



California Real Estate Practice, 3rd Edition

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OnCourse Publishing, 2015. No Binding. Book Condition: New. 3rd Edition. New 2015 Edition! Don't study outdated material! Designed to be user-friendly for both instructors and students, this third edition of California Real Estate Practice includes current statute and code references, new and revised C.A.R. real estate forms, and extensive updates to all chapters and glossary. The authors have years of experience in sales, real estate office management, and classroom and online instruction. Each chapter features tips on how to effectively start and successfully grow a real estate business into an immensely satisfying lifelong career. Table of Contents 1. Starting Your Real Estate Career 2. Choosing the Right Broker 3. Ethics, Fair Housing, and RESPA 4. Disclosures 5. Lead Generation or Prospecting for Clients and Customers 6. Working with Buyers 7. Real Estate Financing 8. Writing and Presenting Effective Purchase Contracts 9. Preparing for the Listing Appointment 10. The Listing Presentation 11. Servicing the Listing 12. Escrow and Title Insurance 13. The Life of an Escrow 14. Real Estate Taxation 15. Advertising and Marketing 16. Alternate Real Estate Careers.



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