

Mastering Real Estate Principles

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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

this leading textbook for the college introductory real estate principles course is a comprehensive well written text known for its easy to understand and practical approach to the principles of real estate highlights include instructor resources available online at dearbornre.com including a powerpoint presentation real estate today advisory boxes analyze specific legal cases and controversial issues in the industry a recurring case study is woven throughout the book highlighting the decision process in a typical real estate transaction close ups legal highlights and case studies appear throughout to provide real world applications of the concepts contains a student study guide cd rom with interactive case studies

the study and practice of real estate draws on a multitude of disciplines including

architecture urban and regional planning building construction urban economics law and finance this diversity of perspectives presents a challenge to the instructor of a real estate principles course depending on their backgrounds and training and on the interests of the students some instructors may choose to emphasize the legal concepts that define and limit the potential value of real estate other instructors may focus more on licensing and brokerage issues popular topics with many students or on the investment decision making process still others may feel that real estate market and feasibility analysis should be the core topics in a principles class in short one of the difficulties in teaching an introductory real estate course is that there appear to be too many principles the critical question thus becomes what framework should be used to teach these principles

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

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