

Real Estate Principles A Value Approach 3rd Edition Online

This exclusive travel guide guides the visitor through the most incredible activities to be found in Shanghai: savour the food of world-class chefs in Asia's most romantic two-seater salon; eat at the best holes-in-the-walls and discover local street food haunts; find the best tailors and quality cashmere, satins and brocades by the yard; expert

Approved by the North Carolina Real Estate Commission, OnCourse Learning offers licensee candidates a new and fully updated choice in prelicense textbooks. Authored by experts in the field, this text was written by real estate brokers who offer years of experience, knowledge, and tips to help new candidates enter the field with the necessary resources for a successful career in real estate. Built on a tradition of clear sentences and full explanations, this principles book gives readers the tools they need to successfully navigate today's real estate market. Including practical advice and discussion of recent changes in North Carolina, the topics in this textbook cover the content outline created by the North Carolina Real Estate Commission.

Real Estate Principles: A Value Approach demonstrates how value is central to virtually all real estate decision-making, including whether and how to lease, buy, or mortgage a property acquisition; whether to renovate, refinance, demolish or expand a property; and when and how to divest (sell, trade, or abandon) a property. 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. Real Estate Principles: A Value Approach provides students and instructors with the most modern, engaging and attractive textbook available on the subject, with helpful pedagogical features unmatched by any other title.

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780077387358 9780073377322 .

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.

Statement of responsibility from jacket.

Principles of Real Estate Practice in Virginia contains the essentials of the national and Virginia real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Virginia

license law. 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 pre-license student. It is designed to - make it easy for students to learn the material and pass their real estate exam - prepare students for numerous career applications - stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Virginia is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education. Table of Contents The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Leasing Essentials Land Use Planning and Control Legal Descriptions Fundamentals of Contract Law National Agency Listing Agreements: An Overview General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Overview of Licensing and Regulation Risk Management Property Management Virginia Licensing Regulation Virginia Brokerage Regulation & Disclosures Virginia Agency and Agency Disclosure Virginia Sales Contracts Virginia Fair Housing and Other Virginia Laws Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index

Principles of Real Estate Practice in Massachusetts contains the essentials of the national and Massachusetts real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Massachusetts license law. 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 pre-license student. It is designed to- make it easy for students to learn the material and pass their real estate exam -prepare students for numerous career applications -stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Massachusetts is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education.

* Decision Points. Highlighted Decision Points in each chapter encourage students to think more deeply about particular issues. The questions require students to exercise their own judgment and the information that precedes the Decision Point. * Ethical Issues. This is the first real estate text to explicitly incorporate ethics. Highlighted sections pose an ethical question for the students to consider and open up topics for class discussion. * Steps-in -the-process approach. Larsen organizes the chapters so students are introduced to information they are interested in right away: how buy, the RE

transaction. This is unique and will get students motivated. * From the Wire. Each chapter begins with a high interest/high impact actual RE issue or newsworthy item?from the freshman at University of Arizona who runs the states largest real estate marketing Web site to Fannie Mae's Smart Commute program. These illustrate how the chapter topics relate to what is actually happening today in the world of real estate. * Doing Business sidebars. These are high interest business issues and examples that apply the real estate concepts being discussed. They may be technology oriented-showing how technology is impacting the RE business (automating e-mail contacts) or ethical issues-(be loyal first to your clients), or general in nature. Each Doing Business sidebar offers an inside look at the practical side of the real estate business. * Real Estate on the Web. These are end of chapter exercises and activities that ask students to explore the Web and familiarize themselves with the leading real estate sites. * Practitioner profiles. Each chapter has a profile of a genexer who has made a name for themselves in real estate. This is high interest in keeping with the "relevance" theme of the text. Studenst are interested in success stories of people their own age. * Book Web Site. The Web site features practice quizzes, supplemental material (e.g., Pre-licensing and Continuing Education Requirements for real estate licensees, detailed career information), and sample documents.

Real Estate Development and Investment A Comprehensive Approach Written by real estate industry veteran Stephen Peca, this timely guide skillfully outlines the various phases of the real estate development process and addresses some of the most important issues associated with this discipline. Using numerous illustrations and anecdotes, this book takes you through the development process, from historical considerations and idea formulation to financial feasibility and asset disposition, while covering the entire cycle of real estate development for various property types. Topics touched upon throughout these pages include: The key factors affecting demand for different land uses and development The interaction of market research, financing, planning, contract negotiation, marketing, leasing, and property management The need for universal, current, and broad knowledge The importance of ethics in the development process The role of different professionals and companies involved in the development process Environmental considerations in real estate development And much more Filled with in-depth insights and practical advice, this reliable resource will help you gain a firm understanding of the functional skills necessary to be successful in this field and familiarize you with several often-overlooked-but essential aspects of commercial real estate development.

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 prospectives salespersons.

Principles of Real Estate Practice in Texas contains the essentials of the national and Texas real estate law, principles,

and practices necessary for basic competence as a real estate professional and as mandated by Texas license law for Principles I & II. 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 pre-license student. It is designed to - make it easy for students to learn the material and pass their real estate exam - prepare students for numerous career applications - stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Texas is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education. For students looking for a Texas-specific exam prep book, we also publish Texas Real Estate License Exam Prep

Features of Principles of Real Estate Practice in Mississippi: Principles of Real Estate Practice in Mississippi contains the essentials of the national and Mississippi real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Mississippi license law. 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 numerous career applications stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Mississippi is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education. Principles of Real Estate Practice in Mississippi Table of Contents The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Leasing Essentials Land Use Planning and Control Legal Descriptions Fundamentals of Contract Law National Agency Listing Agreements: An Overview General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Overview of Licensing and Regulation Risk Management Property Management The Mississippi Real Estate Commission Mississippi Licensing Requirements Mississippi Property Condition Disclosures Mississippi Agency and Agency Disclosure Regulation of Mississippi Brokerage Practice Other Mississippi Laws and Practices Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index

This manual is prepared for the use and benefit of all who may be seriously considering entering the real estate profession or upgrading their licenses to the broker level in Oklahoma. The license applicant must be familiar with the

basic technical knowledge contained herein, as well as the wide range of ethical obligations imposed on the real estate professional. A thorough understanding of the Oklahoma Real Estate License Code and the Oklahoma Real Estate License Rules is essential for success in the real estate business. This book is not offered as a substitute in any way for competent legal advice or services where such is needed. With the rapid changes taking place in all phases of real estate activity and changes in law, it is obvious that this book will be at least partially obsolete soon after publication. Appreciation is hereby expressed to all those who generously contributed time, knowledge, and interest in the development of this text. Special thanks and appreciation to my wife, Nola, without whose tireless efforts, patience and endurance, this book would never have existed.

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

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 understand how property values are created, maintained, increased or destroyed. Since the launch of Real Estate Principals: A Value Approach, 2e 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 displace, giving way to a radically different set of player in mortgage finance. There has been change as well 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.

The 12th edition of this textbook has been revised and reorganized significantly for greater clarity, coherence and consistency. Coverage

includes emerging issues such as the impact of automated valuation models on the appraisal industry; the new emphasis on extraordinary assumptions and hypothetical conditions in recent revisions of standards of professional practice; and important data sources. For both novice appraisers and established practitioners. c. Book News Inc.

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- More than 500 appearances on national bestseller lists • #1 Wall Street Journal, New York Times, and USA Today • Won 12 book awards
- Translated into 35 languages • Voted Top 100 Business Book of All Time on Goodreads

People are using this simple, powerful concept to focus on what matters most in their personal and work lives. Companies are helping their employees be more productive with study groups, training, and coaching. Sales teams are boosting sales. Churches are conducting classes and recommending for their members. By focusing their energy on one thing at a time people are living more rewarding lives by building their careers, strengthening their finances, losing weight and getting in shape, deepening their faith, and nurturing stronger marriages and personal relationships. **YOU WANT LESS.** You want fewer distractions and less on your plate. The daily barrage of e-mails, texts, tweets, messages, and meetings distract you and stress you out. The simultaneous demands of work and family are taking a toll. And what's the cost? Second-rate work, missed deadlines, smaller paychecks, fewer promotions--and lots of stress. **AND YOU WANT MORE.** You want more productivity from your work. More income for a better lifestyle. You want more satisfaction from life, and more time for yourself, your family, and your friends. **NOW YOU CAN HAVE BOTH — LESS AND MORE.** In *The ONE Thing*, you'll learn to * cut through the clutter * achieve better results in less time * build momentum toward your goal* dial down the stress * overcome that overwhelmed feeling * revive your energy * stay on track * master what matters to you *The ONE Thing* delivers extraordinary results in every area of your life--work, personal, family, and spiritual. **WHAT'S YOUR ONE THING?**

This basic primer covers the nuts and bolts of developing all types of real estate, including multifamily, office, retail, and industrial projects. Thoroughly updated, this new edition includes numerous case studies of actual projects as well as small-scale examples that are ideal for anyone new to real estate development.

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More than ever, today's economy is in constant evolution -- continually creating new challenges and new opportunities. Real

Estate Principles for the New Economy reflects on this new perspective in both the real estate industry and academic world along with the value of new economic possibilities brought about by the ever-changing information technology revolution. Miller/Geltner apply the implications of technology on both the specializations within the real estate industry and various property types. While the text covers fundamentals necessary to understand today's economy, the supplemental CD provides professional-grade spreadsheets and tools that allow you to practice these fundamentals. Together, this learning package integrates the developments in the field of financial economics that have become basic to the understanding of, and professional practice within, the real estate field. This book provides new global perspectives that enable you to become sensitive to cultural differences that may influence business decisions, risk management and negotiation strategies -- preparing you for doing business in the new economy.

Written in a friendly tone and accessible reading level, Real Estate Principles and Practices takes a more realistic and practical approach than its competitors. It is uniquely organized and follows the natural sequence of events in a real estate transaction, allowing the reader to more easily understand not only the terminology of real estate, but also how a real estate transaction transpires.

"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. 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"--

"This book is not just a bargain, it's a steal. It's filled with practical, workable advice for anyone wanting to build wealth."—Mike Summey, co-author of the bestselling *The Weekend Millionaire's Secrets to Investing in Real Estate* Anyone who seeks financial wealth must first learn the fundamental truths and models that drive it. *The Millionaire Real Estate Investor* represents the collected wisdom and experience of over 100 millionaire investors from all walks of life who pursued financial wealth and achieved the life-changing freedom it delivers. This book--in straightforward, no nonsense, easy-to-read style--reveals their proven strategies. *The Millionaire Real Estate Investor* is your handbook to the tried and true financial wealth building vehicle that rewards patience and perseverance and is available to all--real estate. You'll learn: Myths about money and investing that hold people back and how to develop the mindset of a millionaire investor How to develop sound criteria for identifying great real estate investment

opportunities How to zero in on the key terms of any transaction and achieve the best possible deals How to develop the "dream team" that will help you build your millionaire investment business Proven models and strategies millionaire investors use to track their net worth, understand their finances, build their network, lead generate for properties and acquire them The Millionaire Real Estate Investor is about you and your money. It's about your financial potential. It's about discovering the millionaire investor in you.

Never HIGHLIGHT a Book Again! Includes all testable terms, concepts, persons, places, and events. Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780073377346. This item is printed on demand.

This is the hard cover version of "Principles of Real Estate Accounting and Taxation." The text combines both accounting and taxation within one book specific to commercial real estate. The book is relevant to students of real estate as well as investors, developers, brokers, lenders, accountants, lawyers, and others working in the commercial real estate industry. The book includes the following features: Clear and concise chapters on taxationCase studies of typical real estate transactionsAnalysis of economic profitability, including tax implications of transactions The accounting sections of the book give students a better understanding of the accounting process that ultimately produces the financial statements critical in buying and selling real estate. Many books cover accounting or taxation. By addressing both areas, "Principles of Real Estate Accounting and Taxation" provides students and professionals with a uniquely well-rounded educational experience in commercial real estate. Joel Rosenfeld is currently an Adjunct Assistant Professor at New York University's Schack Institute of Real Estate where he teaches a graduate course on "Principles of Real Estate Accounting and Taxation." Before joining the faculty at New York University, Professor Rosenfeld was a senior partner of Mintz Rosenfeld & Company, Certified Public Accountants. He has twice served as Chairman of the American Institute of Certified Public Accountants Real Estate Conferences and has lectured throughout the country. He is the author of the following articles: "Section 1031, Tax Deferred Exchanges," "Real Estate's Best Kept Secret," and "Tax Relief from Foreclosures and Cancellation of Indebtedness Issues." Professor Rosenfeld continues to act as a consultant in accounting and taxation real estate matters.

Every year, thousands of Americans make the leap to an exciting, rewarding new career in real estate. If real estate is your dream career, passing the real estate license exam is the first step to success. With real estate basics and unbeatable study tips, Real Estate License Exams For Dummies will help you pass the test with flying colors — and get your new career off to a great start. If you want to get the best possible score on the exam, you need the kind of practical test preparation guidance you'll find here — all at a much cheaper price than you'd pay for a test preparation seminar or class. Real Estate License Exams For Dummies covers all the basics on: How — and what — to study Knowing what to expect on test day Developing the math skills you'll need Understanding your state's license laws and procedures Different exam formats In addition to helping you get a great score on the test and get licensed, this handy guide also covers the basics of the real estate business itself — from legal issues to taxes to

contracts. For anyone preparing for the license exam, or just thinking about taking it, this unbeatable study guide answers all your most vital questions on: Careers and job opportunities in real estate How commissions and other forms of payment work Working independently or for an agency Federal fair housing laws you should know Land and ownership rights Owning through partnerships, cooperatives, and corporations Deeds, mortgages, and closings Types of real estate contracts and agreements Environmental regulations Valuation and property appraisal Financing and taxes Using real estate as an investment vehicle Plus, two practice exams with answers and explanations let you test your knowledge before you take the exam, so you'll know if you're ready or not. Real Estate License Exams For Dummies is a helpful, straightforward resource that puts future real estate professionals on track for success.

Principles of Real Estate Practice in Maryland contains the essentials of the national and Maryland real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Maryland license law. 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 pre-license student. It is designed to - make it easy for students to learn the material and pass their real estate exam - prepare students for numerous career applications - stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Maryland is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education. Table of Contents The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Leasing Essentials Land Use Planning and Control Legal Descriptions Fundamentals of Contract Law National Agency Listing Agreements: An Overview General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Overview of Licensing and Regulation Risk Management Property Management The Maryland Regulatory Environment Maryland Licensing Requirements Maryland Regulation of Business Conduct Maryland Brokerage Relationships and Disclosure Ethical Practices and Fair Housing Other Maryland Laws and Practices Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index For students looking for a Maryland exam prep book, we also publish Maryland Real Estate License Exam Prep.

The revolutionary guide that challenged businesses around the world to stop selling to their buyers and start answering their questions to get results; revised and updated to address new technology, trends, the continuous evolution of the digital consumer, and much more In today's digital age, the traditional sales funnel—marketing at the top, sales in the middle, customer service at the bottom—is no longer effective. To be successful, businesses must obsess over the questions, concerns, and problems their buyers have, and address them as honestly and as thoroughly as possible. Every day, buyers turn to search engines to ask billions of questions. Having the answers they need can attract thousands of potential buyers to your company—but only if your

content strategy puts your answers at the top of those search results. It's a simple and powerful equation that produces growth and success: They Ask, You Answer. Using these principles, author Marcus Sheridan led his struggling pool company from the bleak depths of the housing crash of 2008 to become one of the largest pool installers in the United States. Discover how his proven strategy can work for your business and master the principles of inbound and content marketing that have empowered thousands of companies to achieve exceptional growth. They Ask, You Answer is a straightforward guide filled with practical tactics and insights for transforming your marketing strategy. This new edition has been fully revised and updated to reflect the evolution of content marketing and the increasing demands of today's internet-savvy buyers. New chapters explore the impact of technology, conversational marketing, the essential elements every business website should possess, the rise of video, and new stories from companies that have achieved remarkable results with They Ask, You Answer. Upon reading this book, you will know: How to build trust with buyers through content and video. How to turn your web presence into a magnet for qualified buyers. What works and what doesn't through new case studies, featuring real-world results from companies that have embraced these principles. Why you need to think of your business as a media company, instead of relying on more traditional (and ineffective) ways of advertising and marketing. How to achieve buy-in at your company and truly embrace a culture of content and video. How to transform your current customer base into loyal brand advocates for your company. They Ask, You Answer is a must-have resource for companies that want a fresh approach to marketing and sales that is proven to generate more traffic, leads, and sales.

Real Estate Principles A Value Approach McGraw-Hill Higher Education

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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.

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