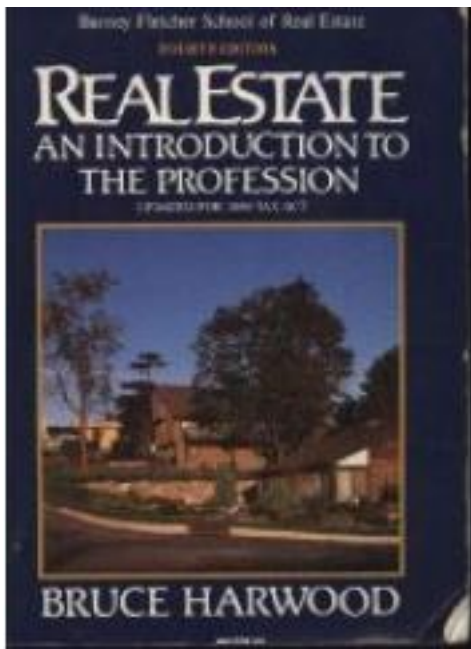


# Real estate:an introduction to the profession



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Is your goal a full-time or part-time career in real estate? Do you own or plan to own your home or an investment property? Are you a student of real estate desiring to broaden your knowledge of this subject? If you answered "Yes" to one or more of these the contents of this book will be of immense help to you. In this book you will learn about real estate brokerage appraisal financing contracts closings and investing. Additionally you will learn about land descriptions rights and interests fair housing taxes leases condominiums zoning careers and licensing and the use of computers in real estate. You will find particularly valuable the attention given to such timely topics as a real estate agent's liability and professional obligation to buyers and sellers brokers who represent

buyers' advance fee listings' errors and omission insurance' foreclosure and time-sharing. Included throughout the book are numerous examples from actual practice' including important decisions in several recent court cases. Throughout this book emphasis is placed on an easily readable style of writing that will take you by the hand and lead you through the chapters in a pleasant and enjoyable experience. You will find emphasis placed on explanations that combine "how" things are done in real estate with "why" they are done. Numerous tables' sketches and diagrams will help you to visualize real estate rights and interests' financing techniques' appraisal methods' closing statements and map reading. Simplified' plain English examples of real estate documents are used so their key elements can be easily identified and not lost in a maze of legal language. Warranty deeds' grant deeds' quitclaim deeds' trust deeds' title insurance policies' promissory notes and mortgages are among the documents so treated. Starting with Chapter 2' key real estate terms are listed and defined at the beginning of each chapter in addition to being xvii

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