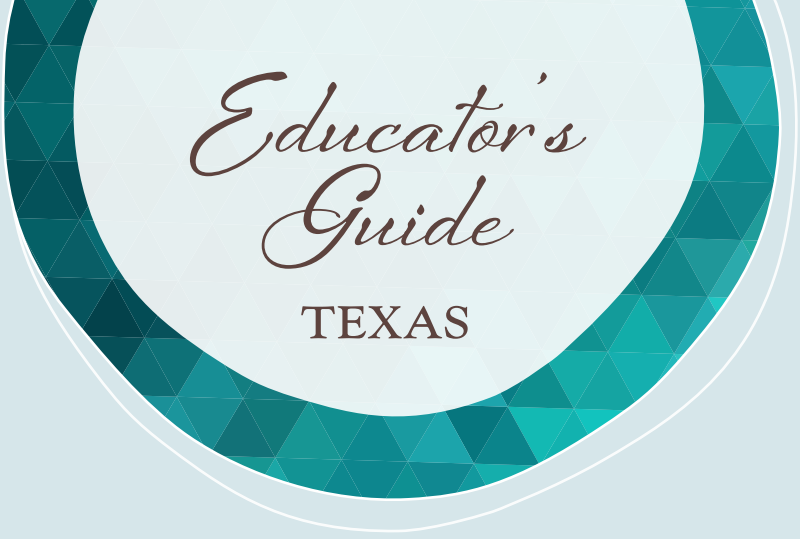


Educator's Guide

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Educator's Guide TEXAS

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by Cheryl Peat Nance, EdD, DREI, CREI, with Loretta DeHay, Contributing Editor

The newest edition of this classic Texas text is packed with all of the detail and analysis you've come to expect from a *Modern Real Estate Practice* book. Completely revamped to cover the latest laws from Texas legislature, this is the most comprehensive prelicensing textbook in the state. "In Practice" and "For Example" sections emphasize real-life issues, and a variety of margin notes expand on key ideas.

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NEW VERSIONS

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by Cheryl Peat Nance, EdD, DREI, CREI, with Loretta DeHay, Contributing Editor

Based on the best-selling *Modern Real Estate Practice in Texas*, Principles I and Principles II cover everything a student needs to know to pass the Texas licensing exam in a convenient online format. These courses have been extensively revised to comply with the new TREC curriculum requirements for Principles I and II. The courses contain a variety of study tools to help students prepare for a career in real estate, including interactive exercises, reading comprehension quizzes, and links to all the relevant forms and websites.

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

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by Donna K. Peeples, PhD, Minor Peeples III, PhD, and A. Sue Williams, MS, with Thomas C. Terrell and Kathleen E. Terrell, CREI, Contributing Editors

This Texas agency book incorporates the latest legislation and explains agency relationships in a logical sequence with many examples and actual legal cases. It has been reorganized to match the Texas Real Estate Commission curriculum. A full set of Instructor Resources is included.

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This new edition covers the topics required by the Texas Real Estate Commission (TREC). New topics include the Deceptive Trade Practices Act (DTPA), homestead law, mineral rights, and short sales. Key terms reinforce terminology, and chapter reviews emphasize important concepts or serve as a quick refresher of chapter content. Instructor Resources include outlines, exams, and PowerPoint presentations.

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Teach students everything they need to know about contract law

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Peggy Santmyer, Contributing Author

Texas Promulgated Forms provides a clear, practical approach to purchase agreements and an in-depth analysis of Texas Real Estate Commission (TREC) forms for new licensees and seasoned practitioners. Case studies provide students with hours of practice using TREC promulgated forms. Instructor Resources include outlines, exams, and a PowerPoint presentation. New for this edition is the forms supplement, which is a separate book that includes all forms for instruction as well as blank and filled-out forms for case studies.

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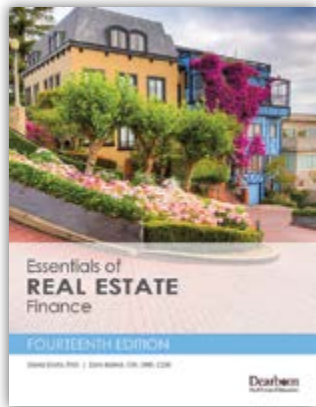
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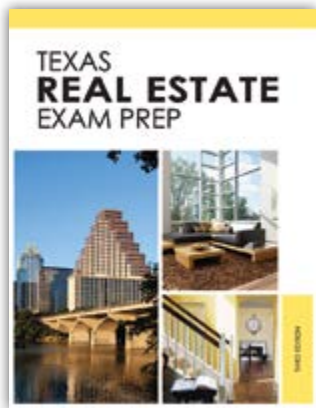
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Containing in-depth and easy-to-understand coverage of the real estate finance industry, this classic text has trained over 100,000 real estate professionals. *Essentials of Real Estate Finance* can be used as prelicensing for salespersons and brokers, 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 Disclosure • Glossary • Answer Key • Index

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by William H. Pivar

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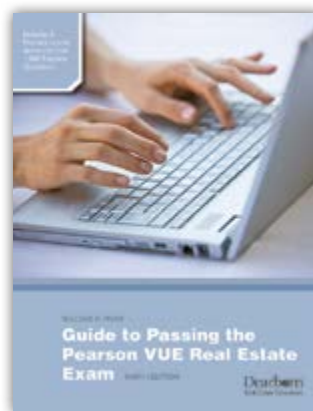
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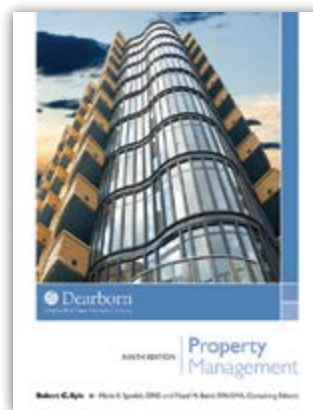
by Robert C. Kyle with Marie S. Spodek, GRI, DREI, and Floyd M. Baird, RPAISMA, Consulting Editors

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.

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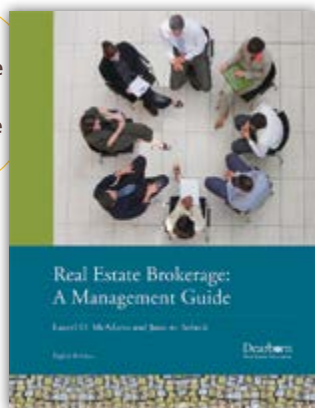
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Real Estate Math: What You Need to Know, 7th Edition

by Linda L. Crawford

Real Estate Math focuses on basic math concepts for both salesperson and broker candidates with examples, formulas, calculations, practice problems, and detailed explanations of multi-step problems in key concept areas. Its flexible format allows it to be used as a supplemental workbook or as a book for a stand-alone math course.

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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 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.

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by Chris Grover

Using conversational language and a plethora of real-life examples, this textbook explains classic marketing principles and sales techniques from the perspective of the real estate industry. In addition, it can also be used to fill a 30-hour salesperson annual education (SAE) requirement in Texas. A complete set of Instructor Resources is available online.

CONTENTS: Real Estate Marketing • The Marketing Concept • Market Research • Data Analysis, Drawing Conclusions, and Motivation • Target Marketing • Product and Pricing Strategy • Pricing Your Services • Place and Promotion Strategy • Ethics and Real Estate Professionalism • Insights Into a Successful Sale—No Trust, No Need • Insights Into a Successful Sale—No Help, No Hurry • Personal Selling • The Interview and Close • Appendix A: Marketing Plan • Glossary • Answer Key • Index

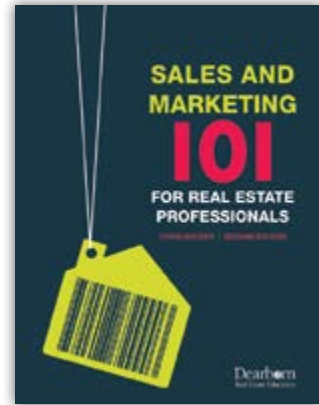
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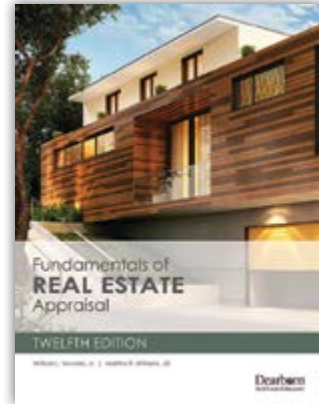
by William L. Ventolo Jr., and Martha R. Williams, JD

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.

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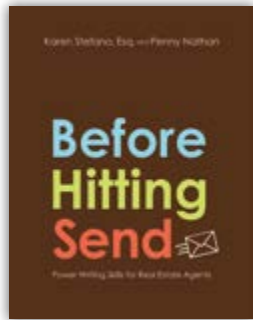


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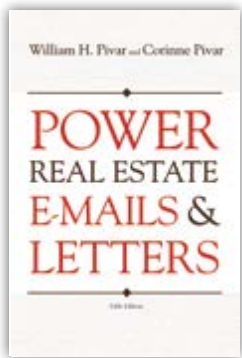
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Before Hitting Send

Power Writing Skills for Real Estate Agents

by Karen Stefano, Esq. and Penny Nathan

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by Carla Cross, CRB, MA

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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 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*.

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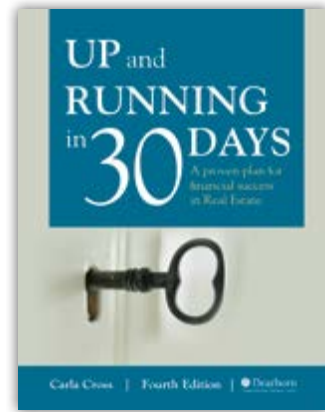
NEW VERSION

The Language of Real Estate MP3, Version 7.0

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

This companion to the best-selling book offers yet another option for students to learn and practice industry terms. The audio product gleans some of the most important information from the book, all in a mobile-device friendly format.

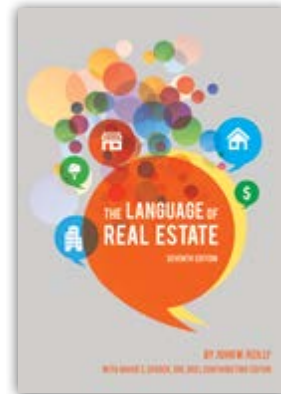
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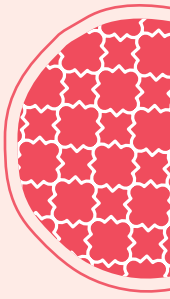
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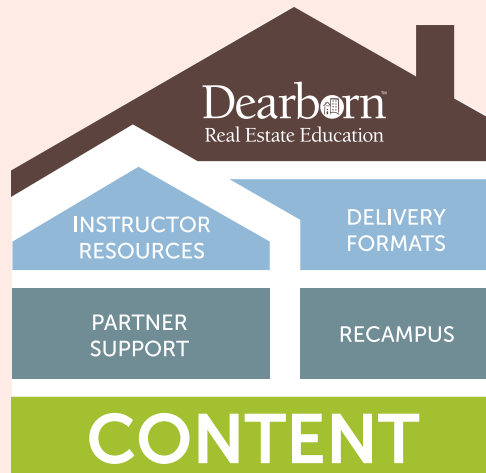
- Texas Real Estate Commission Broker Responsibility MCE, Version 1.0
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