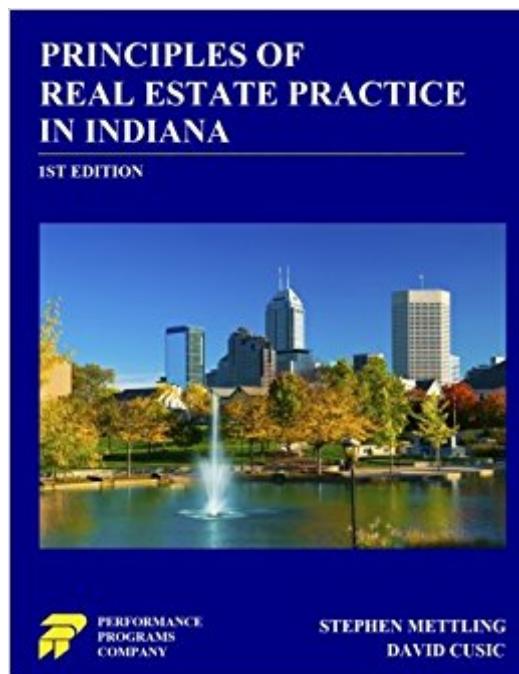


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Principles Of Real Estate Practice In Indiana



Synopsis

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. The text is tailored to the needs of the pre-license student. It is designed to make it easy for students to learn the material and pass their real estate exam prepare students for numerous career applications stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Indiana is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education.

Table of Contents

The Real Estate Business
Rights in Real Estate Interests and Estates
Ownership
Encumbrances and Liens
Transferring and Recording Title to Real Estate
Real Estate Leases
Land Use Planning and Control
Legal Descriptions
Real Estate Contract Law
Agency Listing Agreements
The Brokerage Business
Contracts for the Sale of Real Estate
Real Estate Market Economics
Appraising and Estimating Market Value
Real Estate Finance
Real Estate Investment
Real Estate Taxation
Ethics: Laws and Practices
Closings
Real Estate Licensing and Regulation
Risk Management
Property Management
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
Glossary of Residential Style and Construction Terms
Glossary of General Real Estate Terms
Index

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Book Information

Paperback: 596 pages

Publisher: Performance Programs Company; First edition (June 21, 2016)

Language: English

ISBN-10: 0692747036

ISBN-13: 978-0692747032

Product Dimensions: 8.5 x 1.4 x 11 inches

Shipping Weight: 3.7 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #312,248 in Books (See Top 100 in Books) #95 in Books > Business & Money > Real Estate > Law #383 in Books > Business & Money > Investing > Real Estate #1465 in Books > Law > Business

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For over forty years, Stephen Mettling and David Cusic, PhD, have operated Performance Programs Company, one of the nation's most successful custom training organizations specializing in real estate program development. 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. Mr. Mettling has also served as vice president and author for the country's largest real estate training and publishing organization. Under various capacities, he has managed the acquisition, development, and sale of national real estate textbooks and publications, as well as directed the country's largest affiliated group of real estate schools. Dr. Cusic, an author and educator with international real estate training experience, has been engaged in vocation-oriented education since 1966. Specializing in real estate training since 1983, he has developed numerous real estate training programs for corporate and institutional clients around the country.

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