



***PERFORMANCE
PROGRAMS
COMPANY***

2024 CATALOG



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941-677-6043

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www.performanceprogramscompany.com

WHO WE ARE

OUR COMPANY

For over forty years, Performance Programs Company has dedicated itself to providing high quality education to real estate professionals as authors, publishers, custom trainers, program developers, and school managers.

Mr. Mettling and Dr. Cusic have jointly written over 100 books, courses, and custom programs in all facets of real estate for some of the country's largest organizations including the National Association of Realtors® and its many Institutes.

While Performance Programs Company in its past has focused on custom program development, our main focus now lies with developing the nation's highest quality real estate prelicense, exam prep, postlicensing and CE publications. As of 2024, we currently have over 65 different titles available for 30 different states. Our prelicense textbooks are the Principles of Real Estate Practice Series and our exam prep titles are known as the Real Estate License Exam Prep Series. You can see all our present titles and past programs at <https://www.performanceprogramscompany.com/about-us.html>.

OUR MISSION

Quality - Our emphasis has always been to develop the highest quality products for our customers. We develop all our products in-house to maintain our standard of excellence.

Client Relationships - Our number one goal is to work with our customers and clients to provide the best possible service and strive for long-term mutually beneficial relationships.

Communications - We take pride in professional communications. Whenever you call or write, we are there to respond to your needs and questions with accurate, knowledgeable information.

Legacy - A cornerstone of our philosophy is to build our reputation and the professional standards we represent in all our dealings with real estate educators, school administrators, regulators and students. It's the long way of saying, "we've been there, and we care."

FIND US ONLINE

To see all the latest publications and news from Performance Programs Company, please go to our website www.performanceprogramscompany.com

All books are available via online retailers, including [Amazon](#) and [PSI Online Store](#).

FIND US ON SOCIAL MEDIA

Want to get to know us better and receive all the latest Performance Programs Company news?



Visit us at <https://www.performanceprogramscompany.com> to learn more about our team, upcoming releases, and the latest news!



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Instagram: https://www.instagram.com/performance_programs_company/

Performance Programs Company
The New Standard for Prelicense Preparation

Home Real Estate Prelicensing Real Estate Exam Prep Postlicensing & CE Online Store

Cutting-edge quality in real estate license training - anytime, anywhere.

Performance Programs Company is a real estate educational publisher specializing in prelicense textbooks, exam prep, and math prep. Titles include:

- The Principles of Real Estate Practice Series
- The Real Estate License Exam Prep Series
- Postlicensing, Advanced Principles & CE books
- Real Estate Math Express

Download our 2023 Catalog below:

[Performance Programs Company 2023 Catalog](#)

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[Amazon RELEP Reviews](#)

[Our Sales Team](#)

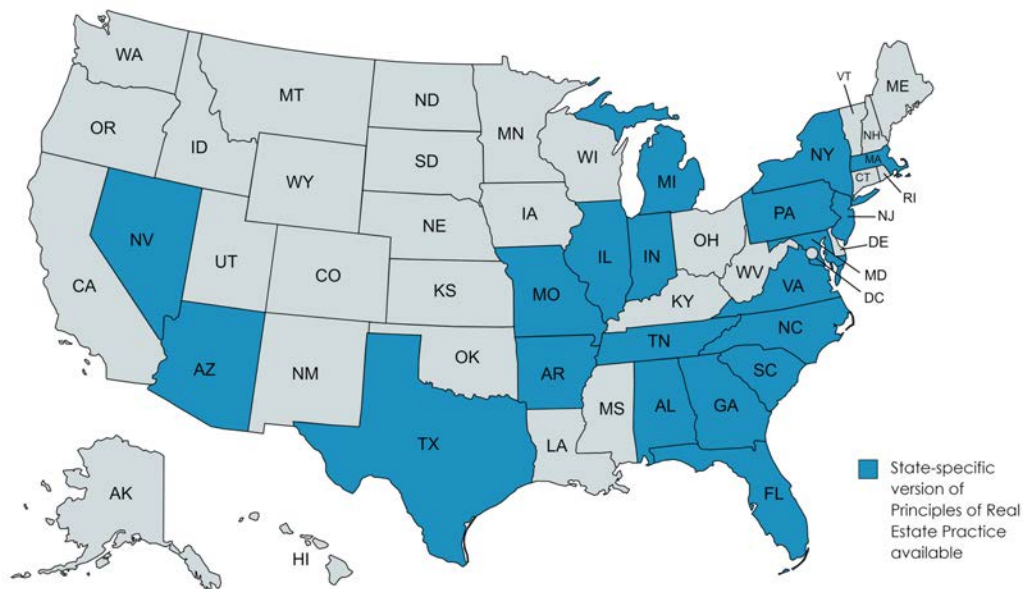
[Real Estate Requirements](#)

PRINCIPLES OF REAL ESTATE PRACTICE SERIES

Currently in its 7th Edition, Principles of Real Estate Practice by Mettling, Cusic and Mettling is a learning tool for the student preparing to enter the real estate business as a licensed professional. It contains the essentials of real estate law, principles, and practices taught in real estate schools and colleges across the country, including all those fundamentals that real estate educators, practicing professionals, national testing services, and state licensing officials agree are necessary for basic competence.

Principles of Real Estate Practice covers the national requirements for the initial 30-90 hours of classroom study, or its equivalent, mandated by state license laws across the country. The 495-page text has helped hundreds of thousands of students pass their prelicensing and/or continuing education courses and state exams over the past 30 years.

We currently offer state-specific versions of Principles of Real Estate Practice for Alabama, Arizona, Arkansas, Florida, Georgia, Illinois, Indiana, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, North Carolina, South Carolina, Tennessee, Texas, and Virginia. Principles of Real Estate Practice in New York and Principles of Real Estate Practice in Pennsylvania are coming soon.



INSTRUCTOR RESOURCES FOR THE PRINCIPLES OF REAL ESTATE PRACTICE SERIES

POWERPOINTS

Principles of Real Estate Practice 7th Edition has 640 PowerPoint slides to assist instructors with presenting the content in our prelicense textbook. The content on each slide contains the learning points in the most concise yet learnable format possible. The PowerPoints follow the exact presentation order of the material covered in the textbook itself. State-specific versions have between 750 and 825 PowerPoint slides. Adopting instructors are provided the PowerPoints to modify for their instruction for no cost.

INSTRUCTOR TEST PACK (ITP)

The Instructor Test Pack is a test bank of nearly 500 questions used to supplement the class material. These questions are not found in the main textbook and are ideal for schools to use for in class quizzes and final exams. For the National and Texas' versions of the textbook, we have an Instructor Guide which has the questions of the ITP along with additional discussion topics, review topics and more.

OTHER INSTRUCTOR RESOURCES

- Timed Outlines
- Learning Objectives
- National Test Bank (for online licensees) - an additional 800 national questions to assist with ARELLO regulated online courses
- ARELLO Rationale Pack (for online licensees) - answer explanations for the textbook's quiz and Instructor Test Pack
- Excel Question Database (for online licensees) - we have databased our national questions in Excel to allow for easier uploading to learning management systems

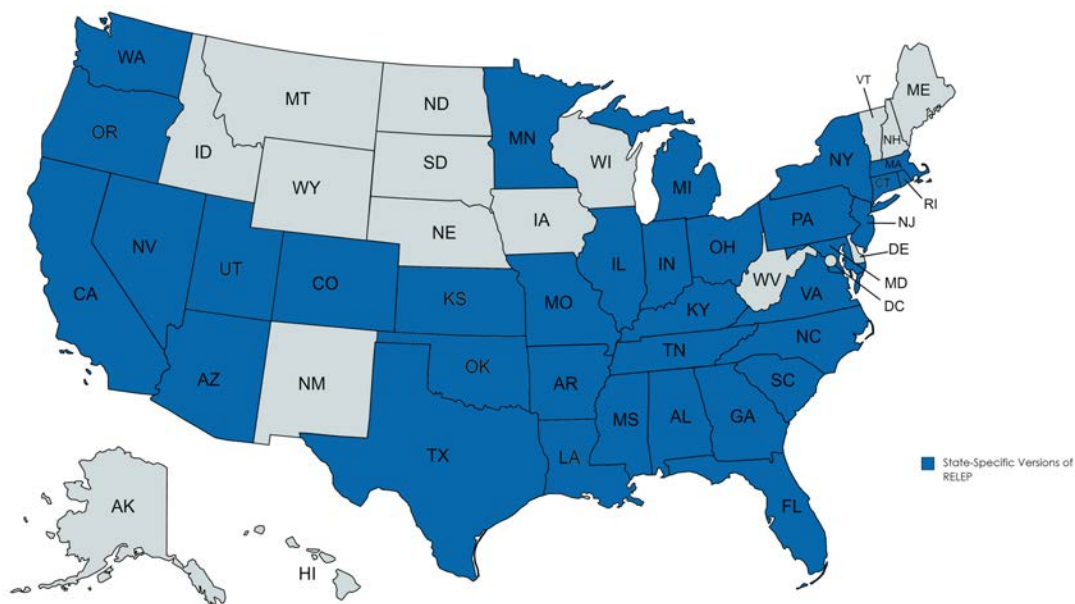


THE REAL ESTATE LICENSE EXAM PREP (RELEP) SERIES

The Real Estate License Exam Prep Series (RELEP) is comprehensive in that it contains both key content review and testing practice. And the text review is state-specific – not just simplistic national content, but terse, relevant and accurate state laws and regulations presented as a well-organized set of state ‘key point reviews’ ideal for pre-test memorization. Our content is drawn from our own national textbook, Principles of Real Estate Practice. Finally, our national content, as well as our question selection, is further tailored to each state testing outline promulgated by PSI and Pearson Vue.

RELEP’s testing practice section consists of ten national practice tests, 3-6 state practice tests, and one state exam sample test. The test questions are designed to cover the content covered by the law reviews – which reinforces learning of the total body of information tested by the state licensing exam. The questions are direct, to the point, and designed to test understanding. When students have completed a given test, they can check their answers against the answer key in the appendix. Each question’s answer is accompanied by a brief explanation, or “rationale” to further reinforce understanding.

We have released state-specific versions of RELEP for Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nevada, New Jersey, New York, North Carolina, Oklahoma, Ohio, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Utah Virginia and Washington. For other states, We have a generic, national version of Real Estate License Exam Prep.



PLATFORM DELIVERY OPTIONS

LIVE STREAMING WITH E-BOOKS

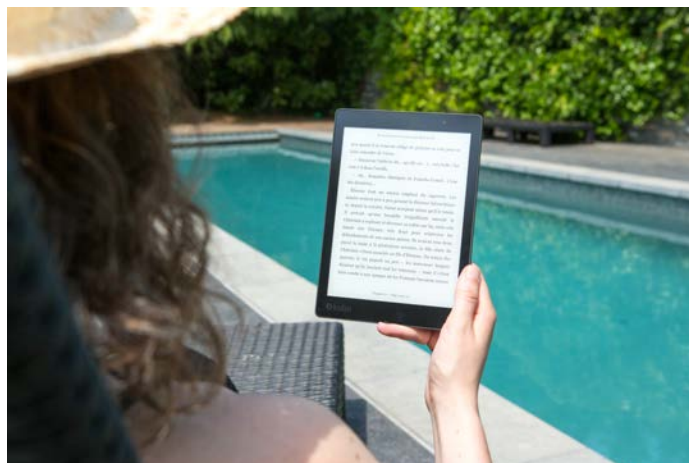
Doing a live streaming class and want the students to have E-books? Introducing RedShelf.

If you are not able to securely host e-books on your website, we have partnered with RedShelf who can do that for you – and it's easy and simple. Essentially, through the Redshelf platform, we generate codes for you to give to each student. The student redeems the code and the e-book is immediately accessible the student's computer/tablet/smartphone.

The file is fully protected, yet usable, markable, portable, and available for as long as the student needs it. All you do is pay us the nominal price for each book used – which is less than printed book prices.

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2. Now you can expand your market to include the remote or distant student without licensing.
3. With RedShelf, students can highlight key portions of material, or create online flashcards and notes, or even have the material read aloud to them. Learning is potentially greater than simply having a hard copy of the material.



PREFER TO OFFER AN ONLINE SELF-PACED COURSE?

As you may know, Performance Programs Company, is not a competing school, nor do we have a preset online course to sell to schools through a platform. Rather, we support the alternative that schools create their own unique online course using our publications.

Licensing our materials is simple:

1. Sign the agreement and receive the e-files.
2. Load the files on to your platform.
3. Submit your course for state approval.
4. Track enrollments and pay us appropriate licensing fees.

Advantages of creating your own online course using our materials:

1. You will have total control of the class! Any of your own materials that you would like to include to spice up the course (i.e. videos, graphics, your own written material) is totally up to your discretion. This is your chance to make a one-of-a-kind and enjoyable real estate course.

2. YOU keep the tuition less a nominal fee for the e-material. There are no startup fees, cancellation fees, or hidden costs of any sort once you choose license our materials. We only take the small licensing fee per student based on the book that you are using.

3. The student will always remain yours. Even after the prelicense course has been taken and your student becomes an agent, they can come back to your school to take further credit hours instead of going to a competitor.

Note: You will need to purchase your own learning management system if you do not already have one for this licensing option. We do have a list of commonly used platforms. Licensing will take significant time – thus it might not be best for everyone.



ONLY NEED PRINTED BOOKS?

If you are doing a face-to-face live instruction class OR a live streaming class and want the students to have a printed copy of the book, simply call or email us with how many books you need and where to ship them (please give 10-day notice if possible). We will send you a digital invoice and payment instructions once the books have shipped.

If you do not want to buy printed books from us directly, students can purchase any of our titles for retail price through Amazon.

As we continue to innovate online and streaming real estate education, we hope you will take advantage of our prelicense and exam prep opportunities and conveniences. And please feel free to contact us at any time at info@performanceprogramscompany.com!



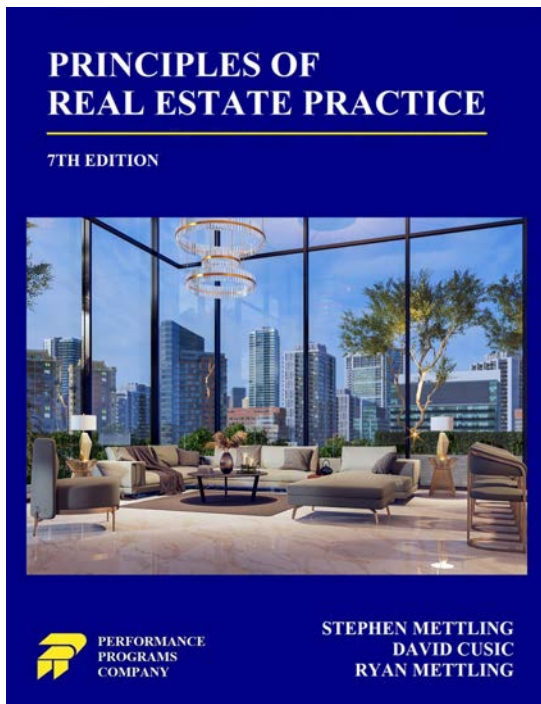
NATIONAL TITLES

PRINCIPLES OF REAL ESTATE PRACTICE

Principles of Real Estate Practice by Mettling, Cusic and Mettling is a modern learning tool for the student preparing to enter the real estate business as a licensed professional. It contains the essentials of real estate law, principles, and practices taught in real estate schools and colleges across the country, including all those fundamentals that real estate educators, practicing professionals, national testing services, and state licensing officials agree are necessary for basic competence.

Key Features:

- The most adaptable text available by license or print
- Vetted and proven over 30 years of classroom and online use
- Used in 35+ states by 125+ approved pre-license schools
- 5-star quality yet concise and to the point
- Easiest to teach and learn from
- Rapid updating



DETAILS

7th Ed.
498 Pages
2023 copyright
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ISBN-10 : 1955919313
ISBN-13 : 978-1955919319

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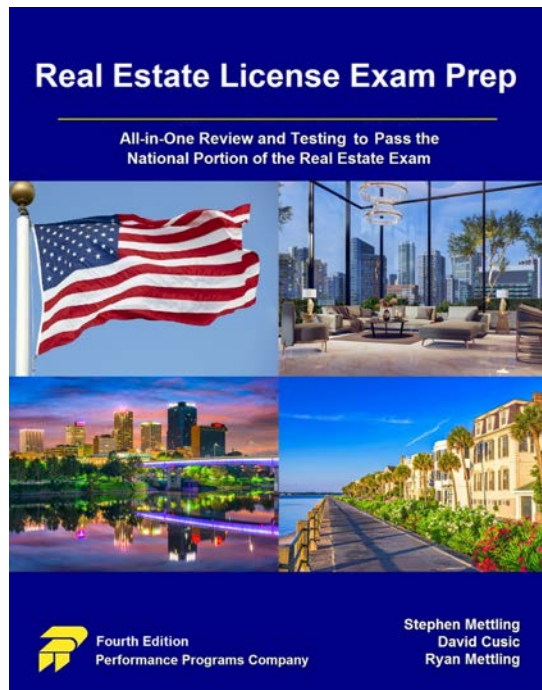
NATIONAL TITLES

REAL ESTATE LICENSE EXAM PREP: ALL-IN-ONE REVIEW AND TESTING TO PASS THE NATIONAL PORTION OF REAL ESTATE EXAM

Real Estate License Exam Prep is a modern learning tool designed to prepare real estate candidates to pass the national portion of their licensing exam. RELEP contains four different sections to provide the knowledge and practice necessary to succeed with national questions.

FEATURES

- National Principles & Law Key Point Review (60 pages)
- Real Estate Math Key Formula Review & Practice (17 pages)
- National Practice Tests (500 questions)
- Sample Exam (75 questions)



NATIONAL SECTIONS:

- Rights
- Interests and Estates
- Ownership
- Encumbrances and Liens
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- Land Use Planning and Control
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- Risk Management
- Property Management

DETAILS

4th Ed.

229 Pages

2023 copyright

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ISBN-13: 978-1955919364

ISBN-10: 1955919364

NATIONAL TITLES

REAL ESTATE MATH EXPRESS: RAPID REVIEW AND PRACTICE WITH ESSENTIAL LICENSE EXAM CALCULATIONS

Real Estate Math Express is a concise, easy-to-study test preparation guide to help real estate students improve their real estate math scores to pass the state licensing test.

The primary feature of Real Estate Math Express is that it contains all necessary formulas and practice questions in 100+ pages. This enables you to truly cram for the math portion of your state's licensure test, memorize key formulas, and walk into the exam site having all the essential material in your short-term memory! You simply cannot accomplish this using competing lengthy math prep books.

Each unit introduces each major real estate math topic and its corresponding formula(s). After each unit is a practice quiz to ensure mastery of each critical formula. Immediately after each quiz is an answer key with step-by-step rationales.

Once the math formulas have been mastered, there are 110 sample questions for you to practice with. Each practice exam question has both an answer and an explanation of the correct answer at the end of the book.

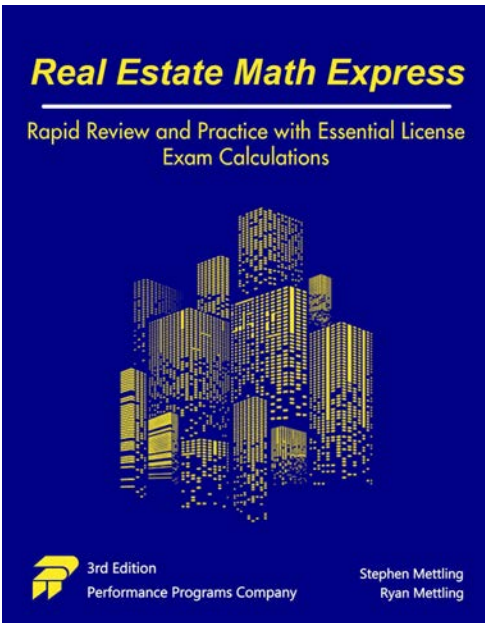


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DETAILS

3rd Ed.
104 Pages
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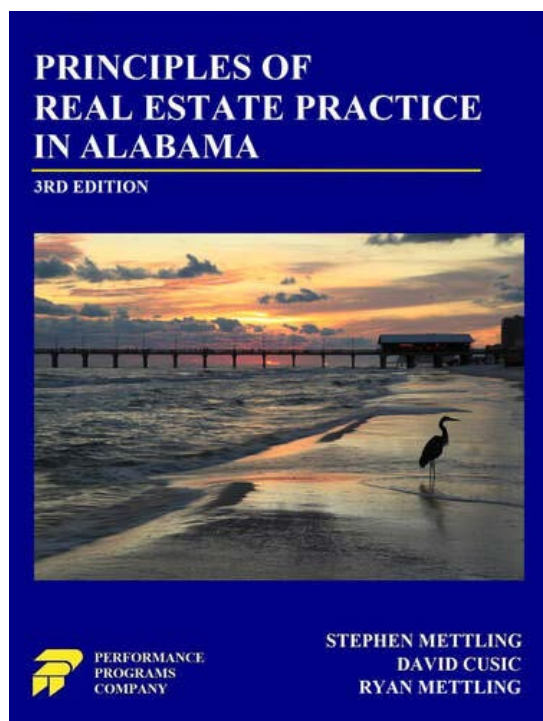
ALABAMA

PRINCIPLES OF REAL ESTATE PRACTICE IN ALABAMA

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

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ISBN-10: 1955919429

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- Alabama Licensing Regulation
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ALABAMA REAL ESTATE LICENSE

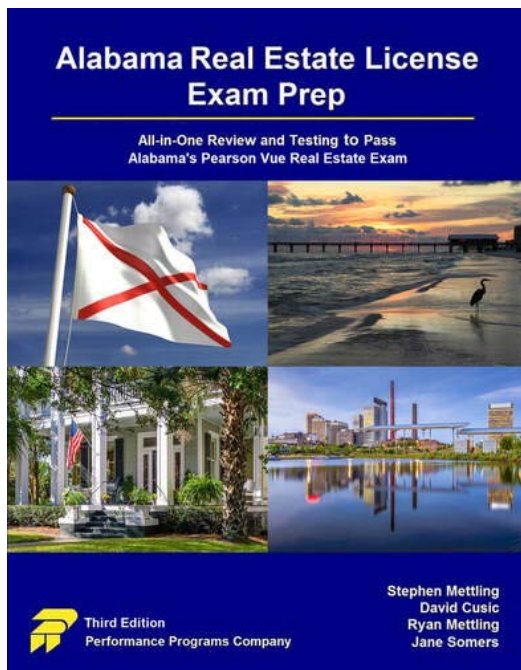
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS ALABAMA'S PEARSON VUE REAL ESTATE EXAM

AL-RELEP is a modern learning tool designed to prepare real estate candidates to pass Alabama's Pearson Vue licensing exam. AL-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Alabama and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Alabama-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. Alabama Practice Tests (125 questions)
6. Alabama Sample Exam (100 questions)



ALABAMA-SPECIFIC SECTIONS:

- The Alabama Regulatory Environment
- Alabama Licensing Regulation
- Alabama Brokerage Regulation
- Alabama Agency
- Alabama License Law Violations

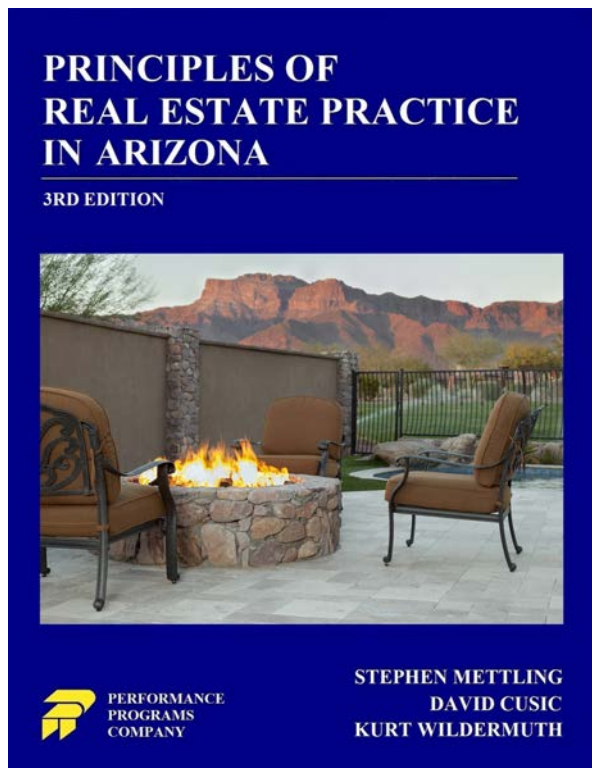
DETAILS

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ARIZONA

PRINCIPLES OF REAL ESTATE PRACTICE IN ARIZONA

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



DETAILS

3rd Ed.

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- Regulated Activities & Relationships
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ARIZONA REAL ESTATE LICENSE

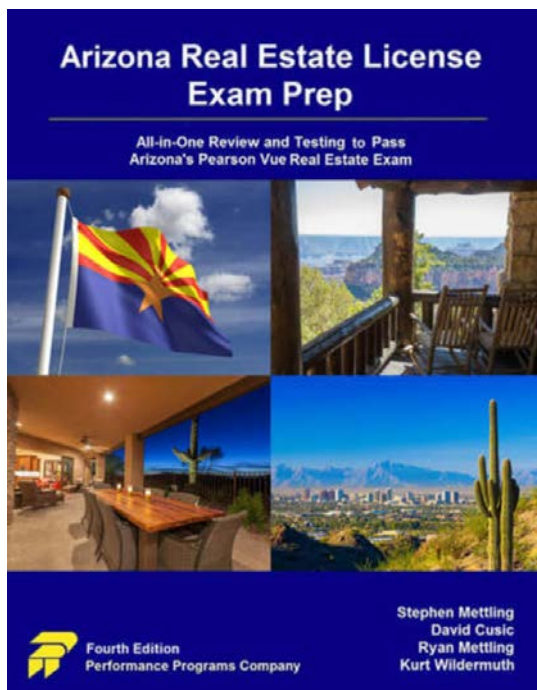
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS ARIZONA'S PEARSON VUE REAL ESTATE EXAM

AZ-RELEP is a modern learning tool designed to prepare real estate candidates to pass Arizona's Pearson Vue licensing exam. AZ-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Arizona and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Arizona-Specific Laws and Regulations Key Point Review (50 pages)
4. National Practice Tests (500 questions)
5. Arizona Practice Tests (125 questions)
6. Arizona Sample Exam (130 questions)



ARIZONA-SPECIFIC SECTIONS:

- Real Estate Law in Arizona
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- Land & Environmental Law
- Disclosure & Consumer Protection
- Regulated Activities & Relationships
- Arizona Finance & Taxation Practices
- Leasing and Property Management
- Other Related AZ Practices and Laws

DETAILS

4th Ed.

312 Pages

2020 copyright

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ARKANSAS

PRINCIPLES OF REAL ESTATE PRACTICE IN ARKANSAS

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

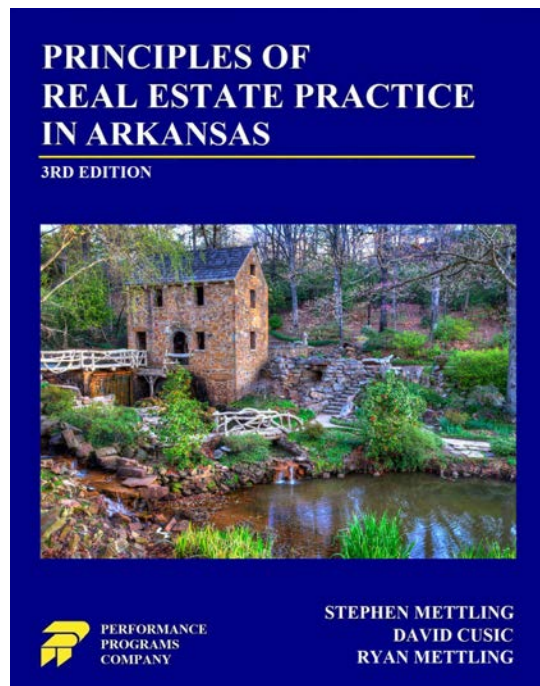
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Section II : Arkansas Principles, Practices & Laws

- The Arkansas Regulatory Environment
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- AR Brokerage Relationships & Disclosures
- Arkansas License Law Enforcement
- Other Arkansas Laws Affecting Practice



DETAILS

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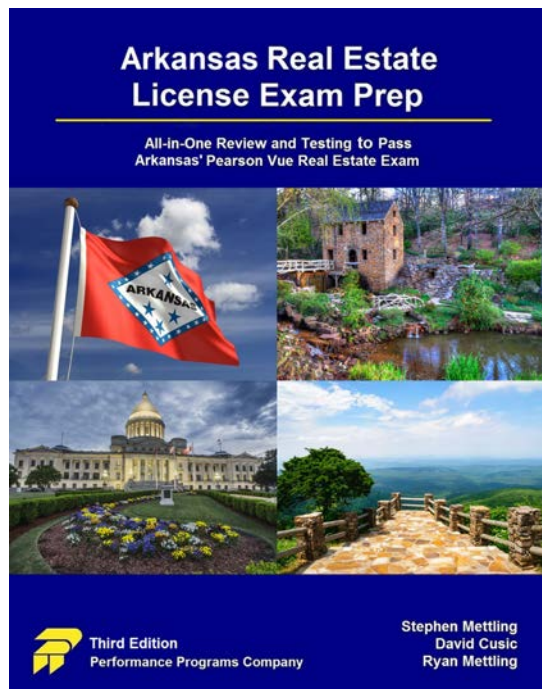
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS ARKANSAS' PEARSON VUE REAL ESTATE EXAM

AR-RELEP is a modern learning tool designed to prepare real estate candidates to pass Arkansas' Pearson Vue licensing exam. AR-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Arkansas and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Arkansas-Specific Laws and Regulations Key Point Review (28 pages)
4. National Practice Tests (500 questions)
5. Arkansas Practice Tests (100 questions)
6. Arkansas Sample Exam (100 questions)



ARKANSAS-SPECIFIC SECTIONS:

- The Arkansas Regulatory Environment
- Arkansas Licensing Regulation
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- AR Brokerage Relationships & Disclosures
- Arkansas License Law Enforcement
- Other Arkansas Laws Affecting Practice

DETAILS

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CALIFORNIA

CALIFORNIA REAL ESTATE LICENSE

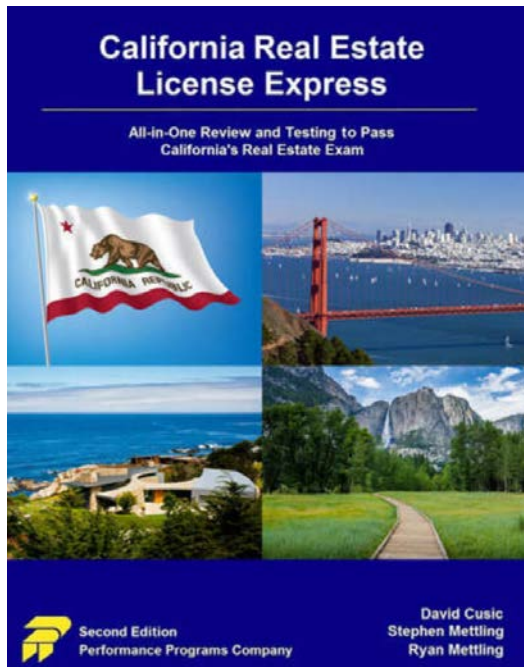
EXPRESS:

ALL-IN-ONE REVIEW AND TESTING TO PASS CALIFORNIA'S REAL ESTATE EXAM

CA-RELE is a modern learning tool designed to prepare real estate candidates to pass California's licensing exam. CA-RELE contains six different sections to provide the knowledge and practice necessary to succeed with both California and national questions.

FEATURES

1. General Principles & Laws Key Point Review (60 pages)
2. California-Specific Principles & Laws Key Point Review (56 pages)
3. Real Estate Math Key Formula Review & Practice (17 pages)
4. National Practice Tests (500 questions)
5. California Practice Tests (90 questions)
6. California Sample Exam (150 questions)



CALIFORNIA-SPECIFIC SECTIONS:

- Department of Real Estate
- Licensing Regulation
- California Agency & Fiduciary Relationships
- Brokerage Activities
- Ethics, Fair Housing and Standards of Conduct
- Escrow and Trust Accounts
- Agreements, Contracts & Title Transfers
- Special Topics

DETAILS

2nd Ed.

320 Pages

2020 copyright

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COLORADO

COLORADO REAL ESTATE LICENSE

EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS COLORADO'S PSI REAL ESTATE EXAM

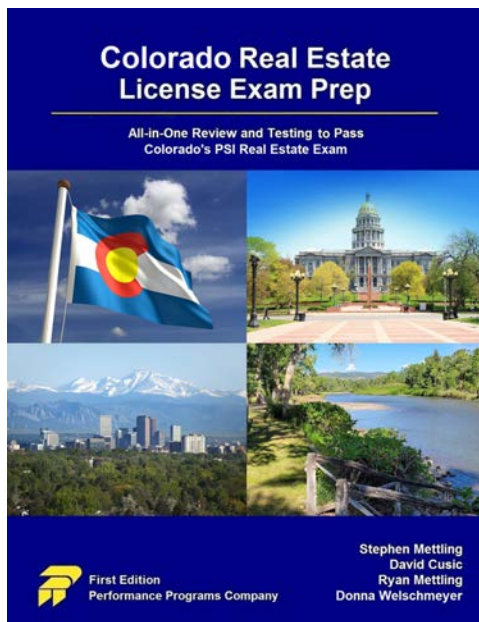
Colorado Real Estate License Exam Prep (CO-RELEP) is a 310-page modern learning tool designed to prepare real estate candidates to pass Colorado's PSI licensing exam. CO-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Colorado and national questions.

FEATURES

1. National Principles & Laws Key Point Review (60 pages)
2. Colorado-Specific Principles & Laws Key Point Review (44 pages)
3. Real Estate Math Key Formula Review & Practice (17 pages)
4. National Practice Tests (500 questions)
5. Colorado Practice Tests (140 questions)
6. Colorado Sample Exam (115 questions)

COLORADO-SPECIFIC SECTIONS:

- The Colorado Regulatory Environment
- Colorado Licensing Requirements
- Regulation of Licensee Activities
- Record Keeping and Trust Accounts
- Colorado Brokerage Relationships
- Colorado Forms & Contracts
- Closing and Settlement
- Other Colorado Laws & Practices



DETAILS

1st Ed.

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ISBN-13 : 978-1955919166

CONNECTICUT

CONNECTICUT REAL ESTATE LICENSE

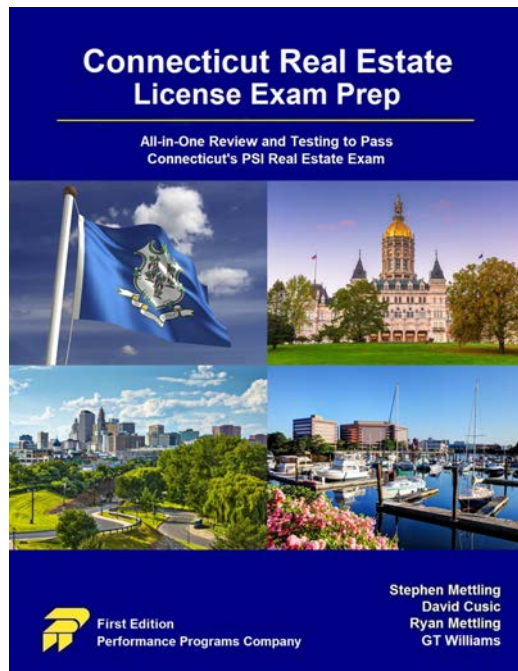
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS CONNECTICUT'S PSI REAL ESTATE EXAM

Connecticut Real Estate License Exam Prep (CT-RELEP) is a 280-page modern learning tool designed to prepare real estate candidates to pass Connecticut's PSI licensing exam. CT-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Connecticut and national questions.

FEATURES

1. National Principles & Laws Key Point Review (60 pages)
2. Connecticut-Specific Principles & Laws Key Point Review (30 pages)
3. Real Estate Math Key Formula Review & Practice (17 pages)
4. National Practice Tests (500 questions)
5. Connecticut Practice Tests (110 questions)
6. Connecticut Sample Exam (100 questions)



CONNECTICUT-SPECIFIC SECTIONS:

- The Connecticut Real Estate Commission
- Connecticut Real Estate Licensing
- Regulation of Licensee Practices
- Connecticut Real Estate Agency
- Connecticut-Specific Real Estate Practices

DETAILS

1st Ed.

282 Pages

2023 copyright

Retail Price: \$28.95

ISBN-10 : 1955919283

ISBN-13 : 978-1955919289

FLORIDA

PRINCIPLES OF REAL ESTATE PRACTICE IN FLORIDA

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 for the FREC 1 sales associate prelicense course. Complies with the new FREC 1 outline effective 1/1/2023.

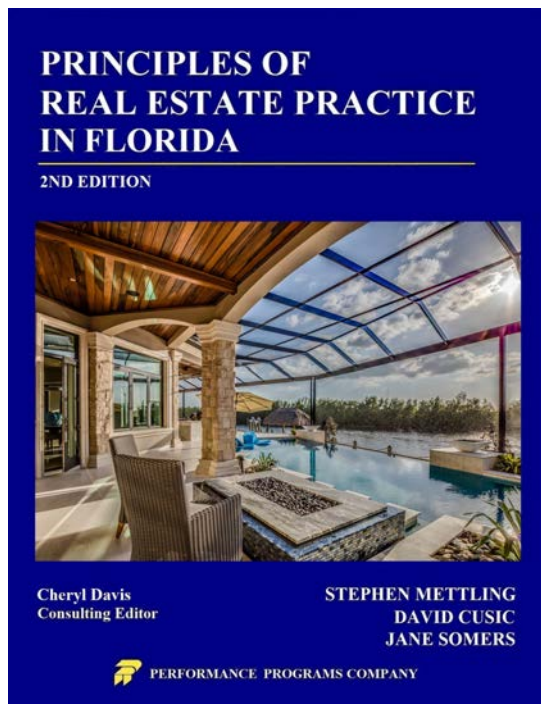


TABLE OF CONTENTS

- The Real Estate Business
- Real Estate License Law and Qualifications for Licensure
- Real Estate License Law & 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 & 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

DETAILS

2nd Ed.

541 Pages

2022 copyright

Retail Price: \$44.95

ISBN-10 : 1955919224

ISBN-13 : 978-1955919227

FLORIDA REAL ESTATE LICENSE

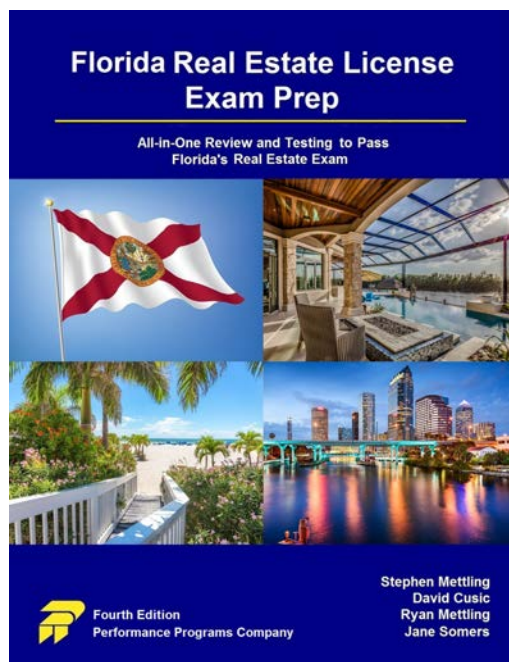
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS FLORIDA'S REAL ESTATE EXAM

FL-RELEP is a modern learning tool designed to prepare real estate candidates to pass Florida's licensing exam. FL-RELEP has comprehensive yet concise content and questions covering national principles, math, and Florida law in the same order as the 50-page promulgated FREC 1 outline (effective 1/1/23).

FEATURES

1. Florida Practices & Law Key Point Review in the same 19 sections as the FREC 1 prelicense course (80 pages)
2. Real Estate Math Key Formula Review & Practice (20 pages)
3. 20 Practice Tests covering Florida and National Content in FREC 1 order (585 questions with explanations)
4. Florida License Exam Simulation (100 questions with explanations)



FL-SPECIFIC SECTIONS:

- The Real Estate Business
- Real Estate License Law and Qualifications for Licensure
- Real Estate License Law & 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 & 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

DETAILS

4th Ed.
266 Pages
2023 copyright
Retail Price: \$26.95
ISBN-10 : 1955919267
ISBN-13 : 978-1955919265

FLORIDA REAL ESTATE POSTLICENSING FOR SALES ASSOCIATES

FREPSA is an applied principles coursebook for newly-licensed sales associates beginning their real estate careers in Florida. It is designed to satisfy your one-time postlicense requirement as a sales associate actively practicing real estate in Florida. FREPSA is used with approved sales associate postlicensing courses throughout Florida.

FEATURES

- 330 pages of comprehensive coverage of Florida postlicensing topics
- Available in printed, PDF, Word, ePub formats
- Comprehensive 360 slide PowerPoint Presentation
- FREC required learning objectives and timed outline
- Section review questions
- Practice exam

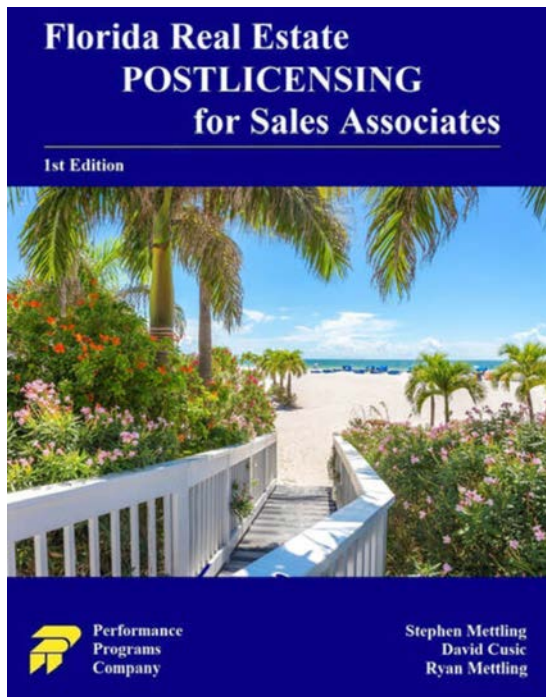


TABLE OF CONTENTS

- Real Estate Specializations
- Florida License Law Review
- Florida Brokerage Relationships Review
- Property Disclosures & Professional Practices
- Brokerage Practice Regulations
- Fair Housing and Landlord-Tenant Laws
- Condos, Co-ops, Timeshares, HOAs, CDDs
- Foreclosures and Short Sales
- Real Estate Market Economics
- Estimating Property Value
- Real Property Investment Analysis
- Property Insurance
- Risk Management
- Property Management
- Construction Terminology
- Elements of the Listing Process
- Inside the Sales Contract
- Real Estate Mathematics

DETAILS

1st Ed.

328 Pages

2020 copyright

Retail Price: \$34.95

ISBN-10 : 0915777622

ISBN-13 : 978-0915777624

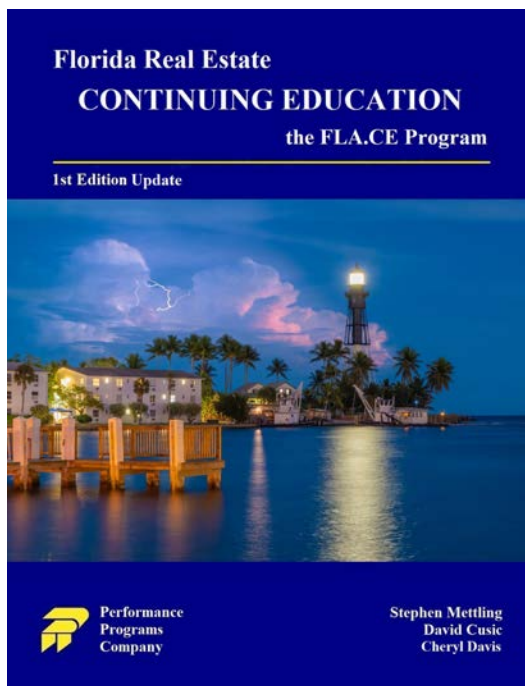
FLORIDA REAL ESTATE CONTINUING EDUCATION: THE FLA.CE PROGRAM

FLA.CE is specifically designed for Florida real estate licensees and for their fulfillment of Florida's real estate continuing education requirements. As such, the course carefully complies with FREC requirements and specification for content coverage, organization length, format, and final examinations.

FEATURES

- 185 pages of comprehensive coverage of Florida continuing education topics
- 3 hours of core law, 3 hours of business ethics and 8 hours specialty credit (Table of Contents below)
- Available in printed, PDF, Word, ePub formats
- FREC required learning objectives and timed outline
- Section review questions
- Interactive Exercises
- 5 Course Final Examinations

TABLE OF CONTENTS



- CORE LAW (Hours 1-3)
- Unit 1: License Law and Regulations Update
- Unit 2: Brokerage Relationships & Licensee Disclosures
- Unit 3: Brokerage Operations Regulation
- BUSINESS ETHICS & PRACTICES (Hours 4-6)
- Unit 4: Professional Practices & Realtors® Code of Ethics, Part I
- Unit 5: Realtors® Code of Ethics, Part II
- Unit 6: Realtors® Code of Ethics, Part III
- SPECIALTY TOPICS (Hours 7-14)
- Unit 7: Fair Housing, Antitrust, & Other Anti-Discrimination Laws
- Unit 8: Property Management and Landlord-Tenant Relations
- Unit 9: Risk Management
- Unit 10: Homeowners Insurance and Flood Insurance
- Unit 11: RE Economics & Valuation
- Unit 12: Analysis of Capital Gain & Cash Flow
- Unit 13: Florida Sales Contracts
- Unit 14: Pre-closing and Closing

DETAILS

1st Ed. Update
188 Pages
2023 copyright
Retail Price: \$26.95
ISBN-10 : 0915777746
ISBN-13 : 978-0915777747

GEORGIA

PRINCIPLES OF REAL ESTATE PRACTICE IN GEORGIA

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

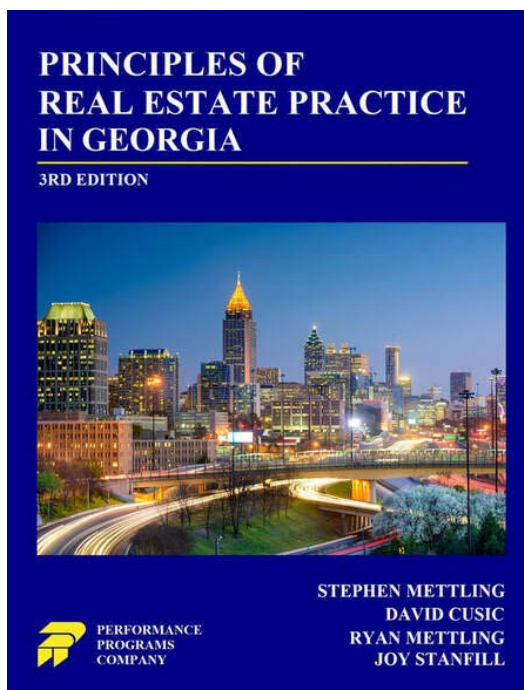
TABLE OF CONTENTS

Section I: National Principles and Practices

- The Real Estate Business
- Rights in Real Estate
- Interests and Estates
- Ownership
- Encumbrances and Liens
- Transferring and Recording Title
- 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
- Risk Management
- Property Management
- Real Estate Mathematics

Section II : Georgia Principles, Practices & Laws

- Georgia Licensing Regulation & Enforcement
- Georgia Brokerage Regulation
- Other Georgia Laws



DETAILS

3rd Ed.

590 Pages

2023 copyright

Retail Price: \$46.95

ISBN-10 : 1955919526

ISBN-13 : 978-1955919524

GEORGIA REAL ESTATE LICENSE

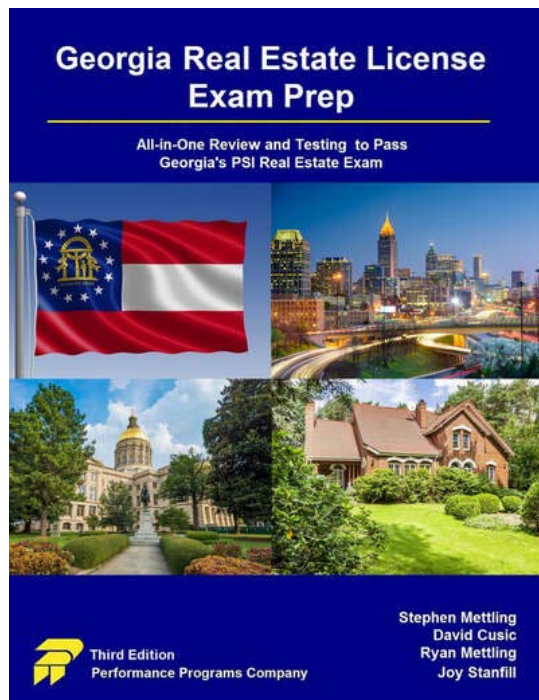
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS GEORGIA'S PSI REAL ESTATE EXAM

GA-RELEP is a modern learning tool designed to prepare real estate candidates to pass Georgia's PSI licensing exam. GA-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Georgia and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Georgia-Specific Laws and Regulations Key Point Review (35 pages)
4. National Practice Tests (500 questions)
5. Georgia Practice Tests (125 questions)
6. Georgia Sample Exam (100 questions)



GEORGIA-SPECIFIC SECTIONS:

- Definitions
- The Real Estate Commission
- Licensing Regulation
- Disciplinary Actions
- Violations, Sanctions, Unfair Trade
- Brokerage Relationships & Disclosures
- Management Responsibilities of RE Firms
- Managing Trust Accounts
- Advertising
- Handling Transactions
- Other Real Estate Related Georgia Laws

DETAILS

3rd Ed.

302 Pages

2023 copyright

Retail Price: \$28.95

ISBN-10 : 1955919534

ISBN-13 : 978-1955919531

GEORGIA REAL ESTATE POSTLICENSING FOR SALESPERSONS

GAP is a 25-hour review and applied principles coursebook for newly-licensed salespersons beginning their real estate careers in Georgia. It is designed to satisfy your one-time postlicense requirement as a salesperson actively practicing real estate in Georgia. Georgia Real Estate Postlicensing for Salespersons is used with approved salesperson postlicensing courses throughout Georgia.

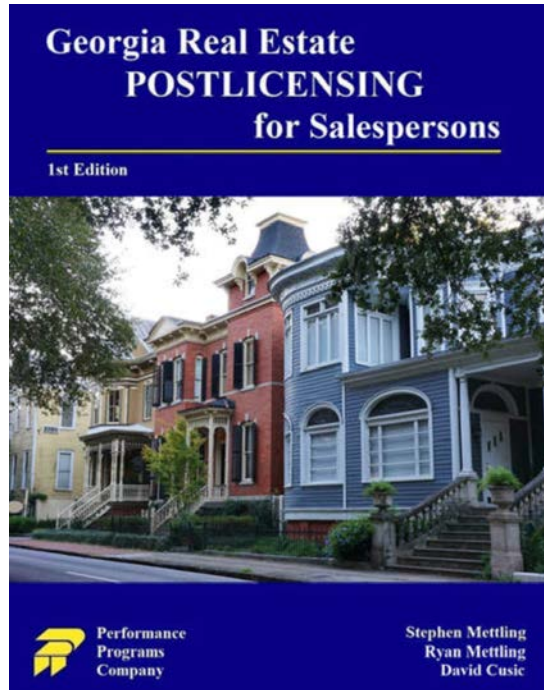


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Section I: The Regulatory Environment

- The Georgia Real Estate Commission
- Fair Housing, ADA and Antitrust Laws
- Georgia Residential Mortgage Fraud

Section II: Brokerage Firm Operation & Regulation

- Management Responsibilities of the Brokerage Firm
- Broker-Salesperson Relationship; Unlicensed Assistants
- Advertising Regulation
- General Officing Rules and Policies
- Trust Accounts and Handling Trust Funds

Section III Managing the Transaction

- The Listing and Selling Process
- BRRETA Relationships
- Property & Environmental Disclosures
- Financial Qualification
- Pricing Residential Property
- Transaction Contracts
- Offers, Counteroffers and Acceptance; Document Handling
- Pre-closing and Closing Activities; TRID
- Homeowners and Flood Insurance Requirements
- Foreclosures and Short Sales

Section IV: Professional Practices

- NAR Code of Ethics
- Risk Management
- Safety Precautions

DETAILS

1st Ed.

231 Pages

2021 copyright

Retail Price: \$29.95

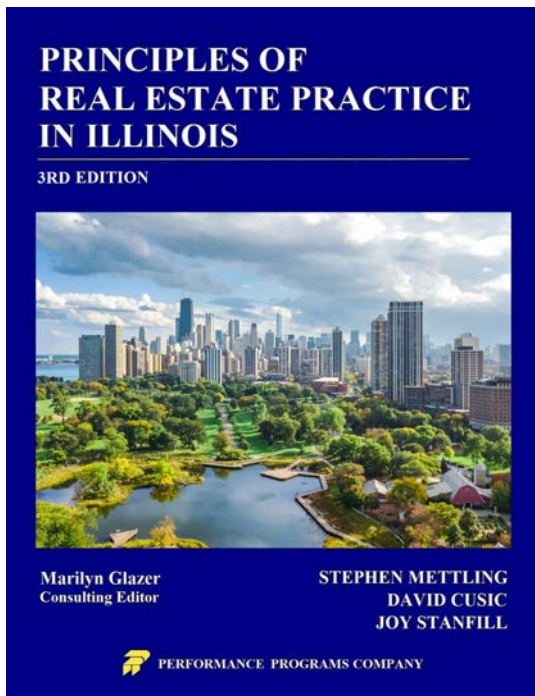
ISBN-10 : 1955919100

ISBN-13 : 978-1955919104

ILLINOIS

PRINCIPLES OF REAL ESTATE PRACTICE IN ILLINOIS

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



DETAILS

3rd Ed.
602 Pages
2022 copyright
Retail Price: \$46.95
ISBN-10 : 1955919186
ISBN-13 : 978-1955919180

TABLE OF CONTENTS

Section I: National Principles and Practices

- The Real Estate Business
- Rights in Real Estate
- Interests and Estates
- Ownership
- Encumbrances and Liens
- Transferring and Recording Title
- 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

Section II: Illinois Principles, Practices & Laws

- Illinois Licensing Regulation
- Acquiring & Maintaining a License
- Regulation of Business Practice
- Agency Relationships
- Disciplinary Rules and Procedures
- Other Illinois Laws and Practices

ILLINOIS 15-HOUR APPLIED REAL ESTATE PRINCIPLES COURSE: AN INTERACTIVE PRACTICUM FOR BROKERS

Illinois 15-Hour Applied Real Estate Principles Course (AREP) is 15-hour review and applied principles coursebook for brokers beginning their real estate careers in Illinois. It is meant to be used along with Principles of Real Estate Practice in Illinois to complete your 75-hour broker prelicense requirement. Our AREP course contains six chapters. Each chapter begins with an informative text narrative summarizing key points of required content. Subsequently, participants will be given interactive quiz questions and a variety of interactive case study demonstrations, “what if” case studies, and situational case study examples. Students will be required to participate by answering problem-solving questions and situations.

Features of Illinois 15-Hour Applied Real Estate Principles Course:

- 115 pages of comprehensive coverage of Illinois applied real estate principles topics as required by IDFPR
- Check Your Understanding Challenges for each chapter
- Interactive Exercises (16 in total)
- IDFPR required learning objectives and timed outline
- Section review questions

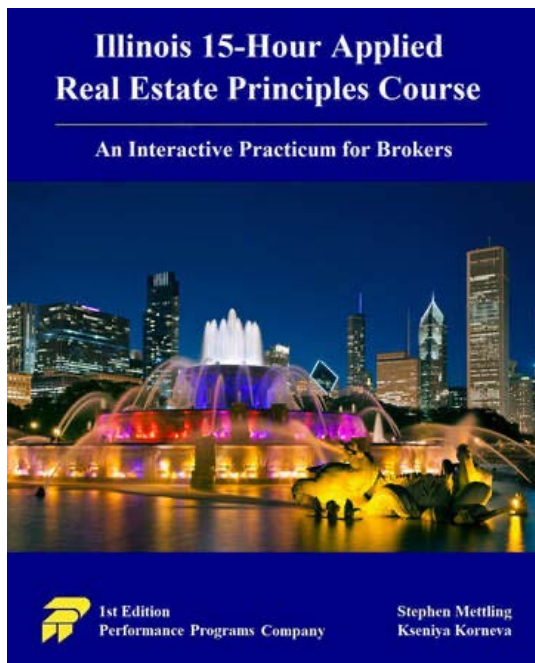


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- The Listing and Selling Process
- Agency and Disclosure Issues
- Fair Housing, Antitrust, & Other Anti-Discrimination Laws
- Sales Contracts and Trust Funds
- Estimating Market Value
- Other Laws & Regulations Affecting Brokerage Functions

DETAILS

1st Ed.

115 Pages

2020 copyright

Retail Price: \$24.95

ISBN-10 : 091577769X

ISBN-13 : 978-0915777693

ILLINOIS REAL ESTATE LICENSE

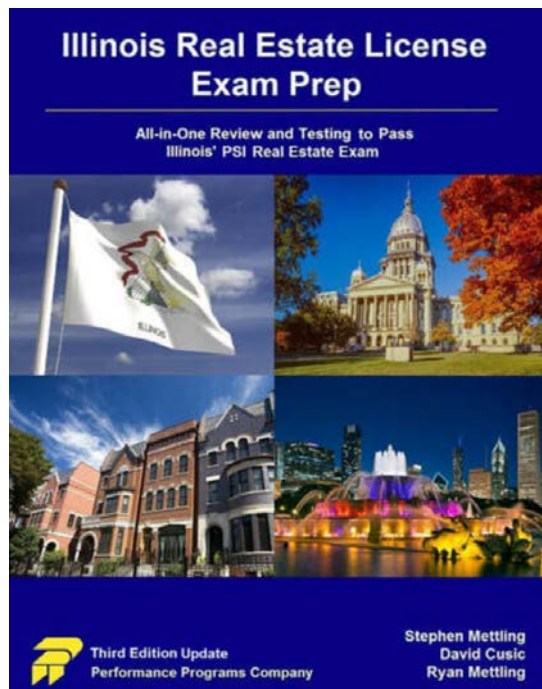
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS ILLINOIS' PSI REAL ESTATE EXAM

IL-RELEP is a modern learning tool designed to prepare real estate candidates to pass Illinois' PSI licensing exam. IL-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Illinois and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Illinois-Specific Laws and Regulations Key Point Review (32 pages)
4. National Practice Tests (500 questions)
5. Illinois Practice Tests (125 questions)
6. Illinois Sample Exam (100 questions)



ILLINOIS-SPECIFIC SECTIONS:

- Illinois Licensing Regulation
- Acquiring & Maintaining a License
- Regulation of Business Practice
- Agency Relationships
- Disciplinary Rules and Procedures
- Other Illinois Laws and Practices

DETAILS

3rd Ed. Update

292 Pages

2021 copyright

Retail Price: \$28.95

ISBN-10 : 0915777665

ISBN-13 : 978-0915777662

INDIANA

PRINCIPLES OF REAL ESTATE PRACTICE IN INDIANA

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

Note: We will be releasing the 3rd Edition of Principles of Real Estate Practice in Indiana in 2024.

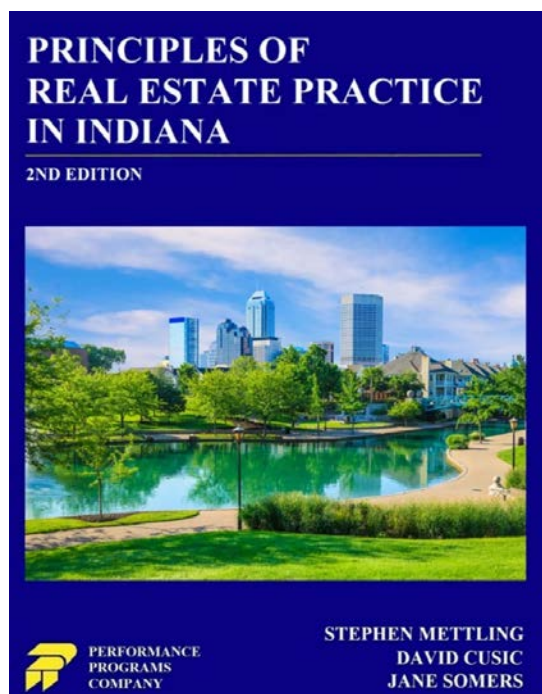
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- Leasing Essentials
- Land Use Planning and Control
- Legal Descriptions
- Fundamentals of Contract Law
- National Agency
- Listing Agreements: An Overview
- General Brokerage Practices
- Overview of Conveyance Contracts
- Real Estate Market Economics
- 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

Section II: Indiana Principles, Practices & Laws

- The Indiana Regulatory Environment
- Acquiring An Indiana Real Estate License
- Maintaining An Indiana License
- Indiana Agency Relationships
- Indiana Brokerage Practice Regulation
- Office Administration & Supervision
- Other Laws Affecting Indiana Practice
- Insurance, Warranties, Inspections
- Federal Income Tax Impacts



DETAILS

2nd Ed.
621 Pages
2019 copyright
Retail Price: \$46.95
ISBN-10 : 0915777339
ISBN-13 : 978-0915777334

INDIANA REAL ESTATE LICENSE

EXAM PREP:

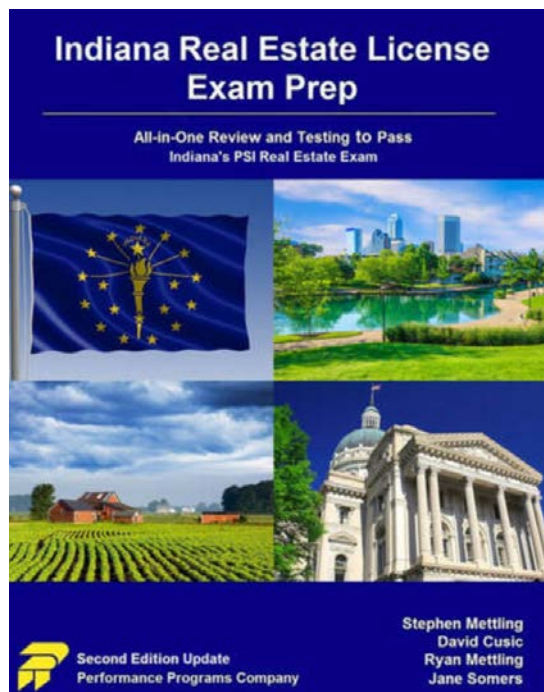
ALL-IN-ONE REVIEW AND TESTING TO PASS INDIANA'S PSI REAL ESTATE EXAM

IN-RELEP is a modern learning tool designed to prepare real estate candidates to pass Indiana's PSI licensing exam. IN-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Indiana and national questions.

Note: We will be releasing the 3rd Edition of Indiana Real Estate License Exam Prep in 2024.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Indiana-Specific Laws and Regulations Key Point Review (33 pages)
4. National Practice Tests (500 questions)
5. Indiana Practice Tests (125 questions)
6. Indiana Sample Exam (100 questions)



INDIANA-SPECIFIC SECTIONS:

- The Indiana Regulatory Environment
- Acquiring An Indiana Real Estate License
- Maintaining An Indiana License
- Indiana Agency Relationships
- Indiana Brokerage Practice Regulation
- Office Administration & Supervision
- Other Laws Affecting Indiana Practice
- Insurance, Warranties, Inspections
- Federal Income Tax Impacts

DETAILS

2nd Ed. Update

295 Pages

2020 copyright

Retail Price: \$28.95

ISBN-10 : 0915777355

ISBN-13 : 978-0915777358

KANSAS

KANSAS REAL ESTATE LICENSE

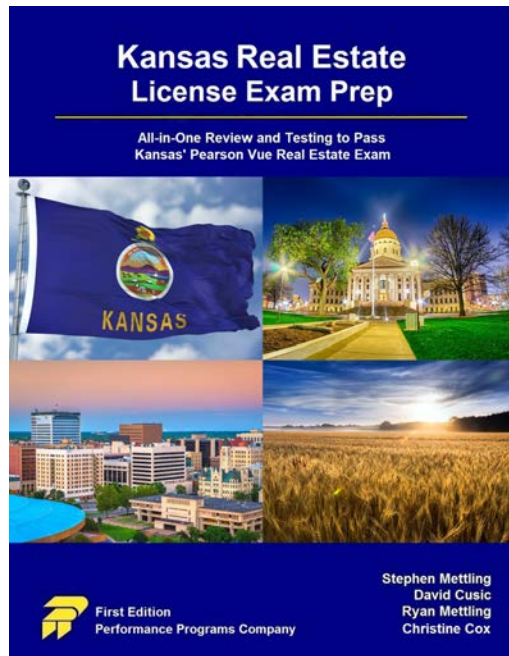
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS KANSAS' PEARSON VUE REAL ESTATE EXAM

Kansas Real Estate License Exam Prep (KS-RELEP) is a 280-page modern learning tool designed to prepare real estate candidates to pass Kansas' Pearson Vue licensing exam. KS-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Kansas and national questions.

FEATURES

1. National Principles & Laws Key Point Review (60 pages)
2. Kansas-Specific Principles & Laws Key Point Review (22 pages)
3. Real Estate Math Key Formula Review & Practice (17 pages)
4. National Practice Tests (500 questions)
5. Kansas Practice Tests (100 questions)
6. Kansas Sample Exam (100 questions)



KANSAS-SPECIFIC SECTIONS:

- Duties & Powers of Kansas Real Estate Commission
- Kansas Licensing Requirements
- Regulation of Licensee Activities in Kansas
- Kansas Prohibited Acts
- Kansas Brokerage Relationships in Real Estate Transactions Act (BRRETA)

DETAILS

1st Ed.

280 Pages

2023 copyright

Retail Price: \$28.95

ISBN-10 : 1955919402

ISBN-13 : 978-1955919401

KENTUCKY

KENTUCKY REAL ESTATE LICENSE

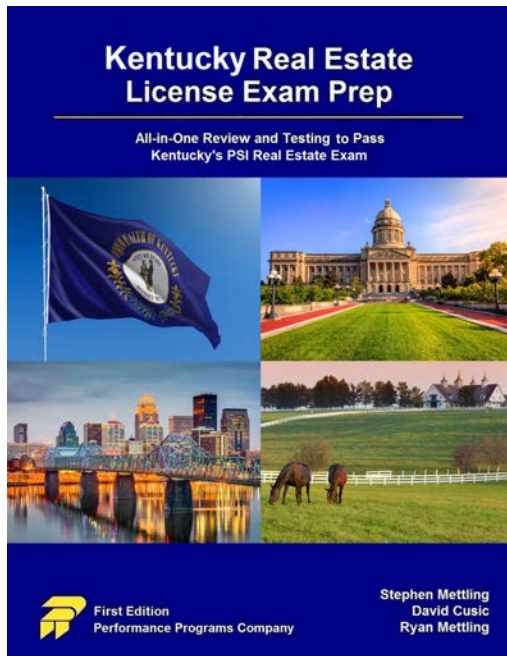
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS KENTUCKY'S PSI REAL ESTATE EXAM

Kentucky Real Estate License Exam Prep (KY-RELEP) is a 295-page modern learning tool designed to prepare real estate candidates to pass Kentucky's PSI licensing exam. KY-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Kentucky and national questions.

FEATURES

1. National Principles & Laws Key Point Review (60 pages)
2. Kentucky-Specific Principles & Laws Key Point Review (40 pages)
3. Real Estate Math Key Formula Review & Practice (17 pages)
4. National Practice Tests (500 questions)
5. Kentucky Practice Tests (120 questions)
6. Kentucky Sample Exam (100 questions)



KENTUCKY-SPECIFIC SECTIONS:

- The Kentucky Real Estate Commission
- Requirements for a Kentucky License
- Kentucky Brokerage Activities
- License Law Requirements for Kentucky Contracts
- Disclosures and Agency Issues
- Property Management and Other Kentucky Laws

DETAILS

1st Ed.

295 Pages

2022 copyright

Retail Price: \$28.95

ISBN-10 : 1955919208

ISBN-13 : 978-1955919203

LOUISIANA

LOUISIANA REAL ESTATE LICENSE

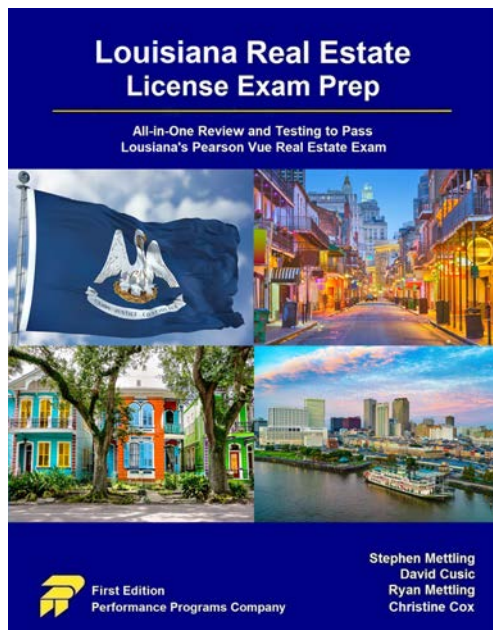
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS LOUISIANA'S PEARSON VUE REAL ESTATE EXAM

Louisiana Real Estate License Exam Prep (LA-RELEP) is a 290-page modern learning tool designed to prepare real estate candidates to pass Louisiana's licensing exam. LA-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Louisiana and national questions.

FEATURES

- National Principles & Laws Key Point Review (60 pages)
- Kentucky-Specific Principles & Laws Key Point Review (28 pages)
- Real Estate Math Key Formula Review & Practice (17 pages)
- National Practice Tests (500 questions)
- Louisiana Practice Tests (100 questions)
- Louisiana Sample Exam (100 questions)



LOUISIANA-SPECIFIC SECTIONS:

- Purpose, Structure and Powers of the Louisiana Real Estate Commission
- Louisiana Licensing Requirements
- Statutory Requirements Governing Louisiana Licensee Activities
- Louisiana Civil Law System
- Louisiana Law of Agency

DETAILS

1st Ed.

290 Pages

2024 copyright

Retail Price: \$28.95

ISBN-10 : 1955919658

ISBN-13 : 978-1955919654

MARYLAND

PRINCIPLES OF REAL ESTATE PRACTICE IN MARYLAND

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.

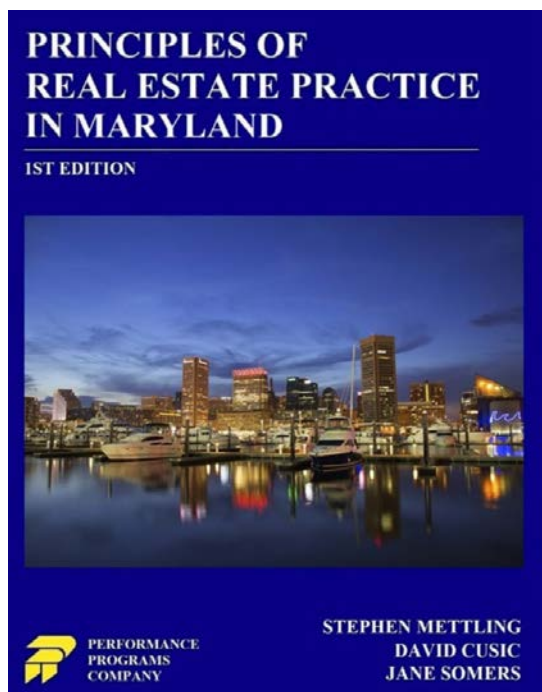
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- Encumbrances and Liens
- Transferring and Recording Title
- Leasing Essentials
- Land Use Planning and Control
- Legal Descriptions
- Fundamentals of Contract Law
- National Agency
- Listing Agreements: An Overview
- General Brokerage Practices
- 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

Section II: Maryland Principles, Practices & Laws

- 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



DETAILS

1st Ed.
604 Pages
2021 copyright
Retail Price: \$46.95
ISBN-10 : 0915777738
ISBN-13 : 978-0915777730

MARYLAND REAL ESTATE LICENSE

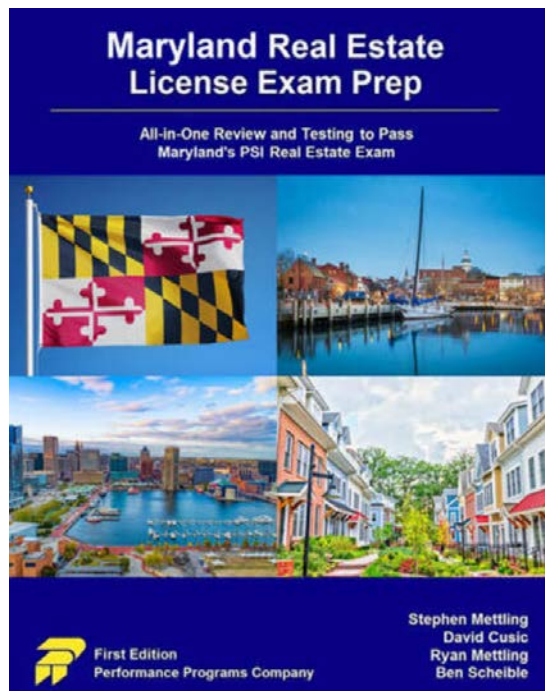
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS MARYLAND'S PSI REAL ESTATE EXAM

MD-RELEP is a modern learning tool designed to prepare real estate candidates to pass Maryland's PSI licensing exam. MD-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Maryland and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Maryland-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. Maryland Practice Tests (125 questions)
6. Maryland Sample Exam (100 questions)



MARYLAND-SPECIFIC SECTIONS:

- 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

DETAILS

1st Ed.

288 Pages

2020 copyright

Retail Price: \$28.95

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ISBN-13 : 978-0915777631

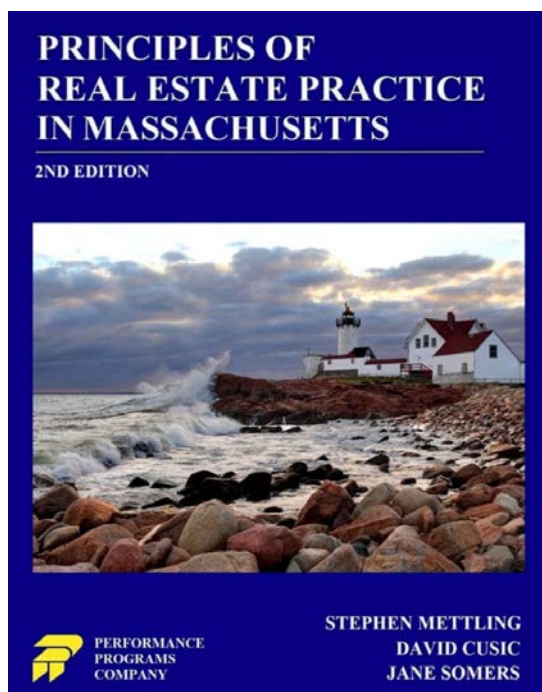
MASSACHUSETTS

PRINCIPLES OF REAL ESTATE PRACTICE IN

MASSACHUSETTS

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.

Note: We will be releasing the 3rd Edition of Principles of Real Estate Practice in Massachusetts in early 2024.



DETAILS

2nd Edition
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- Appraising and Estimating Market Value
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- MA Transaction-Related Issues
- MA Licensee Disclosures; Consumer Protection
- Massachusetts Agency
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- Environmental Concerns & Hazards
- MA Housing Regulations

MASSACHUSETTS REAL ESTATE LICENSE

EXAM PREP:

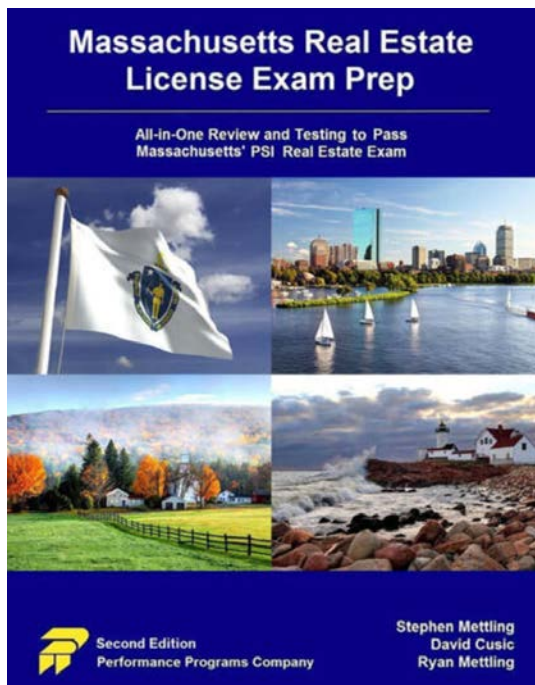
ALL-IN-ONE REVIEW AND TESTING TO PASS MASSACHUSETTS' PSI REAL ESTATE EXAM

MA-RELEP is a modern learning tool designed to prepare real estate candidates to pass Massachusetts' PSI licensing exam. MA-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Massachusetts and national questions.

Note: We will be releasing the 3rd Edition of Massachusetts Real Estate License Exam Prep in early 2024.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Massachusetts-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. Massachusetts Practice Tests (125 questions)
6. Massachusetts Sample Exam (100 questions)



MASSACHUSETTS-SPECIFIC SECTIONS:

- Massachusetts Licensing Regulation
- Requirements Governing MA Licensees
- MA Transaction-Related Issues
- MA Licensee Disclosures; Consumer Protection
- Massachusetts Agency
- MA Landlord-Tenant Relations
- Environmental Concerns & Hazards
- MA Housing Regulations

DETAILS

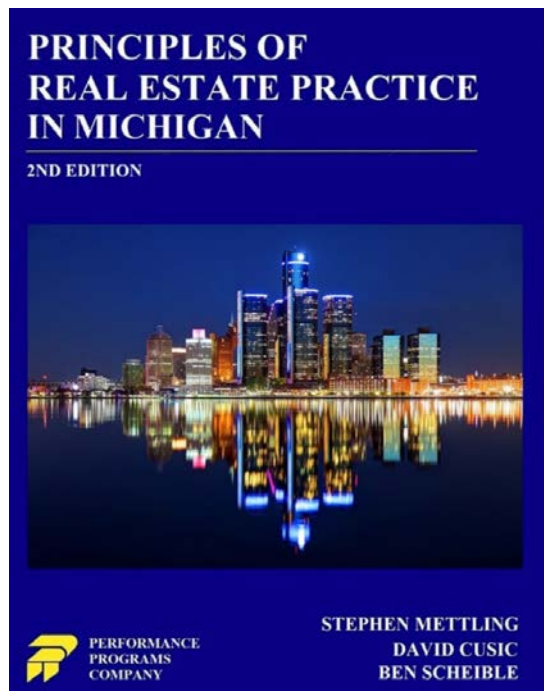
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MICHIGAN

PRINCIPLES OF REAL ESTATE PRACTICE IN MICHIGAN

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

Note: We will be releasing the 3rd Edition of Principles of Real Estate Practice in Michigan in 2024.



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- Overview of Licensing and Regulation
- Risk Management
- Property Management

Section II: Michigan Principles, Practices & Laws

- Michigan Licensing Regulation
- Rules Governing Licensees
- Contractual Relationships
- Housing Regulations
- Property-Related Disclosures
- Other Points of MI Law and Practice

MICHIGAN REAL ESTATE LICENSE

EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS MICHIGAN'S PSI REAL ESTATE EXAM

MI-RELEP is a modern learning tool designed to prepare real estate candidates to pass Michigan's PSI licensing exam. MI-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Michigan and national questions.

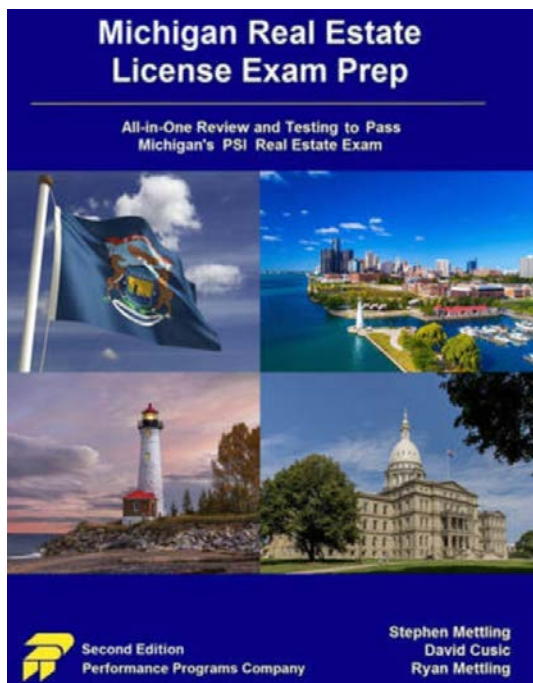
Note: We will be releasing Michigan Real Estate License Exam Prep 3rd Edition in 2024.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Michigan-Specific Laws and Regulations Key Point Review (22 pages)
4. National Practice Tests (500 questions)
5. Michigan Practice Tests (100 questions)
6. Michigan Sample Exam (100 questions)

MICHIGAN-SPECIFIC SECTIONS:

- Michigan Licensing Regulation
- Rules Governing Licensees
- Contractual Relationships
- Housing Regulations
- Property-Related Disclosures
- Other Points of MI Law and Practice



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MINNESOTA

MINNESOTA REAL ESTATE LICENSE

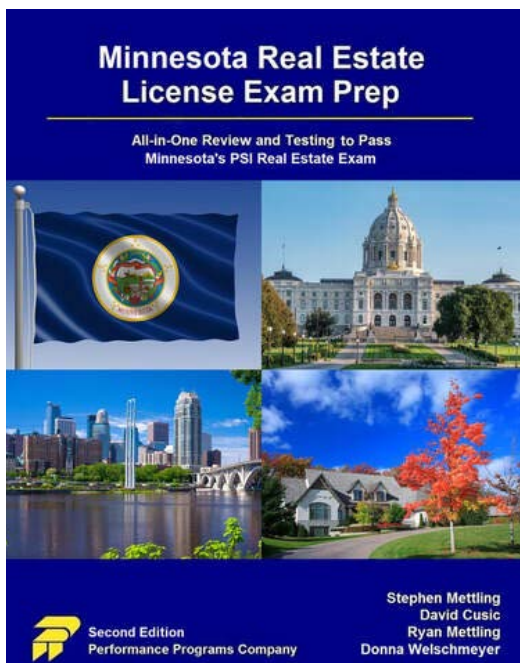
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS MINNESOTA'S PSI REAL ESTATE EXAM

MN-RELEP is a modern learning tool designed to prepare real estate candidates to pass Minnesota's PSI licensing exam. MN-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Minnesota and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Minnesota-Specific Laws and Regulations Key Point Review (27 pages)
4. National Practice Tests (500 questions)
5. Minnesota Practice Tests (125 questions)
6. Minnesota Sample Exam (100 questions)



MINNESOTA-SPECIFIC SECTIONS:

- MN Real Estate Brokerage License Law
- Minnesota Contracts and Disclosures
- Interests in Real Property Ownership
- MN Conveyance Procedures & Protection of Parties
- Financial Instruments, Obligations, Rights & Remedies

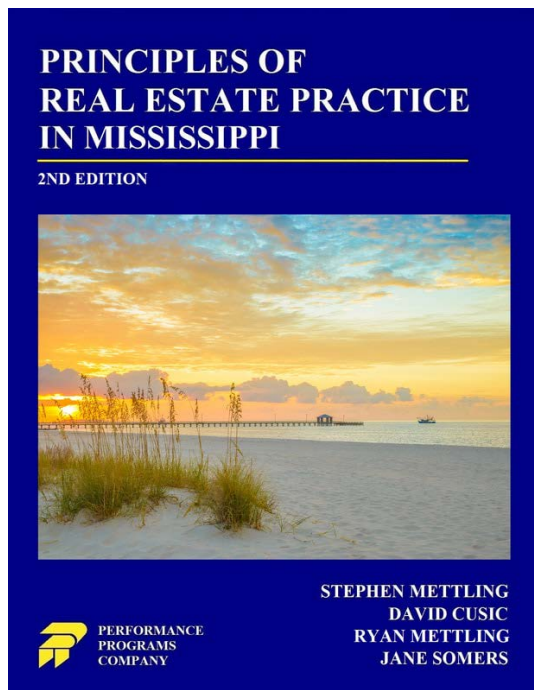
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MISSISSIPPI

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.



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TABLE OF CONTENTS

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MISSISSIPPI REAL ESTATE LICENSE

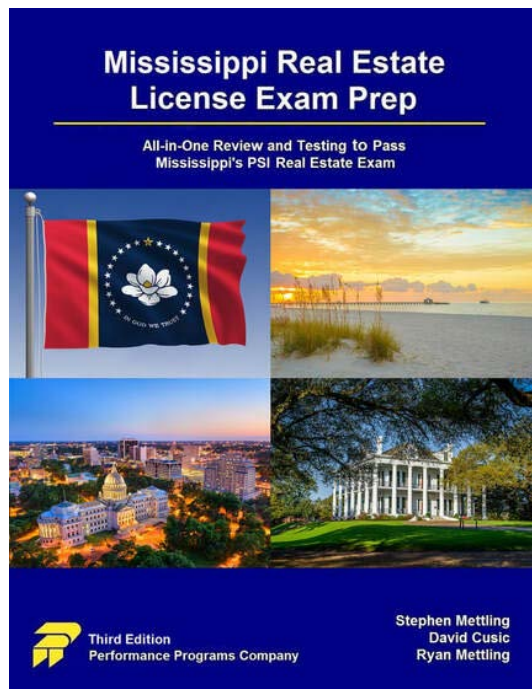
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS MISSISSIPPI'S PSI REAL ESTATE EXAM

MS-RELEP is a modern learning tool designed to prepare real estate candidates to pass Mississippi's PSI licensing exam. MS-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Mississippi and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Mississippi-Specific Laws and Regulations Key Point Review (24 pages)
4. National Practice Tests (500 questions)
5. Mississippi Practice Tests (100 questions)
6. Mississippi Sample Exam (100 questions)



MISSISSIPPI-SPECIFIC SECTIONS:

- 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

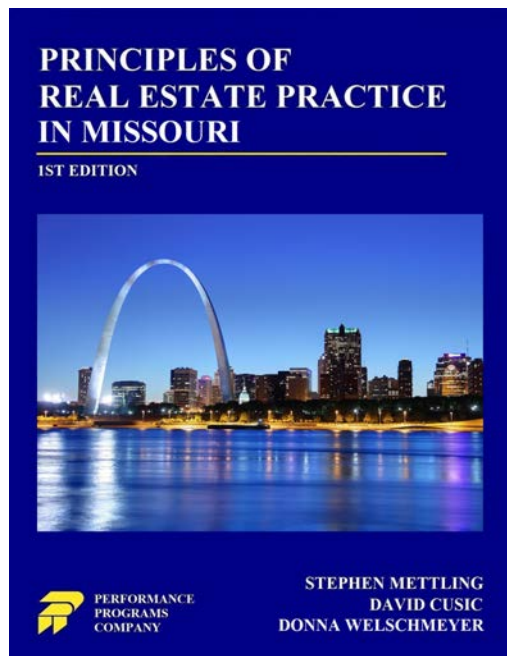
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MISSOURI

PRINCIPLES OF REAL ESTATE PRACTICE IN MISSOURI

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



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- The Missouri Regulatory Environment
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MISSOURI REAL ESTATE LICENSE

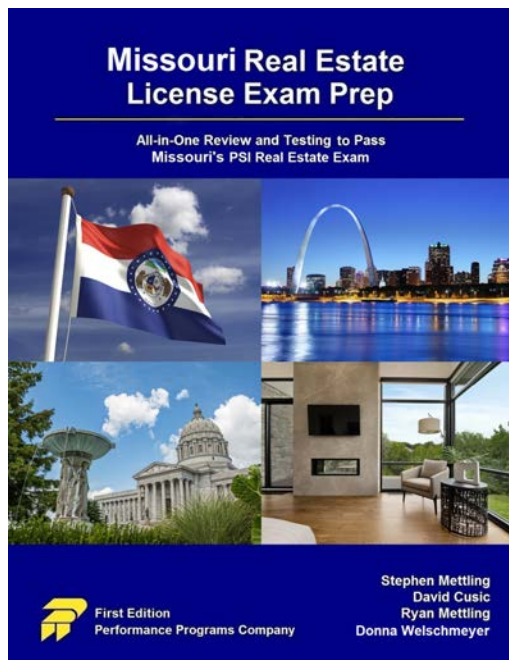
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS MISSOURI'S PSI REAL ESTATE EXAM

MO-RELEP is a modern learning tool designed to prepare real estate candidates to pass Missouri's PSI licensing exam. MO-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Missouri and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Missouri-Specific Laws and Regulations Key Point Review (24 pages)
4. National Practice Tests (500 questions)
5. Missouri Practice Tests (105 questions)
6. Missouri Sample Exam (100 questions)



MISSOURI-SPECIFIC SECTIONS:

- The Missouri Regulatory Environment
- Missouri Licenses
- Business Conduct and Practices
- Missouri Brokerage Relationships and Disclosure
- Other Missouri Laws and Practices

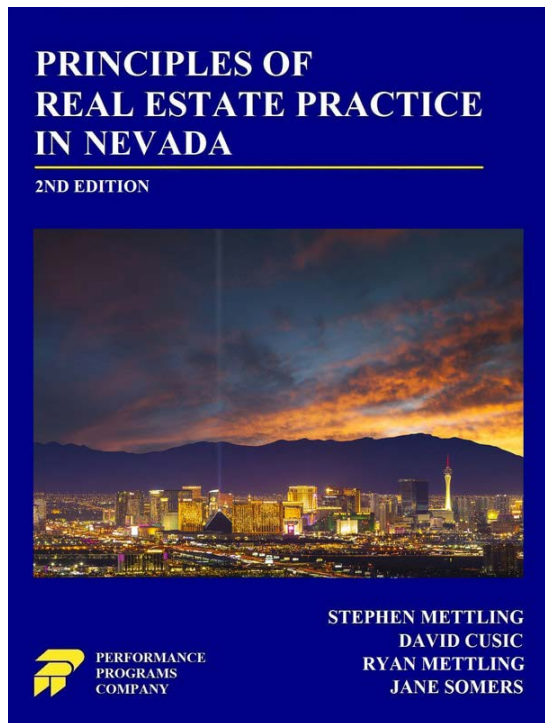
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NEVADA

PRINCIPLES OF REAL ESTATE PRACTICE IN NEVADA

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



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Section II: Nevada Principles, Practices & Laws

- Nevada License Law Administration
- Nevada License Requirements
- Agency in Nevada
- Brokerage Practices in Nevada
- Nevada Disclosure Requirements
- Nevada Real Estate Contracts
- Other Nevada Practices and Law

NEVADA 30-HOUR APPLIED REAL ESTATE PRACTICES COURSE: AN INTERACTIVE PROGRAM FOR SALESPERSONS

NVAP covers essential contract law, both national and Nevada-specific, and the laws of agency, likewise both national and specific to Nevada. In addition, and along related lines, the program presents a terse review of the issues defining and impacting the broker – sales associate relationship. The program ends with a comprehensive survey of risk management and how to manage risk minimization in your brokerage practice, particularly in contexts that impact contracts, agency, and activities within the brokerage.

Features of Nevada 30-Hour Applied Real Estate Practices Course:

- 180 pages of comprehensive coverage of Nevada applied real estate practices topics as required by the Nevada Commission
- Check Your Understanding Challenges for each chapter
- Interactive Exercises and sample contracts

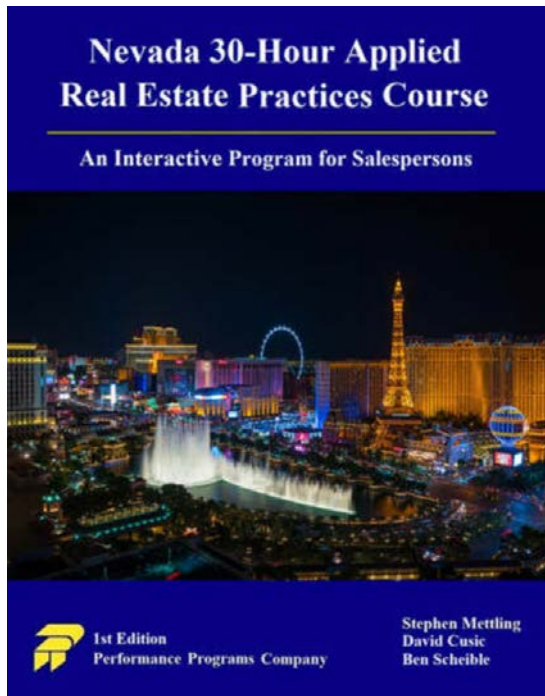


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- Applied Exercises: Contracts

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- Risk Management
- Progress Checkpoints: Agency
- Applied Exercises: Agency

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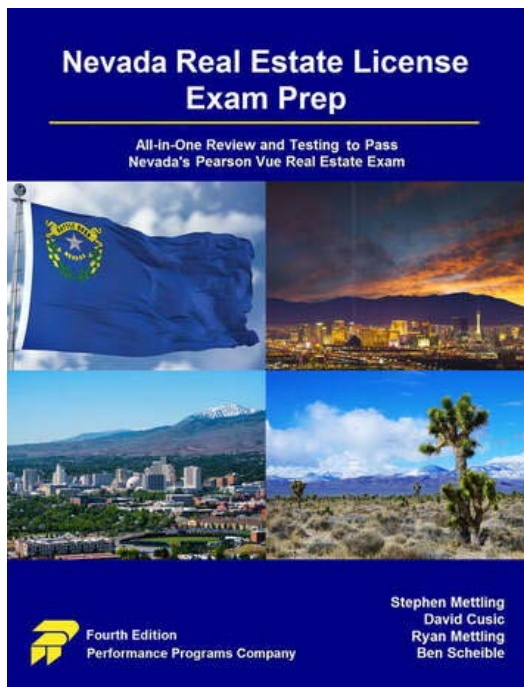
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS NEVADA'S PEARSON VUE REAL ESTATE EXAM

NV-RELEP is a modern learning tool designed to prepare real estate candidates to pass Nevada's Pearson Vue licensing exam. NV-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Nevada and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Nevada-Specific Laws and Regulations Key Point Review (20 pages)
4. National Practice Tests (500 questions)
5. Nevada Practice Tests (140 questions)
6. Nevada Simulation Exam (100 questions)



NEVADA-SPECIFIC SECTIONS:

- Commission/Division Duties & Powers
- Licensing Regulation
- Property Disclosures
- Record Keeping
- Contracts
- Advertising
- NV Agency & Brokerage
- Special Topics

DETAILS

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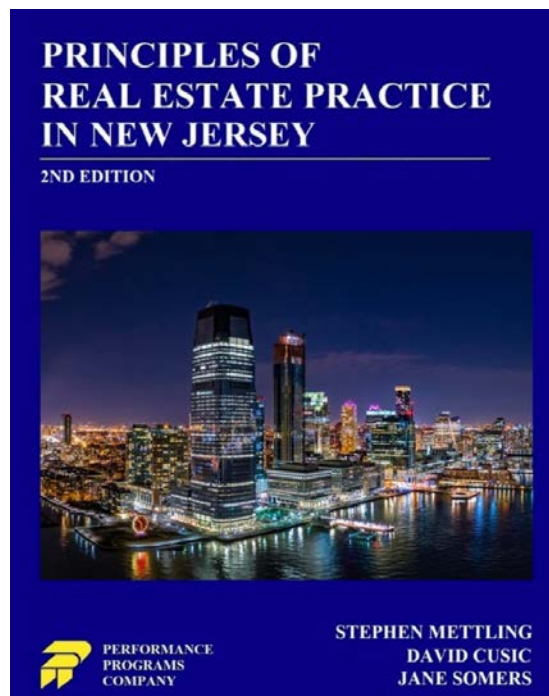
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NEW JERSEY

PRINCIPLES OF REAL ESTATE PRACTICE IN NEW JERSEY

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



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Section I: National Principles and Practices

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Section II: New Jersey Principles, Practices & Laws

- The New Jersey Regulatory Environment
- New Jersey Brokerage Regulations
- New Jersey Agency and Business Practices
- New Jersey Real Estate Contracts
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- Other New Jersey Laws and Practices

NEW JERSEY REAL ESTATE LICENSE

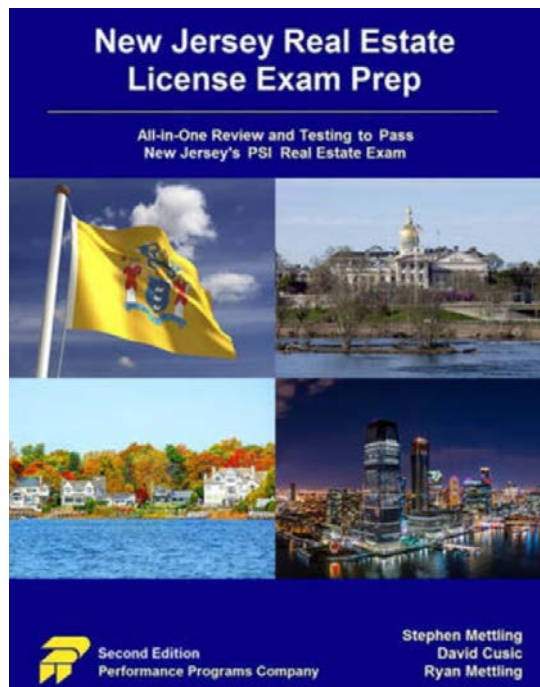
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS NEW JERSEY'S PSI REAL ESTATE EXAM

NJ-RELEP is a modern learning tool designed to prepare real estate candidates to pass New Jersey's PSI licensing exam. NJ-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both New Jersey and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. New Jersey-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. New Jersey Practice Tests (100 questions)
6. New Jersey Sample Exam (100 questions)



NEW JERSEY-SPECIFIC SECTIONS:

- The New Jersey Regulatory Environment
- New Jersey Brokerage Regulations
- New Jersey Agency and Business Practices
- New Jersey Real Estate Contracts
- New Jersey Housing Regulations
- Other New Jersey Laws and Practices

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NEW YORK

NEW YORK REAL ESTATE LICENSE

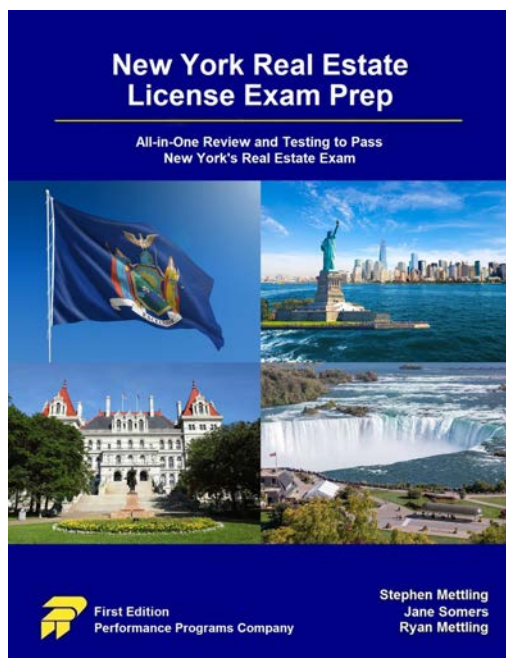
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS NEW YORK'S REAL ESTATE EXAM

NY-RELEP is a modern learning tool designed to prepare real estate candidates to pass New York's licensing exam. NY-RELEP has comprehensive yet concise content and questions covering New York principles & laws in the same order as the New York 77-hour salesperson prelicense course.

FEATURES

1. New York Practices & Law Key Point Review in the same presentation order as the New York salesperson prelicense course (100 pages)
2. Real Estate Math Key Formula Review & Practice (20 pages)
3. 22 Practice Tests (560 questions with explanations also in NY salesperson order)
4. New York License Examination Sample Test (100 questions with explanations)



NEW YORK-SPECIFIC SECTIONS:

- License Law and Regulations
- Law of Agency And Disclosure
- Estates and Interests
- Liens and Easements
- Deeds and Conveyances
- Title Closing and Costs
- Contract of Sale And Leases
- Real Estate Finance
- Land Use Regulations
- Construction and Environmental Issues
- Valuation Process and Pricing Properties
- Human Rights and Fair Housing
- Municipal Agencies
- Property Insurance
- Licensee Safety
- Taxes and Assessments
- Condominiums and Cooperatives
- Commercial and Investment Properties
- Income Tax Issues in Real Estate Transactions
- Mortgage Brokerage
- Property Management
- Real Estate Math

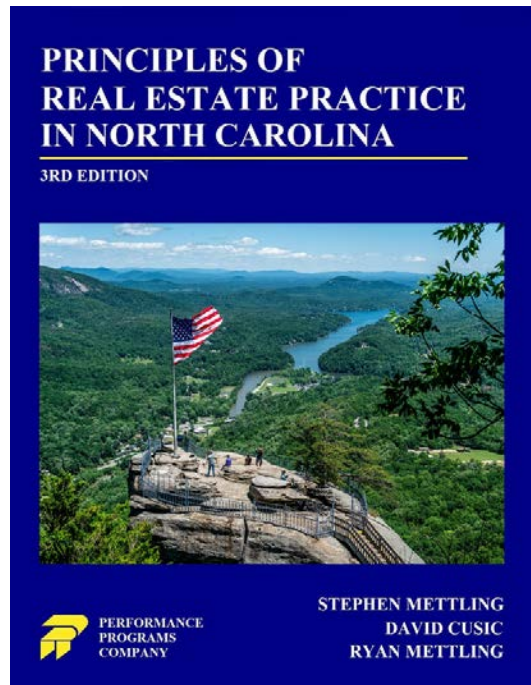
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NORTH CAROLINA

PRINCIPLES OF REAL ESTATE PRACTICE IN NORTH CAROLINA

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DETAILS

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- Real Estate Finance
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- Closings
- Risk Management
- Property Management
- Real Estate Mathematics

Section II : NC Principles, Practices & Laws

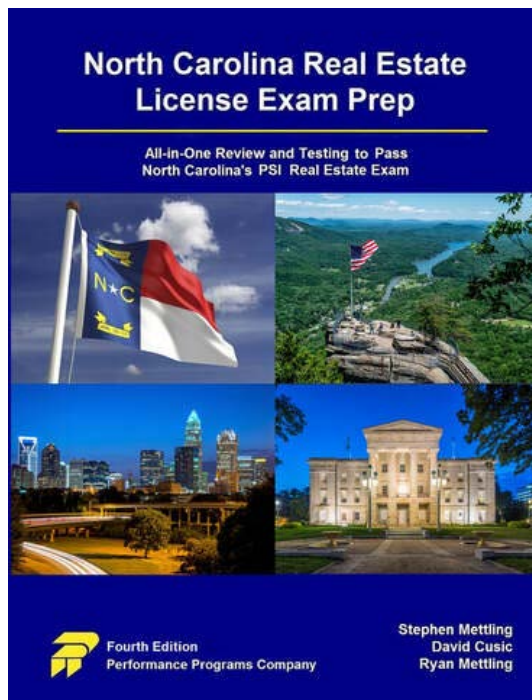
- North Carolina License Regulation
- North Carolina License Requirements
- NC License Status, Violations & Discipline
- North Carolina Agency Relationships
- NC Brokerage Practice Regulation
- North Carolina Sales Contracts
- North Carolina Property Management
- Property Insurance
- Other North Carolina Laws & Practices

NORTH CAROLINA REAL ESTATE LICENSE EXAM PREP: **ALL-IN-ONE REVIEW AND TESTING TO PASS NORTH CAROLINA'S PSI REAL ESTATE EXAM**

NC-RELEP is a modern learning tool designed to prepare real estate candidates to pass North Carolina's PSI licensing exam. NC-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both North Carolina and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. North Carolina-Specific Laws and Regulations Key Point Review (42 pages)
4. National Practice Tests (500 questions)
5. North Carolina Practice Tests (130 questions)
6. North Carolina Sample Exam (105 questions)



NORTH CAROLINA-SPECIFIC SECTIONS:

- North Carolina License Regulation
- North Carolina License Requirements
- NC License Status, Violations & Discipline
- North Carolina Agency Relationships
- NC Brokerage Practice Regulation
- North Carolina Sales Contracts
- North Carolina Property Management
- Property Insurance
- Other North Carolina Laws & Practices

DETAILS

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OKLAHOMA

OKLAHOMA REAL ESTATE LICENSE

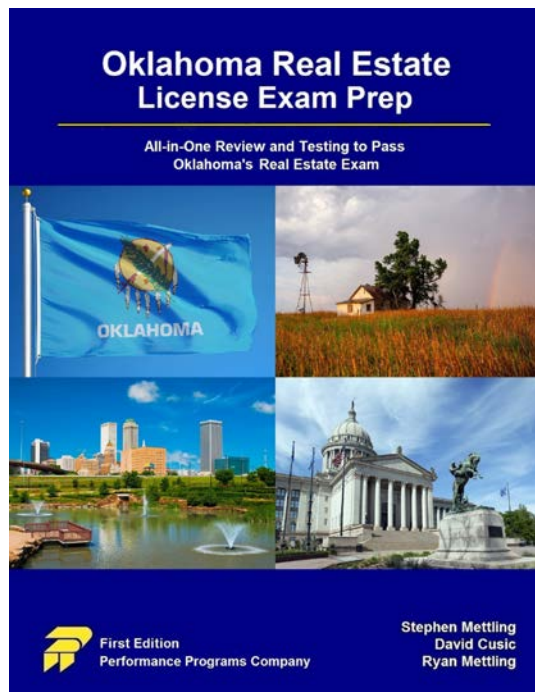
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS OKLAHOMA'S REAL ESTATE EXAM

OK-RELEP is a modern learning tool designed to prepare real estate candidates to pass Oklahoma's licensing exam. OK-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Oklahoma and national questions.

Features of Oklahoma Real Estate License Exam Prep (OK-RELEP):

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Oklahoma-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. Oklahoma Practice Tests (125 questions)
6. Oklahoma Sample Exam (100 questions)



OKLAHOMA-SPECIFIC SECTIONS:

- The Oklahoma Regulatory Environment
- Oklahoma Licensing
- Oklahoma Broker Relationship Act
- Regulation of Brokerage Practices
- Disclosures and Hazards
- Property Management

DETAILS

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OHIO

OHIO REAL ESTATE LICENSE

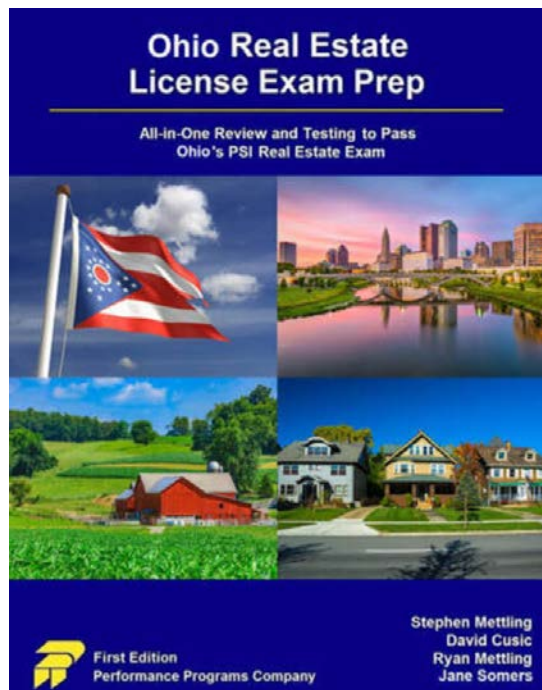
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS OHIO'S PSI REAL ESTATE EXAM

OH-RELEP is a modern learning tool designed to prepare real estate candidates to pass Ohio's PSI licensing exam. OH-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Ohio and national questions.

Features of Ohio Real Estate License Exam Prep (OH-RELEP):

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Ohio-Specific Laws and Regulations Key Point Review (37 pages)
4. National Practice Tests (500 questions)
5. Ohio Practice Tests (120 questions)
6. Ohio Sample Exam (100 questions)



OHIO-SPECIFIC SECTIONS:

- Ohio Regulatory Environment
- Ohio Licensing Requirements
- Regulation of Ohio Brokerage Activities
- Ohio Brokerage Relationships & Disclosures
- Other Ohio Laws and Practices

DETAILS

1st Ed.

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OREGON

OREGON REAL ESTATE LICENSE

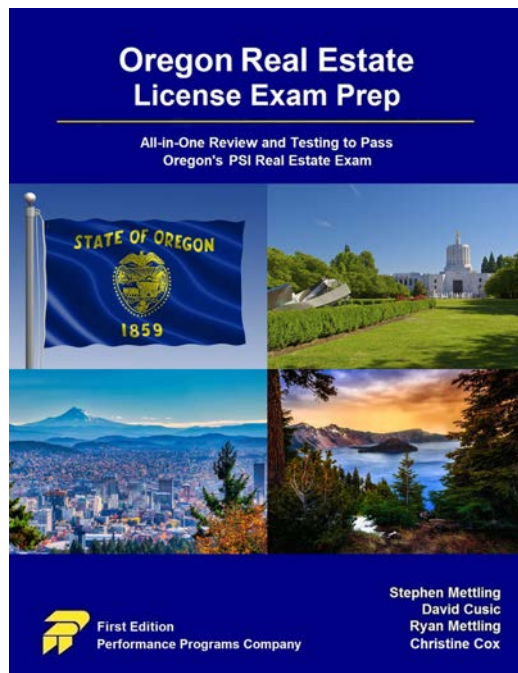
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS OREGON'S PSI REAL ESTATE EXAM

OR-RELEP is a modern learning tool designed to prepare real estate candidates to pass Oregon's PSI licensing exam. OR-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Oregon and national questions.

Features of Oregon Real Estate License Exam Prep (OR-RELEP):

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Oregon-Specific Laws and Regulations Key Point Review (35 pages)
4. National Practice Tests (500 questions)
5. Oregon Practice Tests (130 questions)
6. Oregon Sample Exam (100 questions)



OREGON-SPECIFIC SECTIONS:

- Oregon License Law & Disciplinary Measures
- Handling of Clients' Funds
- Oregon Agency Law and Rules
- Regulation of OR Broker Activities
- Document Handling & Recordkeeping
- Oregon Property Management
- Oregon Real Estate Related Studies

DETAILS

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PENNSYLVANIA

PENNSYLVANIA REAL ESTATE LICENSE

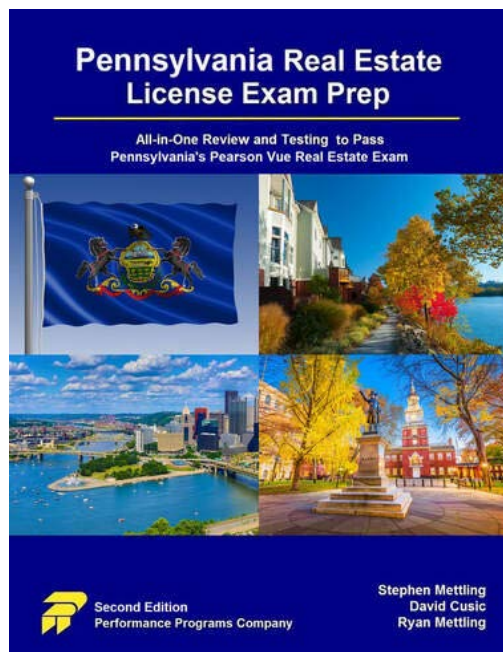
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS PENNSYLVANIA'S PEARSON VUE REAL ESTATE EXAM

PA-RELEP is a modern learning tool designed to prepare real estate candidates to pass Pennsylvania's Pearson Vue licensing exam. PA-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Pennsylvania and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Pennsylvania-Specific Laws and Regulations Key Point Review (25 pages)
4. National Practice Tests (500 questions)
5. Pennsylvania Practice Tests (125 questions)
6. Pennsylvania Sample Exam (100 questions)



PENNSYLVANIA-SPECIFIC SECTIONS:

- The Pennsylvania Regulatory Environment
- Pennsylvania Real Estate Licensure
- Regulation of Licensee Conduct & Practice
- Pennsylvania Agency, Agency Disclosure & Listings
- Related PA Laws & Practices

DETAILS

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RHODE ISLAND

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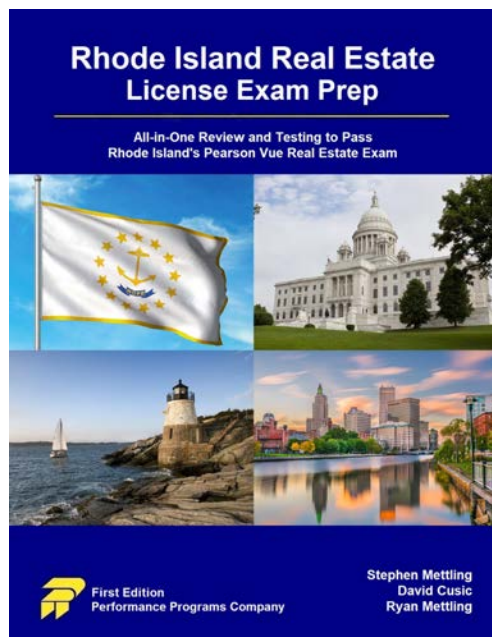
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS RHODE ISLAND'S PEARSON VUE REAL ESTATE EXAM

RI-RELEP is a modern learning tool designed to prepare real estate candidates to pass Rhode Island's Pearson Vue licensing exam. RI-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Rhode Island and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Rhode Island-Specific Laws and Regulations Key Point Review (38 pages)
4. National Practice Tests (500 questions)
5. Rhode Island Practice Tests (100 questions)
6. Rhode Island Sample Exam (100 questions)



RHODE ISLAND-SPECIFIC SECTIONS:

- Duties and Powers under Rhode Island Licensing Law
- Rhode Island Licensing Requirements
- Regulation of Rhode Island Licensee Activities
- Rhode Island Agency Practices
- Additional Rhode Island Laws and Practices

DETAILS

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289 Pages

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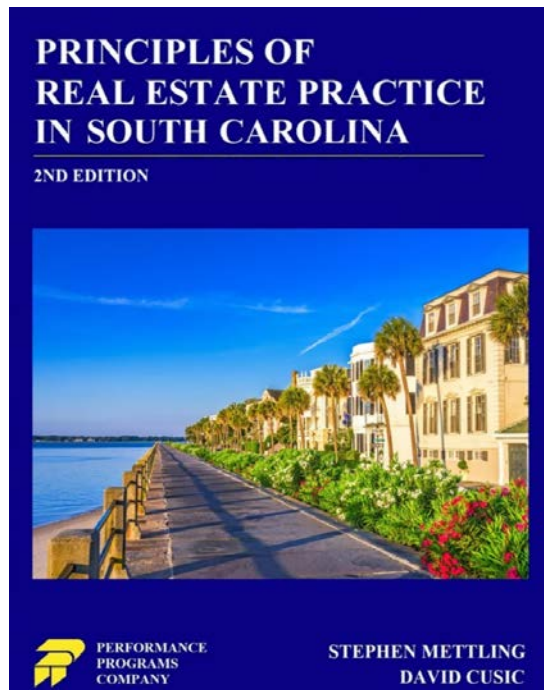
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ISBN-13 : 978-1955919302

SOUTH CAROLINA

PRINCIPLES OF REAL ESTATE PRACTICE IN SOUTH CAROLINA

Principles of Real Estate Practice in South Carolina contains the essentials of the national and South Carolina real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by South Carolina 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. It is designed to cover the 60-hour Unit I requirement.



DETAILS

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Section I: National Principles and Practices

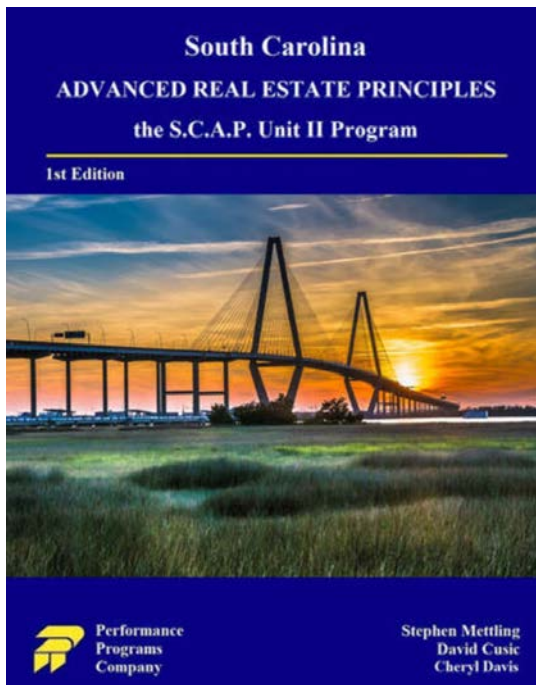
- The Real Estate Business
- Rights in Real Estate
- Interests and Estates
- Ownership
- Encumbrances and Liens
- Transferring and Recording Title
- Leasing Essentials
- Land Use Planning and Control
- Legal Descriptions
- Fundamentals of Contract Law
- National Agency
- Listing Agreements: An Overview
- 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

Section II : SC Principles, Practices & Laws

- South Carolina Licensing Environment
- South Carolina Regulation of Licensees
- South Carolina Brokerage Relationships and Agreements
- South Carolina Transaction Agreements
- Other South Carolina Laws and Practices

SOUTH CAROLINA ADVANCED REAL ESTATE PRINCIPLES: THE S.C.A.P. UNIT II PROGRAM

Taken as a whole, the South Carolina Advanced Real Estate Principles Program is designed to deepen the new licensee's understanding of how brokerage works in actual practice – and how it is supposed to be undertaken in view of today's standards of professionalism, ethics, and legal compliance. It is meant to be used along with Principles of Real Estate Practice in South Carolina to complete SC's 90-hour salesperson prelicense requirement.



DETAILS

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TABLE OF CONTENTS

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Unit 2: Property Disclosure
Unit 3: Other Brokerage Disclosures

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Unit 6: Purchase and Sale Agreements
Unit 7: Options-to-Buy Contracts
Unit 8: Contracts for Deed

Module C: Ethics and Real Estate

Unit 9: Fiduciary Duties
Unit 10: Trust Fund Handling
Unit 11: Regulatory Compliance
Unit 12: Professional Practices

Module D: Measurement and Valuation

Unit 13: Measuring Real Property
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Module E: Investments and Taxation

Unit 15: Essential Characteristics of Real Estate Investments
Unit 16: Investment Analysis of Non-income Property
Unit 17: Investment Analysis of Income Property
Unit 18: Investment Performance Analysis

SOUTH CAROLINA REAL ESTATE LICENSE

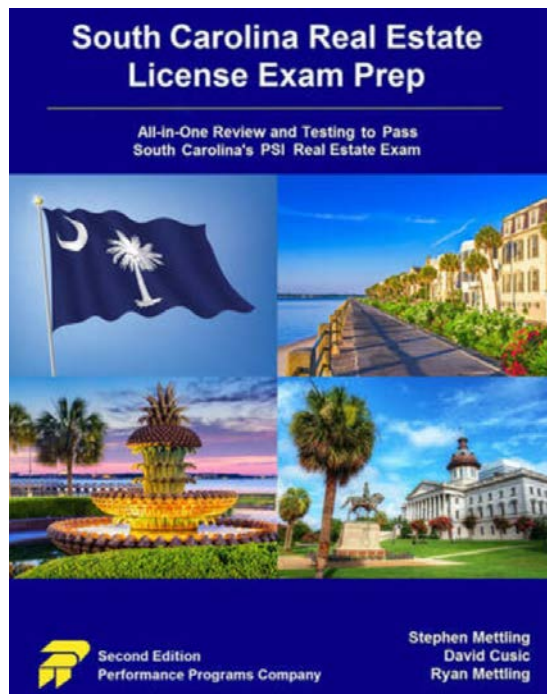
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS SOUTH CAROLINA'S PSI REAL ESTATE EXAM

SC-RELEP is a modern learning tool designed to prepare real estate candidates to pass South Carolina's PSI licensing exam. SC-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both South Carolina and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. South Carolina-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. South Carolina Practice Tests (125 questions)
6. South Carolina Sample Exam (100 questions)



SOUTH CAROLINA-SPECIFIC SECTIONS:

- South Carolina Licensing Environment
- South Carolina Regulation of Licensees
- South Carolina Brokerage Relationships and Agreements
- South Carolina Transaction Agreements
- Other South Carolina Laws and Practices

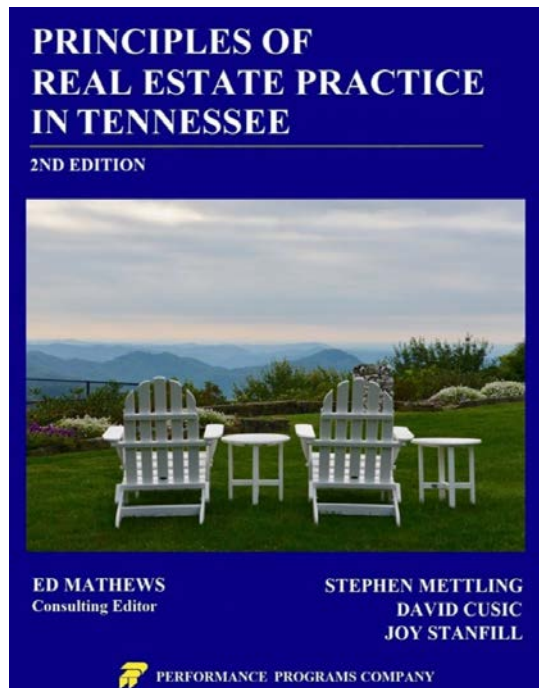
DETAILS

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TENNESSEE

PRINCIPLES OF REAL ESTATE PRACTICE IN TENNESSEE

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



DETAILS

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TABLE OF CONTENTS

Section I: National Principles and Practices

- The Real Estate Business
- Rights in Real Estate
- Interests and Estates
- Ownership
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- Transferring and Recording Title
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- 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

Section II : Tennessee Principles, Practices & Laws

- The Tennessee Regulatory Environment
- Tennessee Licensing Regulation
- Tennessee Brokerage Regulation
- Tennessee Agency
- Other Tennessee Laws

TENNESSEE 30-HOUR COURSE FOR NEW AFFILIATES

The Tennessee 30-Hour Course for New Affiliates (the “TN CNA” Program) has been developed to satisfy Tennessee’s 30-hour requirement after completion of the 60-hour prelicense course. The course also fulfills the Real Estate Commission’s objective of giving Tennessee real estate licensees a carefully developed reinforcement of key real estate brokerage principles, concepts, and practices necessary to initiate a productive, professional career in real estate.

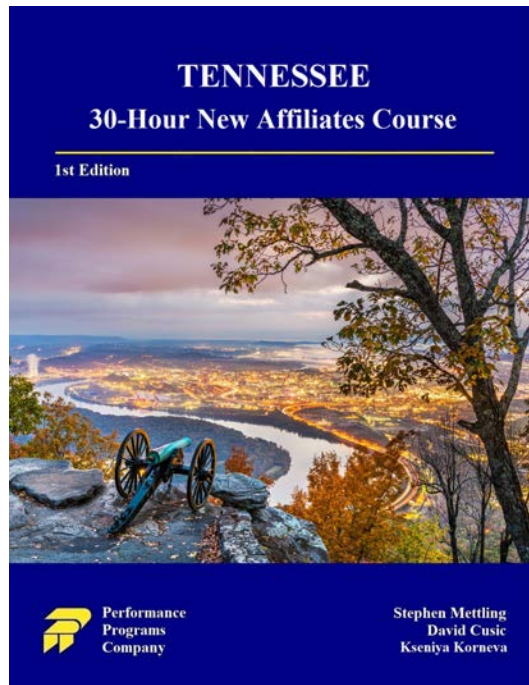


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- Module 8: Ethics and Etiquette
- Module 9: Finance & Closing

DETAILS

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TENNESSEE REAL ESTATE LICENSE

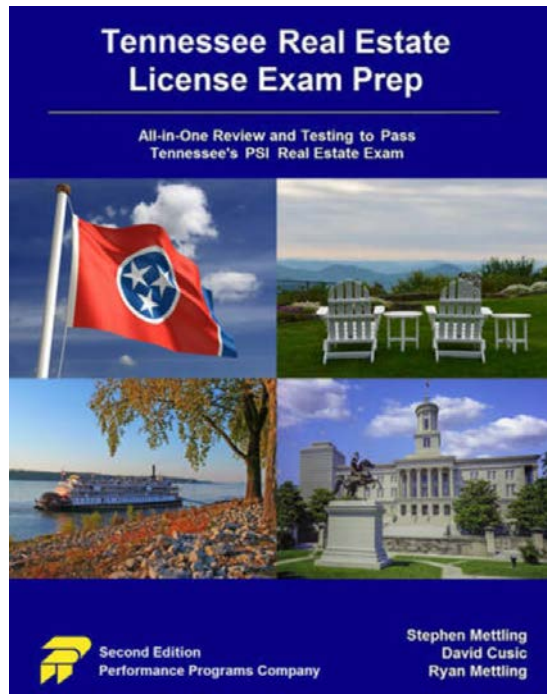
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS TENNESSEE'S PSI REAL ESTATE EXAM

TN-RELEP is a modern learning tool designed to prepare real estate candidates to pass Tennessee's PSI licensing exam. TN-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Tennessee and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Tennessee-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. Tennessee Practice Tests (100 questions)
6. Tennessee Sample Exam (100 questions)



TENNESSEE-SPECIFIC SECTIONS:

- The Tennessee Regulatory Environment
- Tennessee Licensing Regulation
- Tennessee Brokerage Regulation
- Tennessee Agency
- Other Tennessee Laws

DETAILS

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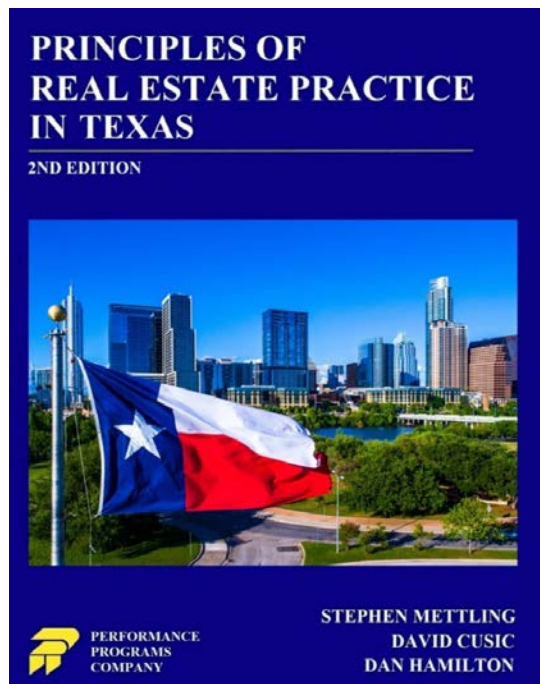
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TEXAS

PRINCIPLES OF REAL ESTATE PRACTICE IN TEXAS

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. 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.



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- Property Management
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- Closings
- Risk Management
- TREL A: Special Topics
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- Real Estate Mathematics and Formulas

TEXAS REAL ESTATE LICENSE

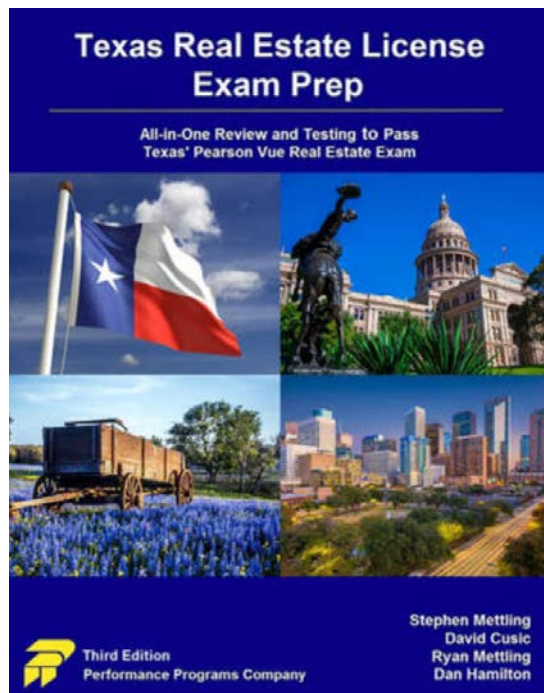
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS TEXAS' PEARSON VUE REAL ESTATE EXAM

TX-RELEP is a modern learning tool designed to prepare real estate candidates to pass Texas' Pearson Vue licensing exam. TX-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Texas and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Texas-Specific Laws and Regulations Key Point Review (43 pages)
4. National Practice Tests (500 questions)
5. Texas Practice Tests (125 questions)
6. Texas Sample Exam (100 questions)



TEXAS-SPECIFIC SECTIONS:

- The Texas Real Estate Commission (TREC)
- Licensing Regulation
- Standards of Conduct in Brokerage Practice
- Agency and Brokerage
- Contracts
- Special Topics

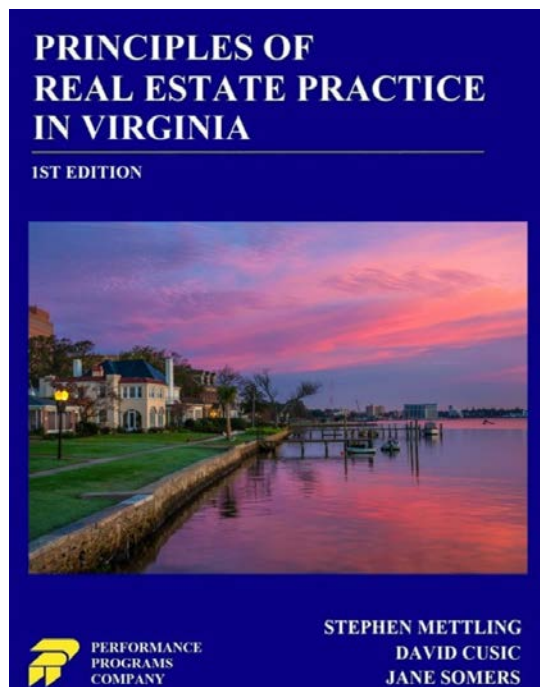
DETAILS

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VIRGINIA

PRINCIPLES OF REAL ESTATE PRACTICE IN VIRGINIA

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.



DETAILS

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594 Pages

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TABLE OF CONTENTS

Section I: National Principles and Practices

- The Real Estate Business
- Rights in Real Estate
- Interests and Estates
- Ownership
- Encumbrances and Liens
- Transferring and Recording Title
- 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

Section II : Virginia Principles, Practices & Laws

- Virginia Licensing Regulation
- Virginia Brokerage Regulation & Disclosures
- Virginia Agency and Agency Disclosure
- Virginia Sales Contracts
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VIRGINIA REAL ESTATE LICENSE

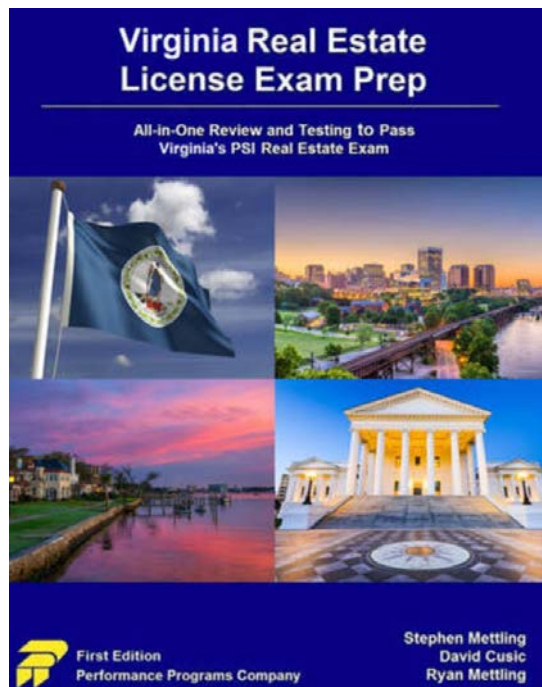
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS VIRGINIA'S PSI REAL ESTATE EXAM

VA-RELEP is a modern learning tool designed to prepare real estate candidates to pass Virginia's PSI licensing exam. VA-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Virginia and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Virginia-Specific Laws and Regulations Key Point Review (36 pages)
4. National Practice Tests (500 questions)
5. Virginia Practice Tests (125 questions)
6. Virginia Sample Exam (100 questions)



VIRGINIA-SPECIFIC SECTIONS:

- Virginia Licensing Regulation
- Virginia Brokerage Regulation & Disclosures
- Virginia Agency and Agency Disclosure
- Virginia Sales Contracts
- Virginia Fair Housing and Other Virginia Laws

DETAILS

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293 Pages

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VIRGINIA REAL ESTATE POSTLICENSING FOR SALESPERSONS

VAP is a 30-hour review and applied principles coursebook for newly-licensed salespersons beginning their real estate careers in Virginia. It is designed to satisfy your one-time postlicense requirement as a salesperson actively practicing real estate in Virginia. Virginia Real Estate Postlicensing for Salespersons (VAP) is used with approved salesperson postlicensing courses throughout Virginia.

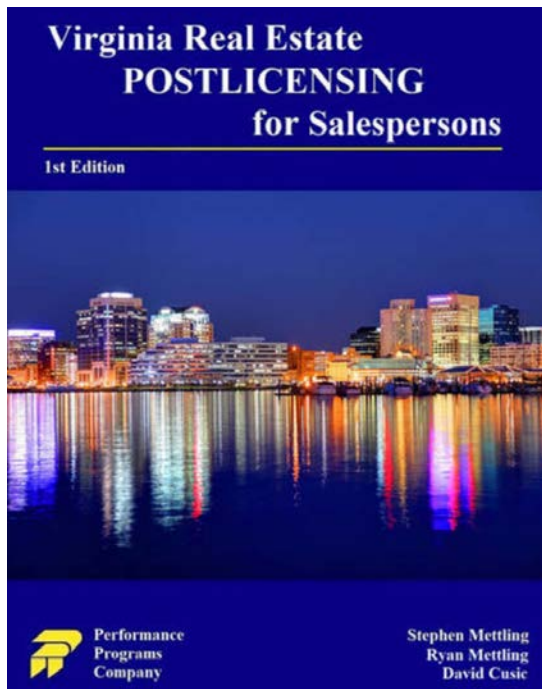


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- Unit 4:** Real Estate Finance
- Unit 5:** Fair Housing, ADA and Civil Rights
- Unit 6:** Ethics and Standards of Conduct
- Unit 7:** Risk Management
- Unit 8:** Contract Writing
- Unit 9:** Current Industry Issues and Trends

DETAILS

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UTAH REAL ESTATE LICENSE

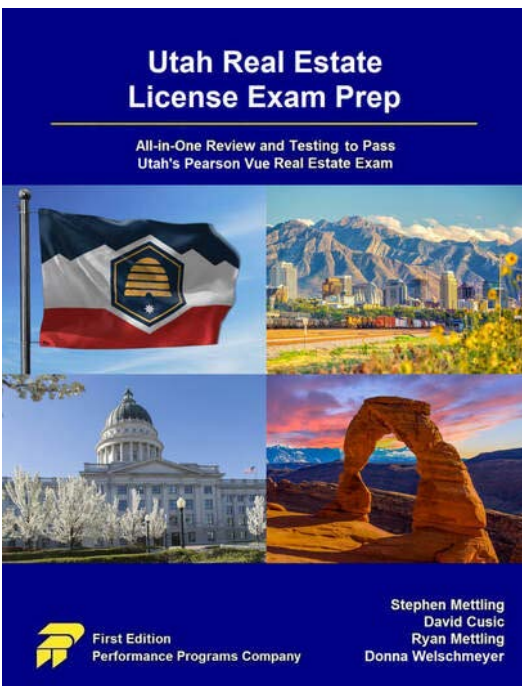
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS UTAH'S PEARSON VUE REAL ESTATE EXAM

UT-RELEP is a modern learning tool designed to prepare real estate candidates to pass Utah's Pearson Vue licensing exam. UT-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Utah and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Utah-Specific Laws and Regulations Key Point Review (28 pages)
4. National Practice Tests (500 questions)
5. Utah Practice Tests (110 questions)
6. Utah Sample Exam (100 questions)



UTAH-SPECIFIC SECTIONS:

- Definitions & Utah Brokerage Players
- Utah Regulatory Environment
- Utah Licensing
- Regulation of Utah Licensee Practices
- Utah Agency
- Utah Closing Statements
- Additional Utah Laws and Practices
- Utah Property Management

DETAILS

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WASHINGTON

WASHINGTON REAL ESTATE LICENSE

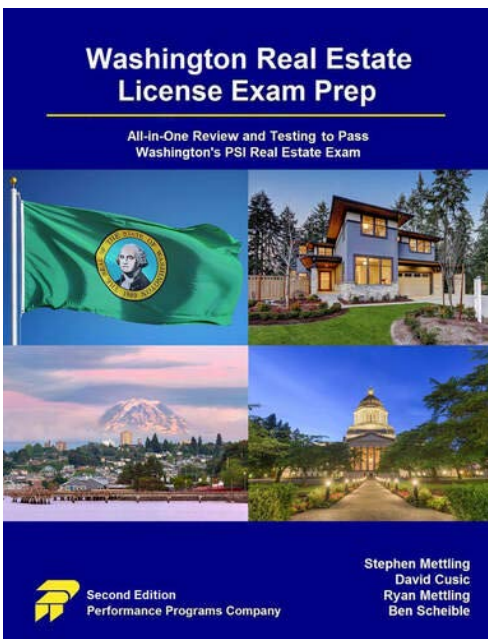
EXAM PREP:

ALL-IN-ONE REVIEW AND TESTING TO PASS WASHINGTON'S PSI REAL ESTATE EXAM

WA-RELEP is a modern learning tool designed to prepare real estate candidates to pass Washington's PSI licensing exam. WA-RELEP contains six different sections to provide the knowledge and practice necessary to succeed with both Washington and national questions.

FEATURES

1. National Principles & Law Key Point Review (60 pages)
2. Real Estate Math Key Formula Review & Practice (17 pages)
3. Washington-Specific Laws and Regulations Key Point Review (30 pages)
4. National Practice Tests (500 questions)
5. Washington Practice Tests (125 questions)
6. Washington Sample Exam (100 questions)



WASHINGTON-SPECIFIC SECTIONS:

- The Washington Regulatory Environment
- Washington Licensing Requirements
- Washington Regulation of Licensee Activities
- Washington Brokerage Relationships & Disclosure
- Other Washington Laws & Practices

DETAILS

2nd Ed.

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NEW TITLES COMING IN 2024

PRINCIPLES OF REAL ESTATE PRACTICE IN PENNSYLVANIA

PRINCIPLES OF REAL ESTATE PRACTICE IN NEW YORK

MORTGAGE LOAN ORIGINATION LICENSE EXAM PREP (MOLEP)

HOME INSPECTION LICENSE EXAM PREP (HILEP)

RELEP STUDENT REVIEWS

I graduated from Real Estate school 8 years ago and never took the state exam. Now it became necessary for me to get my RE license. Needless to say, I forgot everything and had to self-teach for 3 weeks using my old RE materials, but needed something challenging to get me ready for the state exam. I didn't have time to wait 3-4 days for the physical version of this book, so I purchased the digital book and developed a way to utilize every exam in this book. The practice exams in this book are actually harder than the actual state exam that I took, so it was a breeze to take the state exam. DO NOT try to take your state exam without this book. This is better than a CRAM course. Thank me later ;)

The book is a great compilation of National and NJ knowledge with practice exams. I recognized several questions on the NJ State exam that were also on the practice exams in this book. I was very happy with my purchase and will keep it to refer to.

I FREAKING LIFESAVER!!! I barely studied the first time I took the exam and I only paid by one point each section. The second time I studied my ass off for six week straight and only passed the national. I scored the exact same on the state. I was so mad I had a ugly cry tantrum in my car afterwards. Then I later discovered this book and it has all the Texas Specific items you really need to pass the exam. Answers to random questions on the exam seemed to pop off the pages of this book. Has practice tests with answers and explanations to the answers . I nailed my third attempt finished so fast the lady thought I decided to not take the exam. 1,000,000/1,000,000 recommend! this is a afford AND EVERYTHING you need to pass both national and state! Take the tests in the book as well! I wish I had found this sooner. Good luck futher agents! 🤪

I failed my first exam after I received this book I was able to pass both! The test questions are worded in the way PSI would word them. This booklet helps you practice the trickier questions the exam will give you. The book gives you practice tests per section, practice tests per chapter, and practice final & state tests. I also paired this book with Prep Agent. Both of them combined helped me to find where I needed to focus to pass. Good luck!!

I used this book to review content to take the salesperson exam in Feb 2022. i found the questions in this book to be fairly representative of the types of questions that I saw on the actual exam. Furthermore, the explanations for the answers are actually quite good and definitely helped me to understand concepts better. I would definitely recommend this as a helpful study review if you need more practice questions.

I bought it for myself and it was the only reason I passed the first time. I bought the new one for my husband and he said the same. Forget every online course and study this. Good luck out there!

RELEP STUDENT REVIEWS (CONT.)

I used this book in conjunction with me CEsop class. I credit all of the practice tests and the extensive real estate math section with the ability to pass my licensing exam on the first try. I will say there was one area that had incorrect info...renewing your license...the times are wrong so make sure and double check that! This book took a beating...evidenced by all of my ear-marked pages and highlighting...but truly feel that without this book the CEsop class would not have been enough to successfully pass the licensing exam.

I have used and abused this book to help me pass my real estate exam, but it works!! A lot of helpful, concise information to help you pass! I will suggest that you buy this as a paperback instead of the Kindle edition, because it's hard to do the tests in the back. You have to use a separate sheet of paper to record your answers.

I bought this book because I kept procrastinating to take the final exam. I waited 6 months to take it after completing the class. I passed on the first try !!! Focus on trying to get high scores on all of the practice exams and you'll do fine !!!

This book is a great review of the material you are required to know for the TREC Salesperson Licensing Exam. The content sections highlight key information to remember that is actually pertinent to the exam, and the provided practice tests reflect the style and content of the actual test. Overall, it is a great resource for those that need that extra confidence boost before test day, or to supplement your studies.

Helped me with review before I took my state/ national test. Had everything in one book so I could easily go to the section I needed. Passed my test on the first try!

Easy to read, a LOT more simple than the textbooks I have. Quick and to the point explanations. Get it.

I would definitely recommend this book this helped me pass my exam. There were bullet points that made it easier to read and understand. And there was a test in the back of the book with answers to test your knowledge.

I bought this after seeing someone on tik tok recommend it. I skimmed through the book and really focused on the practice tests towards the end. The questions on the test aren't necessarily the same, but they are very similar to the types of questions in the book. I quizzed myself on each test a couple times, and in the end I passed my state and national exam on the first try! I'd recommend getting this as a study guide. Good luck!

AMAZON RELEP REVIEWS

Book name	Number of reviews/ratings	Star rating (1-5 stars)
National RE License Exam Prep (RELEP)	67	4.3
Alabama Real Estate License Exam Prep (AL-RELEP)	166	4.5
Arizona Real Estate License Exam Prep (AZ-RELEP)	115	4.3
Arkansas Real Estate License Exam Prep (AR-RELEP)	27	4.8
California Real Estate License Express (CA-RELE)	81	4.5
Colorado Real Estate License Exam Prep (CO-RELEP)	16	4.4
Connecticut Real Estate License Exam Prep (CT-RELEP)	1	5
Florida Real Estate License Exam Prep (FL-RELEP)	307	4.5
Georgia Real Estate License Exam Prep (GA-RELEP)	817	4.7
Illinois Real Estate License Exam Prep (IL-RELEP)	115	4.6
Indiana Real Estate License Exam Prep (IN-RELEP)	93	4.4
Kentucky Real Estate License Exam Prep (KY-RELEP)	13	4.6
Maryland Real Estate License Exam Prep (MD-RELEP)	101	4.5
Massachusetts Real Estate License Exam Prep (MA-RELEP)	112	4.6
Michigan Real Estate License Exam Prep (MI-RELEP)	96	4.4
Minnesota Real Estate License Exam Prep (MN-RELEP)	12	4.2
Mississippi Real Estate License Exam Prep (MS-RELEP)	50	4.8
Nevada Real Estate License Exam Prep (NV-RELEP)	143	4.6
New Jersey Real Estate License Exam Prep (NJ-RELEP)	161	4.2
New York Real Estate License Exam Prep (NY-RELEP)	7	4.6
North Carolina Real Estate License Exam Prep (NC-RELEP)	266	4.5
Ohio Real Estate License Exam Prep (OH-RELEP)	13	4.6
Oregon Real Estate License Exam Prep (OR-RELEP)	2	5
Pennsylvania Real Estate License Exam Prep (PA-RELEP)	84	4.5
South Carolina Real Estate License Exam Prep (SC-RELEP)	296	4.6
Tennessee Real Estate License Exam Prep (TN-RELEP)	176	4.4
Texas Real Estate License Exam Prep (TX-RELEP)	490	4.5
Virginia Real Estate License Exam Prep (VA-RELEP)	68	4.8
Washington Real Estate License Exam Prep (WA-RELEP)	84	4.5
Total reviews	3979	4.54/5 average



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Ryan Mettling, partner and publisher of Performance Programs, is an accomplished online curriculum designer, author, and course developer. He is responsible for the company's strategic planning, general management, printing and production, e-pub and retail platforms, and multi-channel marketing. Ryan is a co-author of the Real Estate License Exam Prep (RELEP) Series and Real Estate Math Express. Mr. Mettling is a member of the Real Estate Educators Association (REEA), and graduated Valedictorian from the University of Central Florida's College of Business Administration.

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Paula Minnis has joined Performance Programs to augment the company's social media presence nationally as well as enhance our market profile within key spheres of influence in real estate education. In addition, Ms. Minnis will be focused on business development, market planning, SEO strategies, and client communications. Paula graduated with honors from the University of Central Florida where she majored in Interpersonal and Organizational Communications. She also holds active certifications from Google and the HubSpot Academy. Paula is a member of the Real Estate Educators Association (REEA). She is also fluent in Hungarian.

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Stephen Mettling has been a real estate educator and custom training program developer specializing in real estate over the past forty years. During that time he has written or co-developed over 100 books, professional training programs and texts covering all aspects of residential, commercial, and corporate real estate for national trade organizations and real estate companies. Additionally Steve has directed numerous statewide real estate schools and served as vice president of Dearborn Financial Services where he headed up the country's largest real estate, securities and insurance license training network. Stephen Mettling has operated one of the nation's most successful custom training organizations specializing in real estate program development.

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REAL ESTATE REQUIREMENTS BY STATE

State	Pre-licensing requirements	Post-licensing CE Requirements	Prelicense Distance	CE Distance	Accepts ARELLO Certification	Exam Provider
Alabama	60	30 hrs the 1st 6 months, then 15 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Alaska	40	30 hrs the 1st yr, then 20 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Arizona	90	24-30 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Arkansas	60	18 hrs the 1st yr, then 7 hrs every year	Yes	Yes	Yes	Pearson VUE
California	135	45 hrs every 4 yrs	Yes	Yes	No	Department of RE
Colorado (Brokers license only)	168	24 hrs every 3 yrs	Yes	Yes	Yes	PSI
Connecticut	60	12 hrs every 2 yrs	No	Yes	Yes	PSI
Delaware	99	12 hrs the 1st yr, then 21 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
District of Columbia	60	15 hrs every 2 yrs	No	Yes	Yes	PSI
Florida	63	45 hrs the 1st renewal, then 14 hrs every 2 yrs	Yes	Yes	No	Pearson VUE / Florida Bureau of Education and Testing
Georgia	75	25 hrs the 1st yr, then 36 hrs every 4 yrs	Yes	Yes	Yes	PSI
Hawaii	60	20 hrs every 2 yrs	Yes	Yes	Yes	PSI
Idaho	90	12 hrs the 1st renewal, then 12 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Illinois (Brokers license only)	75	45 hrs the 1st renewal, then 12 hrs every 2 yrs	Yes	Yes	No	PSI
Indiana (Brokers license only)	90	12 hrs every 2 yrs	Yes	Yes	Yes	PSI
Iowa	96	36 hrs every 3 yrs	Yes	Yes	Yes	PSI
Kansas	60	12 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Kentucky	96	48 hrs the 1st renewal, then 6 hrs every year	Yes	Yes	Yes	PSI
Louisiana	90	45 hrs the 1st 6 months, 12 hrs every year after	Yes	Yes	Yes	Pearson VUE
Maine	55	21 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Maryland	60	15 hrs every 2 yrs	Yes	Yes	No	PSI
Massachusetts	40	12 hrs every 2 yrs	No	Yes	Yes	PSI
Michigan	40	18 hrs every 3 yrs	Yes	Yes	No	PSI
Minnesota	90	15 hrs every year for a total of 30 hrs over 2 yrs	Yes	Yes	Yes	PSI
Mississippi	60	30 hrs the 1st yr, then 16 hrs every 2 yrs	Yes	Yes	Yes	PSI

REAL ESTATE REQUIREMENTS BY STATE (CONT.)

State	Pre-licensing requirements	Post-licensing CE Requirements	Prelicense Distance	CE Distance	Accepts ARELLO Certification	Exam Provider
Missouri	72	12 hrs every 2 yrs	Yes	Yes	Yes	PSI
Montana	60	12 hrs every year	Yes	Yes	Yes	PSI
Nebraska	60	18 hrs every 2 yrs	Yes	Yes	Yes	PSI
Nevada	120	30 hrs within 12 months after licensing, 24 hrs every 2 yrs after	Yes	Yes	Yes	Pearson VUE
New Hampshire	40	15 hrs every 2 yrs	Yes	Yes	Yes	PSI
New Jersey	75	12 hrs every 2 yrs	Yes (starting on 8/29/23)	Yes	Yes	PSI
New Mexico (Brokers license only)	90	30 hr post for 1st renewal, then 36 hrs every 3 yrs	Yes	Yes	Yes	PSI
New York	77	22.5 hrs every 2 yrs	Yes	Yes	Yes	NY Dept. of State
North Carolina (Brokers license only)	75	90 hrs within 18 mo, then 8 hrs every year	Yes	Yes	Yes	Pearson Vue
North Dakota	45	15 hrs the 1st year, then 9 hrs every year	Yes	Yes	Yes	PSI
Ohio	120	20 hrs the 1st yr, then 9 hrs every year	Yes	Yes	Yes	PSI
Oklahoma	90	45 hrs 1st yr, then 21 hrs every 3 yrs	Yes	Yes	Yes	PSI
Oregon (Brokers license only)	150	30 hrs by 1st renewal, 30 hrs every 2 yrs	Yes	Yes	Yes	PSI
Pennsylvania	75	14 hrs by 1st renewal, 14 hrs every 2 yrs	Yes	Yes	Yes	Pearson Vue
Rhode Island	45	24 hrs every 2 yrs	No	Yes	No	Pearson VUE
South Carolina	90	10 hrs every 2 yrs	Yes	Yes	Yes	PSI
South Dakota (Brokers license only)	116	60 hrs 1st yr, then 24 hrs every 2 yrs	Yes	Yes	Yes	PSI
Tennessee (Brokers license only)	90	120 hrs 1st yr, then 16 hrs every 2 yrs	Yes	Yes	Yes	PSI
Texas	180	90 hrs + 8 hrs for 1st renewal, then 18 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Utah	120	18 hrs every 2 yrs	Yes	Yes	Yes	Pearson VUE
Vermont	40	8 hrs within 90 days, then 16 hrs every 2 yrs	Yes	Yes	Yes	PSI
Virginia	60	30 hrs within 12 months after licensing, 16 hrs every 2 yrs after	Yes	Yes	No	PSI
Washington (Brokers license only)	90	90 hrs the 1st renewal term, 30 hrs every 2 yrs after	Yes	Yes	Yes	PSI
West Virginia	90	7 hrs every year	Yes	Yes	Yes	PSI
Wisconsin	72	18 hrs every 2 yrs	Yes	Yes	No	Pearson VUE
Wyoming	54	45 hrs every 3 yrs	Yes	Yes	Yes	Pearson VUE



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