone seeking a solid foundation for building or maintaining a successful career! Book jacket.

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