Kaplan California Real Estate Practice 7th Edition

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building on industry fundamentals this new edition provides the skills a student needs to build a sucessful real estate practice the text explores issure facing professionals including advertising qualifying prospects loan applications investment analysis competitive market analysis and using the internet in practice 493 pages 2004 copywright chapters include instructor note student enrichment exercises power point presentations chapter 1 getting started in real estate chapter 2 ethics fair housing and trust funds chapter 3 mandatory disclosures chapter 4 prospecting chapter 5 listing presentation package chapter 6 listing presentations chapter 7 servicing the listing chapter 8 advertising chapter 9 the buyer and the property showing chapter 10 obtaining the offer and creating the sales agreement chapter 11 from offer to closing chapter 12 real estate financing chapter 13 escrow and title insurance chapter 14a taxation chapter 14b taxation cont chapter 15 property management and leasing chapter quiz answer keys mini quizzes for all chapters mini quiz answer keys

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