

Dearborn™
Real Estate Education

Educator's Guide
COLLEGE & UNIVERSITY



College and University

Our Mission

Dearborn Real Estate Education is dedicated to producing a wide variety of high-quality educational materials for real estate schools, as well as colleges and universities. Our authors are practicing agents, educators, and school owners.

With over 50 years of experience as the nation's leading publisher of real estate education, we truly understand the tools that your school and your students need to succeed.

Our support materials are designed to give your instructors all the tools they need to lead their class, help their students pass the state licensing exam on the first attempt, and prepare their students for successful real estate careers.

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Learn all there is to know about Dearborn, from Instructor Resources and the latest releases to becoming an author and marketing tips for your school!

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College-Level Real Estate Courses

We offer an assortment of college-level textbooks to support your existing real estate curriculum or to incorporate into a new program. Our college and university texts are written by professional higher-education instructors who are experienced in the real estate industry.

- Designed to accommodate semester-length classes, the supporting Instructor Resources offer direction on incorporating all or parts of the content into an existing course.
- Available in eBook format via VitalSource®, a digital textbook platform. The eBook format allows students to interact with the text in three different ways: download, online, and mobile. Notes and highlights are synced across all three mediums.

Our suggested curriculum:

Core textbooks

Employee Benefits
Income Property Valuation
Investment Analysis for Real Estate Decisions
Real Estate Finance
Real Estate Law
Real Estate Principles

Supplemental textbooks

Essentials of Real Estate Finance
Essentials of Real Estate Investment
Fundamentals of Real Estate Appraisal
Modern Real Estate Practice
Property Management
Real Estate Brokerage: A Management Guide & Workbook
The Insider's Guide to Commercial Real Estate
The Language of Real Estate

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Instructor Resources vary by title but can include any combination of the following resources:

- Timed course outlines
- Lecture outlines
- Learning objectives
- PowerPoint presentations
- Student exercises and activities
- Quizzes, exams, and test banks with answer keys
- Case studies, discussion topics, and class activity suggestions
- Lesson assignments



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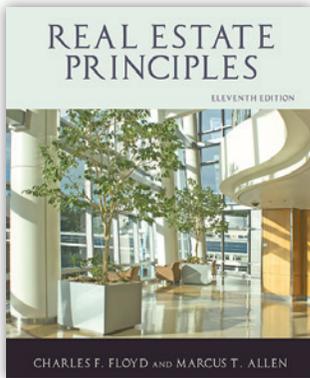
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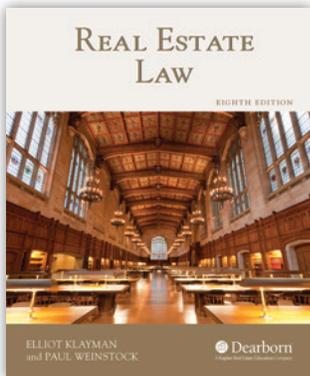
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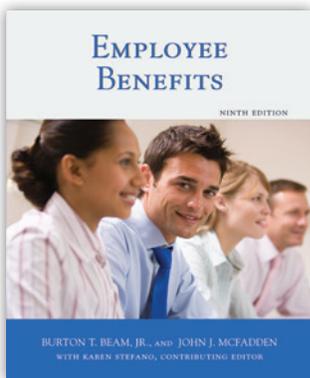
Instructor Resources



Textbook, 453 pages, 2015 copyright, 7 $\frac{7}{8}$ x 9 $\frac{1}{4}$ "
ISBN 9781475421736 **Retail Price \$95.30**



Textbook, 682 pages, 2013 copyright, 7 $\frac{7}{8}$ x 9 $\frac{1}{4}$ "
ISBN 9781427740304 **Retail Price \$96.25**



Textbook, 778 pages, 2012 copyright, 7 $\frac{7}{8}$ x 9 $\frac{1}{4}$ "
ISBN 9781427735645 **Retail Price \$99.03**



NEW EDITION – COMING SOON

Real Estate Principles, 11th Edition

by Charles F. Floyd and Marcus T. Allen

This leading collegiate text is great for business electives or required courses in a real estate certificate or degree program. Each chapter can be treated as a stand-alone learning module, making it easy for instructors to incorporate the material into their courses. Real Estate Today Close Ups, Legal Highlights, and Case Studies help clarify difficult topics and keep students engaged. Instructor Resources reduce class preparation time and include chapter outlines and exam questions.

CONTENTS: Why Study Real Estate? • Property Rights and Legal Descriptions • Private Restrictions on Ownership • Public Restrictions on Ownership • Deeds and Title Examination • Contracts and Title Closings • Real Estate Leases • Real Estate Brokerage • Real Estate Appraisal • Property and Asset Management • Residential Land Uses • Commercial and Industrial Land Uses • Understanding Real Estate Market Dynamics • Urban and Regional Economics • Home Purchase Decisions • Residential and Commercial Property Financing • Risk, Return, and the Time Value of Money • Mortgage Mechanics • Analyzing Income-Producing Properties • Glossary • Index

Real Estate Law, 8th Edition

by Elliot Klayman

This indispensable text has been updated to include a variety of contemporary topics, case studies, legal trends, and expanded discussions. Limited liability companies, condominiums, the Fair Housing Act, predatory lending, subprime loans, green development, and other key concepts are discussed in a straightforward, easy-to-read style. Learning objectives, case studies, review and discussion questions, and Internet resources are just a few of the learning tools used to enhance understanding.

CONTENTS: Introduction to Law and Legal Systems • Real and Personal Property • Land, Water, and Air Rights • Estates in Land • Co-Ownership • Condominiums, Cooperatives, Time-Shares, and Real Estate Investments • The Leasehold • The Landlord-Tenant Relationship • Easements and Other Nonpossessory Rights • Basic Contract Law • Real Estate Purchase Contract • Agency and Brokerage • Fraud and Misrepresentation • Involuntary Liens Against Title • Deeds • Land Descriptions • Involuntary Transfers • Recording and Assurance of Title • Closing the Real Estate Transaction • Escrow Closing • Mortgages • Land Installment Contracts • Fair Housing Laws • Land Use: The Constitution and the Plan • Regulation of Land Development • Environmental Law • Glossary • Index

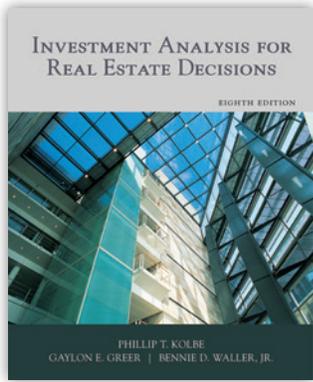
Employee Benefits, 9th Edition

by Burton T. Beam, Jr., MA, MBA, CLU, CPCU, ChFC, and John J. McFadden, Esq., JD, with Karen Stefano, Contributing Editor

Written by some of the most respected authorities in the field, *Employee Benefits* is an excellent resource for teaching undergraduates, graduates, and practitioners alike. This comprehensive text looks at the broad spectrum of employee benefits from a social insurance program to executive benefits, related trends, and more. The Instructor Resources include question banks, chapter outlines, and more.

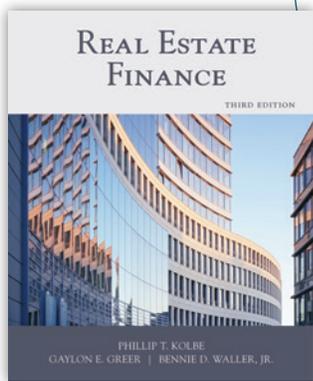
CONTENTS: Introduction to Employee Benefits • Employee Benefit Management and Planning • Social Security and Medicare • Other Social Insurance Programs • The Group Insurance Environment • Group Life Insurance • Group Disability Income Benefits • Introduction to Medical Expense Benefits • Traditional Medical Expense Plans • Managed Care • Consumer-Directed Medical Expense Plans • Provisions and Tax Treatment of Medical Expense Plans • Dental, Long-Term Care, and Other Group Insurance Benefits • Alternative Funding Methods • Group Insurance Rate Making • Other Nonretirement Benefits • Cafeteria Plans • Introduction to Qualified Plans • Plan Qualification Requirements • Defined-Contribution Plans • Defined-Benefit Plans • Qualified Plan Distributions and Loans • Plan Restrictions Aimed at Highly Compensated Employees • Plan Installation and Administration; Investments; Plan Termination • Individual Retirement Plans and Simplified Employee Pensions • Executive Benefits and Nonqualified Deferred-Compensation Plans • Constitution and the Plan • Regulation of Land Development • Environmental Law • Glossary • Index





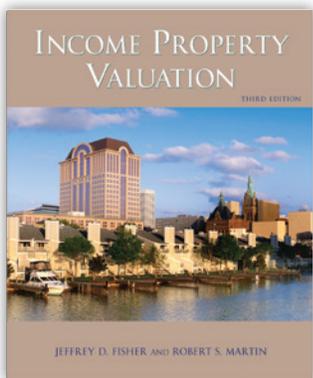
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Investment/Finance Set
ISBN 9781427745934 Retail Price \$131.67



Textbook, 564 pages, 2008 copyright, 7 $\frac{3}{8}$ x 9 $\frac{1}{4}$ "
ISBN 1419596233 Retail Price \$91.82



Investment Analysis for Real Estate Decisions,

8th Edition

by Phillip T. Kolbe, Gaylon E. Greer,
and Bennie D. Waller Jr.

This text provides one of the most thorough analyses of contemporary real estate available on the market. Students will apply mathematical principles including probability, risk analysis, value relationships, and market efficiency to make informed decisions when leveraging investments. Coupled with the companion text *Real Estate Finance*, this textbook provides students an unparalleled breadth of real estate knowledge to ensure they stay ahead of the variables of the market.

CONTENTS: Preface • The Real Estate Investment Decision • Investment Strategy and Market Efficiency • Land Utilization and the Rental Value of Real Estate • Market Research Tools and Techniques • Reconstructing the Operating History • Forecasting Income and Property Value • Financial Leverage and Investment Analysis • Credit Instruments and Borrowing Arrangements • The Cost of Borrowed Money • Fundamental Income Tax Issues • Tax Consequences of Property Disposal • Traditional Measures of Investment Worth • Discounted Cash-Flow Analysis • Investment Goals and Decision Criteria • Risk in Real Estate Investment • Traditional Risk-Adjustment Methods • Contemporary Risk Measures • Risk Management in a Portfolio Context • Investment Feasibility Analysis • Subdivision Proposal Analysis • Development and Rehabilitation • Industrial Property, Office Building, and Shopping Center Analysis • Real Estate Investment Trusts • Appendix A: Mathematics of Compounding and Discounting • Appendix B: Compounding and Discounting with Financial Calculators • Appendix C: Normal Distribution Table • Appendix D: A Closer Look at Like-Kind Exchanges • Glossary • Index

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Real Estate Finance, 3rd Edition

by Phillip T. Kolbe, Gaylon E. Greer, and Bennie D. Waller Jr.

Through an effective blend of theory and practice, this text examines the gears that drive residential and commercial real estate financial markets. It builds on strong finance principles to explain the history of real estate financial institutions, how they function, the legislation that impacts them, and new topics that have become vitally important since the subprime mortgage crisis. The supporting Instructor Resources offer direction on using this book in a combined finance/investment course.

CONTENTS: Borrowing and Lending: An Overview • Credit Instruments • Credit Procedures • Interest Rate Determinants • Capital Costs and the Incentive to Borrow—Leverage • Sources and Uses of Real Estate Credit • Government's Role in Mortgage Markets • Alternative Financing Methods and Products • Calculating Mortgage Values and Yields • Residential Borrowing and Lending Decisions • Problem Loans and Foreclosures • Development and Construction Financing • Developing and Analyzing the Income Property Operating Statement • Traditional Approaches to Measuring Property Value • Complex Property Valuation Problems • Real Estate Value from the Borrower's Perspective • Appendix A: Case Study • Appendix B: Mathematics of Compounding and Discounting • Appendix C: Compounding and Discounting with Financial Calculators • Appendix D: Financial Tables • Glossary • Index

Income Property Valuation, 3rd Edition

by Jeffrey D. Fisher, PhD, CRE, and Robert S. Martin, MAI, SREA, CRE

Offering a comprehensive look at the appraisal of real estate income property, this textbook explains the importance of projecting income when valuing commercial real estate through the income approach and other approaches to value. Ideal for college-level real estate classes, the text includes Excel templates, Instructor Resources, and a link to a free trial of ARGUS™ 11.0.

CONTENTS: Appraisal Principles and Highest and Best Use • Market Area and Neighborhood Analysis • Site and Improvements Description and Analysis • Compound Interest and Discount Factors • Cash-Flow Forecasting • Investment Return Calculations and Discount Rate Selection • Income Capitalization Approach • Leased Fee and Leasehold Valuation • Computer Assisted Lease-by-Lease Analysis



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**NEW EDITION – COMING SOON****Essentials of Real Estate Finance, 14th Edition**

by David Sirota, PhD, and Doris Barrell, GRI, DREI, CDEI

Containing in-depth and easy-to-understand coverage of the real estate finance industry, this classic text has trained over 100,000 real estate professionals. *Essentials of Real Estate Finance* can be used as prelicensing for salespersons and brokers, or in semester-length courses in two- and four-year colleges. Features include “In Practice” and “For Example” sections, review questions with detailed answer rationales, a complete glossary, and a set of Instructor Resources.

CONTENTS: The Nature and Cycle of Real Estate Finance • Money and the Monetary System • Additional Government Influence • The Secondary Mortgage Market • Sources of Funds: Institutional, Non-Institutional, and Other Lenders • Instruments of Real Estate Finance • Real Estate Financing Programs • Government Loans • Processing Real Estate Loans • Defaults and Foreclosures • Appendix A: Good Faith Estimate (GFE) • Appendix B: Settlement Statement (HUD-1) • Appendix C: Promissory Note Secured by Deed of Trust • Appendix D: Note & Deed of Trust Purchase Agreement • Appendix E: Note & Mortgage Purchase Agreement • Appendix F: Fixed/Adjustable Rate Note • Appendix G: Uniform Residential Loan Application • Appendix H: Request for Verification of Deposit • Appendix I: Request for Verification of Employment • Appendix J: Sample Credit Report • Appendix K: Uniform Residential Appraisal Report • Appendix L: Loan Estimate • Appendix M: Closing Disclosures • Glossary • Answer Key • Index

NEW EDITION**Essentials of Real Estate Investment, 10th Edition**

by David Sirota, PhD

Using an effective blend of theory and practice, this text helps students navigate potential investment opportunities in the real estate market. A Principles section and a Practices section allow instructors to adjust the curriculum to their needs, and the concise workbook format helps facilitate learning. Coverage explores investment trends, tax laws, regulations, and market conditions. Instructor Resources include chapter outlines and quizzes, PowerPoint presentations, and two final exams.

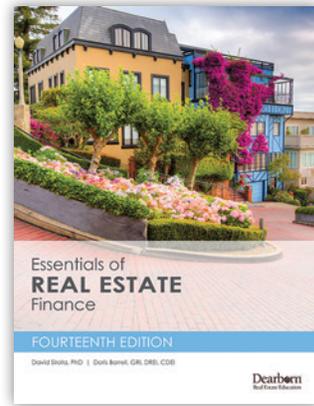
CONTENTS: Introduction to Real Estate Investment • Ownership Interests in Real Property • Feasibility Studies of Real Estate Investments • Income Taxes and Real Estate Investments • Financial Analysis of Real Estate Investments • Financing for Real Estate Investments • Investing in Land • Investing in Residential Properties • Investing in Office Buildings • Commercial Real Estate Investments • Investing in Industrial Properties • Special Real Estate Investments • Glossary • Answer Key • Index

NEW EDITION – COMING SOON**Fundamentals of Real Estate Appraisal, 12th Edition**

by William L. Ventolo Jr., and Martha R. Williams, JD

Fundamentals of Real Estate Appraisal is a classic text in the field, first published in 1975 and still updated by the original authors. The latest edition of this best-selling text provides a strong foundation for understanding the modern real estate appraisal market. New discussion includes historical information, Fannie Mae, Freddie Mac, environmental issues and green building, Internet resources, cost data, and interest rates. This edition includes chapter review questions, learning objectives, and a comprehensive set of Instructor Resources to help prepare for class. Additionally, this text covers the basic principles and procedures requirements of the Appraiser Qualifications Board. A course matrix is available for submission.

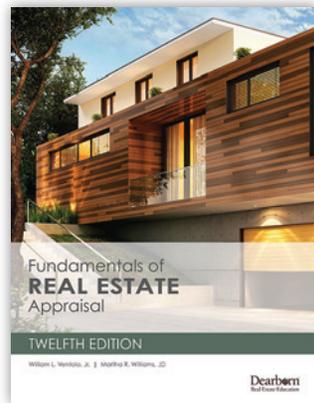
CONTENTS: The Appraisal Profession • Appraisal Math and Statistics • Real Estate and Its Appraisal • Real Estate Transactions • The Real Estate Marketplace • The Appraisal Process • Building Construction and the Environment • Data Collection • Site Valuation • The Cost Approach—Part I: Reproduction/Replacement Cost • The Cost Approach—Part II: Depreciation • The Sales Comparison Approach • The Income Capitalization Approach • Direct and Yield Capitalization • Reconciliation and the Appraisal Report • Appraising Partial Interests • Appendix A: State Real Estate Appraiser Licensing/Certification Boards • Appendix B: Websites • Answer Key • Glossary • Index



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ISBN 9781475428391 Retail Price \$54.78



Textbook, 275 pages, 2013 copyright, 8½ x 11”
ISBN 9781427743282 Retail Price \$52.75



Textbook, 585 pages, 2015 copyright, 8½ x 11”
ISBN 9781475427479 Retail Price \$59.69





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Physical Flashcards, 2014 copyright
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modernrealestatepractice.com/flashcards

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Available through REcampus bookstore

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by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle

Modern Real Estate Practice has trained more than 3 million professionals since 1959. Updated to maintain current legislation and market information, and to include the newest forms and web resources, this text and its ancillary products will provide the best foundation possible for aspiring real estate professionals. Each unit includes an overview of unit contents that highlights the topic and explains how it relates real estate law, regulations, and principles to the practice of real estate. Flashcards provide additional solutions to enhance learning of key terms and definitions. The study guide reinforces important concepts and provides additional review for mastering the content covered in the main text. Audio files (MP3) of the Key Point Exam Review help students master the material.

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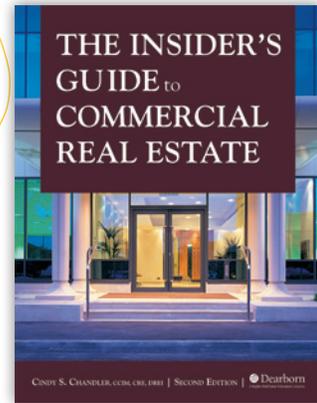
The Insider's Guide to Commercial Real Estate, 2nd Edition

by *Cindy S. Chandler, CCIM, CRE, DREI*

Beyond the basics of commercial real estate

This commercial real estate text begins with the basics, such as property types and commercial real estate culture, moves into an in-depth discussion of math, finance, and contracts that every professional needs to master, and ends by exploring several entry-level career options. Readers will finish with a specific plan to begin their commercial real estate careers; apply all its terms, contracts, and processes; and do so with a knowledge of various career paths.

CONTENTS: Getting Started • Types of Properties • Investors and Other Types of Buyers • Land • Commercial Contracts • Math and Valuation • Finance • Brokerage Fundamentals • Leasing • Development • Property Management • Appendix A: Due Diligence Checklist • Glossary • Answer Key • Index



Textbook, 193 pages, 2013 copyright, 8½ x 11"
ISBN 9781427744326 Retail Price \$26.72



Property Management, 9th Edition

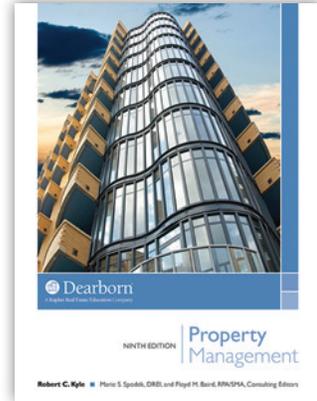
by *Robert C. Kyle with Marie S. Spodek, GRI, DREI, and Floyd M. Baird, RPAISMA, Consulting Editors*

This edition offers the most current and thorough overview of the property management profession available on the market today. This practical discussion explores daily issues facing practitioners, such as maintenance, accounting, administrative, and legal activities. In addition, it has up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns. The flexible format adjusts to various hour requirements. Finally, this edition includes case studies and sample forms to enhance student application and Instructor Resources to help with class preparation.

UPDATES TO NEW VERSION:

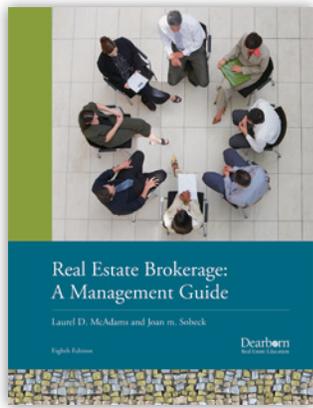
- Revised learning objectives to reflect major topics
- Reorganized material for clarity
- Updated text to reflect current laws, legal cases, and case studies
- Updated forms and examples
- Updated information about the effect of low interest rates and the housing crash on rentals
- Added information regarding social media as an advertising method

CONTENTS: Professional Property Management • Property Management Economics and Planning • Owner Relations • Marketing • Leases • Lease Negotiations • Tenant Relations • Maintenance and Construction • Managing the Office and Reports • Federal and State Laws • Residential Property • Specialized Housing • Office Property • Retail Property • Industrial Property • Risk and Environmental Issues • Life Safety Issues • Appendix: Internet Resources • Answer Key • Glossary • Index



Textbook, 530 pages, 2013 copyright, 8½ x 11"
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Real Estate Brokerage: A Management Guide & Workbook, 8th Edition

by Laurel D. McAdams and Joan m. Sobeck

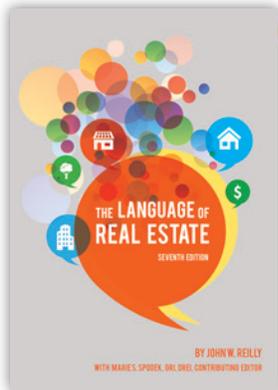
This practical guide offers an applications-oriented approach to becoming more effective managers, leaders, and communicators. The most comprehensive real estate brokerage title available, this new edition reflects innovation, most apparent in digital media and all the associated tactics and risks (including Internet security and identity theft), and the influence of generational diversity in contemporary business practices. The guide also highlights new trends in professional development, including formal mentoring and cross-training programs, and developments in civil procedures, including RESPA, antitrust, and employment law issues. When used with the workbook for additional review, the package is a complete "how-to" for starting and maintaining a real estate brokerage business.

Textbook, 485 pages, 2013 copyright, 8½ x 11"
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Textbook + Workbook
ISBN 9781427743978 Retail Price \$71.45



CONTENTS: Introduction • The Challenge of Change • Leadership • Management Skills • Communications and Decision Making • Analyzing the Business Environment • Analyzing the Market • Developing a Plan • Structuring the Organization • Structuring Business Systems • Structuring the Finances • Business Policies and Procedures • Marketing and Advertising • The Practical and Legal Realities of Staffing • Recruiting, Selecting, and Hiring the Staff • Professional Development • Coaching Performance • Critiquing Operations • Managing Risk • Final Thoughts • Glossary • Index



An indispensable reference of key real estate terms

The Language of Real Estate, 7th Edition

by John W. Reilly with Marie S. Spodek, DREI, CNE® Contributing Editor

Much more than a simple dictionary or "cheat sheet," *The Language of Real Estate* provides a comprehensive encyclopedia-like approach to literally thousands of real estate practices, concepts, and terms. This brand-new edition expands the classic text that has been a desktop standard in the real estate industry for more than 35 years. From abandonment to zoning, if it occurs in the real estate profession, you'll find it in *The Language of Real Estate*.

Textbook, 483 pages, 2013 copyright, 7½ x 9¼"
ISBN 1427714800 Retail Price \$38.51



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- Expansion of hundreds of real estate abbreviations and designations
- Guide to applicable real estate laws
- Diagrams of home construction and styles

CONTENTS: Subject Classifications of Terms • Terms and Definitions • Appendix A: Organizations • Appendix B: Designations • Appendix C: Abbreviations of Terms • Appendix D: List of Laws • Appendix E: English-Spanish Key Terms • Appendix F: Spanish-English Key Terms • Appendix G: Construction Diagrams



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Title	ISBN	Retail Price
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California Real Estate Practice, 8th Edition	9781427744029	\$43.12
New Edition —California Real Estate Principles, 9th Edition	9781475421804	\$51.64
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New Edition —Connecticut Real Estate Practice & Law, 13th Edition	9781475420043	\$29.03
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- Modern Real Estate Practice, 18E and 19E
- Property Management, 9E
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- Real Estate Finance, 3E
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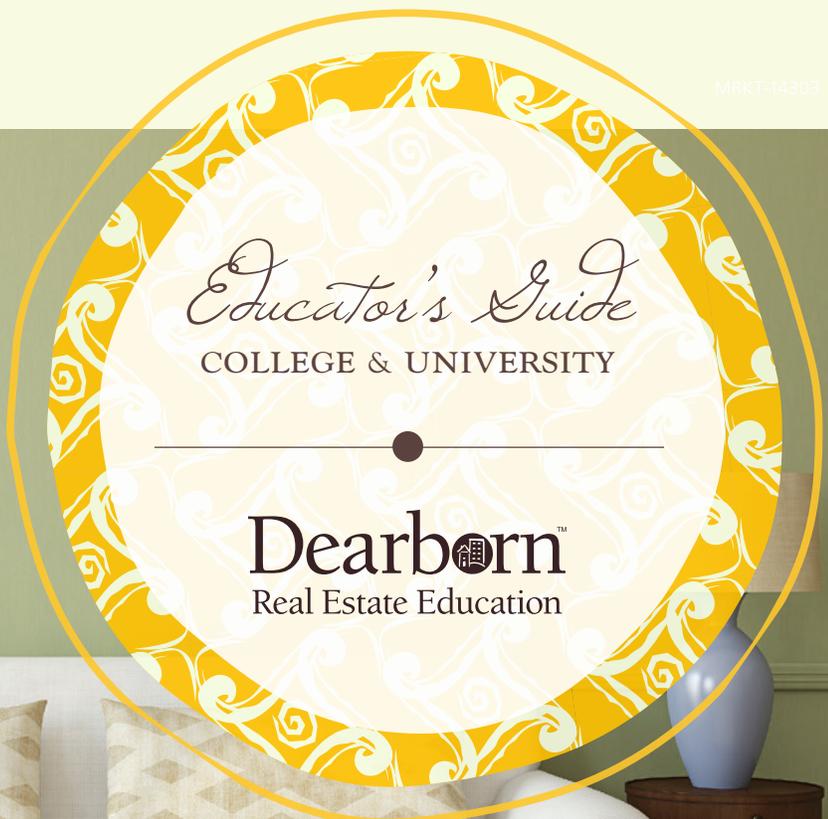
A large circular graphic with a teal and green geometric pattern. It contains the Dearborn Real Estate Education logo and contact information.

Dearborn™
Real Estate Education

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A large circular graphic with a yellow and white floral pattern. It contains the title 'Educator's Guide' and the Dearborn Real Estate Education logo.

Educator's Guide
COLLEGE & UNIVERSITY

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