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GF4HAA - HOBBS HERNANDEZ

Principles of Real Estate Practice in Florida contains the essentials of Florida real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Florida license law and the FREC 1 course outline. It is based on our highly successful and popular national publication, Principles of Real Estate Practice, which is in use in real estate schools nationwide. The text is tailored to the needs of the prelicense student. It is designed to make it easy for students to learn the material and pass their real estate exam prepare students for nu-

merous career applications stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Florida is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each section and from section to section. Its examples and exercises are grounded in the authors' many years in real estate education. Table of 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 & Tenancies; Condos, Coops, CDDs, HOAs, 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; Closing 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 Re-

al Estate Mathematics For Florida students looking for a Florida-specific exam prep book, Florida Real Estate License Exam Prep is now available.

Sugar chains (glycans) are often attached to proteins and lipids and have multiple roles in the organization and function of all organisms. "Essentials of Glycobiology" describes their biogenesis and function and offers a useful gateway to the understanding of glycans.

The Business Communication field is at a crossroads as communication technologies are reshaping how people communicate in the workplace. Business Communication: Developing Leaders for a Networked World, by Peter Cardon, puts students at the center of business communication through the author's unique focus on credibility woven throughout the textbook chapters, forward looking vision built on traditional concepts, and practitioner and case-based approach. Students are more likely to read and reflect on the text, and are better positioned to understand the essentials of efficient and effective business communication, thereby transforming them into leaders for a networked world.

Discover an insightful examination of the

property investment appraisal process from leaders in the industry This book explains the process of property investment appraisal: the process of estimating both the most likely selling price (market value) and the worth of property investments to individuals or groups of investors (investment value). Valuations are important. They are used as a surrogate for transactions in the measurement of investment performance and they influence investors and other market operators when transacting property. Valuations need to be trusted by their clients and valuers need to produce rational and objective solutions. Appraisals of worth are even more important, as they help to determine the prices that should be paid for assets, even in times of crisis, and they can indicate market under- or over-pricing. In a style that makes the theory as well as the practice of valuation accessible to students and practitioners, the authors provide a valuable critique of conventional valuation methods and argue for the adoption of more contemporary cash-flow methods. They explain how such valuation models are constructed and give useful examples throughout. They also show how these contemporary cash-flow

methods connect market valuations with rational appraisals. The UK property investment market has been through periods of both boom and bust since the first edition of this text was produced in 1988. As a result, the book includes examples generated by vastly different market states. Complex reversions, over-rented properties and leaseholds are all fully examined by the authors. This Fourth Edition includes new material throughout, including brand new chapters on development appraisals and bank lending valuations, heavily revised sections on discounted cash flow models with extended examples, and on the measurement and analysis of risk at an individual property asset level. The heart of the book remains the critical examination of market valuation models, which no other book addresses in such detail.

Your Real Estate Career - Prepare for Success - Time Management - Product Knowledge - Completing Seller's Forms - Completing Buyer's Forms - How Will You Get Your Business? - Marketing - The Listing Presentation - Servicing the Listing - Working with Buyers - Writing and Presenting

an Offer - Financing the Purchase - Closing the Transaction - Putting It All Together.

Prepare for doing business in the new economy with REAL ESTATE PRINCIPLES FOR THE NEW ECONOMY and its accompanying CD-ROM! Designed to help you understand real estate from a global perspective, this real estate text covers the fundamentals necessary to understand economy while providing you with the tools you need to succeed. Take advantage of the supplemental CD-ROM that provides you with professional-grade spreadsheets and tools such as chapter study reviews that allow you to practice the fundamentals. Mortgage math problems, career advice, and PowerPoint review slides make studying easy.

"Our fourth streamlined edition arrives in the midst of some of the most dramatic upheavals ever witnessed, both in the economy generally and in higher education in particular. The COVID-19 pandemic has produced levels of unemployment not seen since the Great Depression and has created dramatic changes in the ways we teach across educational institutions at every level. These developments have reinforced our confidence in the instructional

philosophy that motivated us to produce our first edition"--

This Florida real estate principles text provides up-to-date, state-specific information. Updated annually with the latest developments in Florida real estate law, this text should be a prelicensing staple for real estate students that effectively combines legal and practical aspects of Florida real estate laws and practices for prospective salespersons.

Feel right at home with the real estate license exam To get your foot in the door of the competitive real-estate trade, your first port of call is passing your state exam. Real Estate License Exams For Dummies gives you the building blocks to help you succeed in order to get moving in this lucrative career. It'll guide you through the latest information on contracts, deeds, appraisals, leasing, and mortgage types—plus four complete practice tests to make sure you know your way around the real thing. Written in a friendly, step-by-step style by expert instructor John A. Yoegel, it offers proven test-taking strategies and study techniques that will help you negotiate the big day and have you signing on

the dotted line to make that first big sale in no time! Take 4 complete practice tests with answers Access real estate laws for all 50 states Get grounded in real estate terminology Study on-the-go with flashcards If you want to move quickly into your dream career, there's really no better key than this trusted, bestselling guide!

Passing the Florida real estate exam is the ultimate goal, but first all pre-license real estate salespeople must understand Florida real estate practices and law. This groundbreaking new real estate text is designed to give students a solid understanding of current Florida real estate in a simple "plain English" approach. The non-technical content is reinforced by key terms, chapter summaries and extensive review questions along with "Coaching Tips" and "Math Buster" features that enable students to confidently and easily master the content. Passing the Florida real estate exam is the ultimate goal, but first all pre-license real estate salespeople must understand Florida real estate practices and law. This groundbreaking new real estate text is designed to give students a solid understanding of current Florida real estate in a simple "plain English" approach. The non-

technical content is reinforced by key terms, chapter summaries and extensive review questions along with "Coaching Tips" and "Math Buster" features that enable students to confidently and easily master the content.

Ideal for those new to real estate development, this comprehensive reference book offers a thorough and practical introduction. Using an eight-stage model of the development process, the authors explain idea conception, feasibility, planning, financing, market analysis, contract negotiation, construction, and asset management. Ongoing case studies of an office and a multifamily development provide realistic examples.

Understanding Property Law is a comprehensive and authoritative treatise from our Understanding series that is suitable for use in conjunction with any Property casebook. Features include: Complete coverage of all standard property topics, including landlord-tenant law, adverse possession, rights in personal property, estates and future interests, marital property, land sale transactions, servitudes, nuisance, zoning, takings, and other land use issues; Analysis of cutting-edge topics, such as

property rights in human bodies, current takings issues, the new Restatement (Third) of Property (Servitudes), rights and duties of homeowners' associations, and property rights in personal names and likenesses; Discussion of the policy and historical underpinnings of property law doctrines; and Clear writing and detailed organization to facilitate student understanding of both basic concepts and controversial topics.

Looking for a concise, easy-to-read text on real estate principles? You've found it! Mastering Real Estate Principles, now in its Third Edition, offers you a unique, interactive way to learn and really master real estate concepts.

"No doubt about it, marketing is really changing. Marketing today is: Very strategic-customer-centricity is now a core organizational value. Practiced virtually, digitally, and socially to a greater degree than ever before imagined. Enabled and informed by analytics and new technologies. Accountable to top management through diligent attention to metrics and measurement. Oriented toward service as driver of product. "Owned" by everybody in the firm to one

degree or another"--

Property Law: Cases and Commentary, 4th Edition is a thorough and up-to-date introduction to property law in Canada. This casebook explores historical, contemporary, and emerging ideas through authoritative commentary and carefully edited case law. This edition has been significantly updated and reorganized to deliver more in-depth coverage of issues pertaining to gender, race, and social inequality. Additionally, coverage of Indigenous perspectives has been increased throughout the entire text, including discussion of traditional common law ideas about property in the context of Aboriginal title to land. Other major updates focus on possession, leases, equity in relation to transfers of land, and easements and covenants. The accuracy and comprehensiveness of this text is sure to equip readers with a solid understanding of the critical contexts and legal principles that impact property law. The Model Rules of Professional Conduct provides an up-to-date resource for information on legal ethics. Federal, state and local courts in all jurisdictions look to the Rules for guidance in solving lawyer malpractice cases, disciplinary actions, disqual-

ification issues, sanctions questions and much more. In this volume, black-letter Rules of Professional Conduct are followed by numbered Comments that explain each Rule's purpose and provide suggestions for its practical application. The Rules will help you identify proper conduct in a variety of given situations, review those instances where discretionary action is possible, and define the nature of the relationship between you and your clients, colleagues and the courts.

This basic primer covers the nuts and bolts of developing multifamily, office, retail, and industrial projects. Small-scale examples are ideal for anyone new to real estate development.

Prepare for the Illinois Real Estate License Exam with confidence. This new fourth edition is readable, integrated, user-friendly and meets all requirements for pre-licensing in Illinois. The comprehensive treatment provides appropriate information and guidance for passing the state-licensing exam. AMP-style Questions: Allowing users to keep up with the state test. Environmental Issues: Prepares users for the latest issues and topics on the state exam.

Companion Web Site: Keeps the material up-to-date. Internet Resources: Each chapter has been expanded with more references to Internet resources specific to topics being covered. Putting It to Work: These real-world applications found throughout each chapter have been completely updated and expanded to fully prepare students for success in a real estate career. Support Web Site: Instructional resources can be found on www.rice.swlearning.com along with additional tools on www.tim-rice.com where you can find checklists on how to get an Illinois salesperson or broker license, business registration certificate, appraisal license, mortgage originator license, etc. Real Estate Investing For Dummies, 2nd Edition, is completely revised and updated to help you overcome the challenges and take advantage of the opportunities in any real estate environment, including a down market. But Eric Tyson and Robert Griswold's core message remains as relevant today as it did upon the initial publication of Real Estate Investing For Dummies -- investing in real estate is time-tested vehicle to build wealth in the long term. Tyson and Griswold don't tell you how to be-

come a millionaire overnight. Instead, they offer proven, practical, and actionable advice so that if you chose to invest in income-producing properties, you can do so wisely and confidently.

This textbook provides an understanding of the development process in an eight-stage model of real estate development, including: finance and the effects of the markets; the history of real estate development; the development process, from ideas through to public/private development.

To become a licensed real estate agent in Texas, applicants must first pass the state's real estate sales exam. This book contains all the information needed to prepare for and pass the test, including four full-length practice exams — updated to current standards — with fully explained answers. There are also study and test-taking tips and a CDROM containing practice tests and hundreds of additional questions, answers, and explanations. To help readers on and beyond the test, the book has a real estate refresher course reflecting all recent changes to state laws and policies and a glossary of real estate

terms.

Newly updated, *Mastering Real Estate Principles, 4th Edition* is more organized, more appealing, and more user-friendly than ever before. Known for its workbook format and interactive approach to learning, this new edition features updated content, an enhanced interior design, and a new construction section. This complete learning system comes loaded with multiple teaching tools and instructor resource guide to reduce instructor workload.

Combining state specific information with finance principals, this easy to read text explores the impact of financial markets on real estate transactions and discusses the growing role of technology in financing. It contains answer keys (PIN Access Only), and a chapter quiz at the end of each chapter.

Real Estate Principles: A Value Approach demonstrates how value is central to virtually all real estate decision-making. Students using Ling and Archer should finish the course with a value-oriented framework and a set of valuation and decision making tools that can be applied in a variety of real-world situations. The key to making sound investment decision is to unders-

tand how property values are created, maintained, increased or destroyed. Since the launch of *Real Estate Principles: A Value Approach*, significant and lasting changes have come upon the world of real estate. This is very true in real estate finance and capital sources where most of the traditional lenders have been transformed or displaced, giving way to a radically different set of players in mortgage finance. There has been change with profound and far-reaching implications in a world where it is understandable that property values can go down as well as up. This realization will color every aspect of real estate investment, finance and transactions for the foreseeable future.

This book is a comprehensive treatment of the twin processes of planning and development and is the only book to bring the two fields together in a single text.

Property asset management requires both day-to-day oversight of rental properties and an ability to maximize the potential of the portfolio through forward thinking and practical planning. Successful property managers must be flexible and proactive whilst maintaining a robust knowledge of

technical, financial and legal aspects of the leasing system. *Property Asset Management* is a practical guide to the key principles of successful property management, perfect for both student and practitioner alike. In this book, Douglas Scarrett and Jan Wilcox demonstrate how to successfully manage properties for the varying needs of clients ranging from individual property owners to large international commercial ventures. As well as the basic theory, *Property Asset Management* discusses the process of active management, the strategic objectives, performance measurement, and the key financial and operational information needed for high quality and comprehensive reporting to clients. This fourth edition has new chapters on corporate real estate and financial management, and has been extensively rewritten to incorporate recent developments in property management. Software screenshots are used to illustrate salient points and readers are provided with a thorough overview of the latest legal aspects of land ownership and tenancy arrangements. With everything you need for successful property asset management, this book both caters for the needs of RICS accredit-

ed and business courses and serves as a handy guide for everyday practice.

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Written in a user friendly style, this edition of the Illinois prelicensee's textbook has been thoroughly revised and updated throughout to reflect the "Illinois Real Estate License Act of 2000. In addition students and instructors alike will appreciate the inclusion of more quick memory devices, additional math examples, Internet references, updated questions and more.

This text focuses on the introduction of economic principles to provide an understanding of the commercial and residential property sectors and the markets for development, construction and occupation of property. Economics and Property supports students following property economics courses leading to a career in the property profession. Experience suggests that economics can initially be perceived as challenging; this book makes the subject clear and comprehensible. Extracts and examples from the Estates Gazette and its electronic archive EGi are used to provide examples and raise questions for discussion. Glossaries, key learning points

and a clear layout make this book the best introduction to economics for the property profession.

The classic legal guide to wills, estates, and trusts—with more than 100,000 copies in print—now substantially updated and revised! Whether grappling with modest or extensive assets, *The Complete Book of Wills, Estates, & Trusts* has long been the indispensable guide for protecting an estate for loved ones. In this completely revised fourth edition, updated to cover the latest changes in estate law, attorney Alexander A. Bove, Jr. synthesizes his decades of field and classroom experience into honest, clear, and entertaining explanations of a host of complex legal topics, including:

- how to create a will and living trust
- how to use a will to avoid probate and legal complications
- how trusts work and how to use trusts to save taxes
- how to contest a will and how to avoid a contest
- how to settle an estate or make a claim against one
- how to establish a durable power of attorney
- how to protect assets from creditors

In his straightforward and humorous style, Bove shares easy-to-understand legal definitions, savvy advice on taxes, and pragmatic and simple

sample forms, all illustrated with entertaining examples and actual cases. This is the only legal guide readers will ever need to ensure that their money and holdings remain in the family.

Communication Matters helps students move beyond an intuitive appreciation of communication to explore core principles of the discipline. By helping students take personal responsibility for their communication behaviors, by encouraging critical reflection, and by actively applying the key concepts to diverse contemporary challenges, the program fosters an understanding of the many important ways communication matters in daily life.

Combining the latest state specific information with solid industry fundamentals, this user friendly text gives students a strong foundation for a career in real estate. "California Real Estate Principles comes loading with instructor resources and extra features to enhance the student learning experience and make teaching the class easier than ever. This new fifth edition has been updated for 2004. Chapters include: Introduction Part 1: Teaching Outlines *Chapter 1 The Business of Real Estate *Chapter 2 The Nature of Real Property

*Chapter 3 Ownership of Real Property
*Chapter 4 Transferring Real Estate
*Chapter 5 Encumbrances *Chapter 6 The Law of Agency *Chapter 7 Contracts
*Chapter 8 Financing Real Estate *Chapter 9 Government-Sponsored and Other Financing *Chapter 10 Escrow and Title Insurance *Chapter 11 Real Estate Taxation *Chapter 12 Landlord and Tenant *Chapter 13 Real Estate Appraising *Chapter 14

Residential Design and Construction
*Chapter 15 Government Control of Land Use Part 2: Chapter Quizzes and Exams, including a Math Appendix Quiz (you need a PIN number to access this file) *Chapter Midterm Exams (you need a PIN number to access this file) and Comprehensive Chapter Exam. Part 3: Answer Keys *Answer Keys for All Quizzes and Exams (you need a PIN number to access this file) Part 4: PowerPoint Slides

For more than forty years, Modern Real Estate Practice has set the industry standard for real estate education, with over 50,000 copies sold every year and over 3 million real estate professionals trained. Now, in this exciting new edition, Modern Real Estate Practice continues that tradition of excellence. Includes a test-building CD-ROM and URLs for key government and professional association websites.