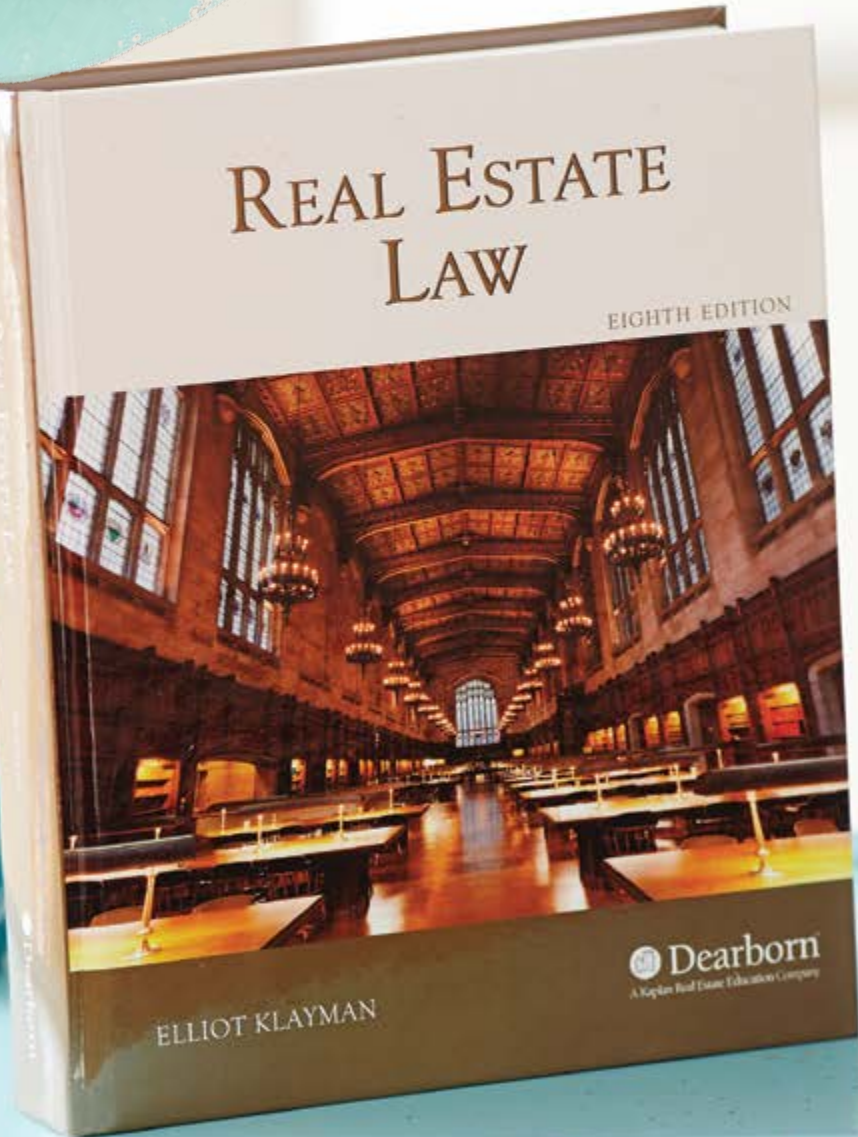


Educator's Guide

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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

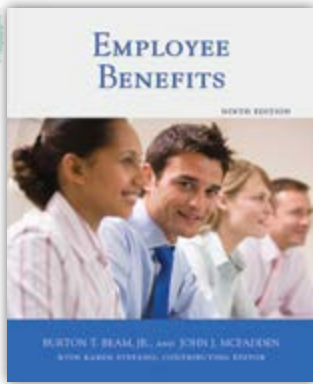
Essentials of Real Estate Finance
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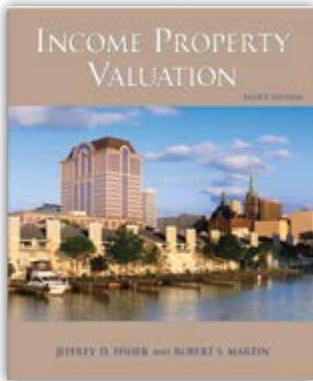
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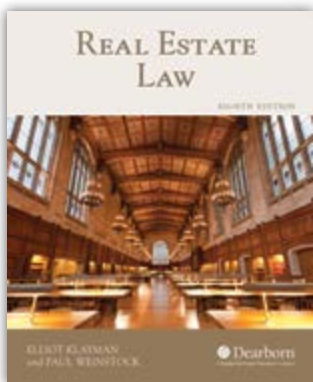




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Employee Benefits, 9th Edition

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

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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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



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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.

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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

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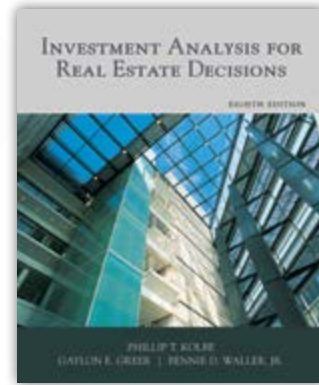
by Charles F. Floyd and Marcus T. Allen

This leading collegiate text offers a practical and comprehensive approach to the fundamentals of the real estate industry. Legal, market analysis, real estate industry services, and financial and investment analysis concepts are discussed, as well as special topics such as home purchase decision-making. Supporting instructional materials with lecture outlines and test banks further enhance student learning.

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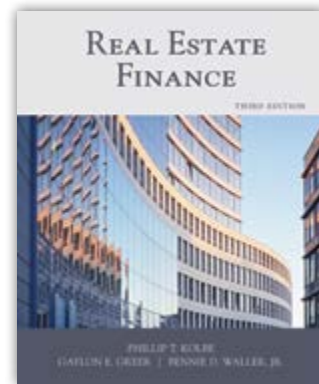
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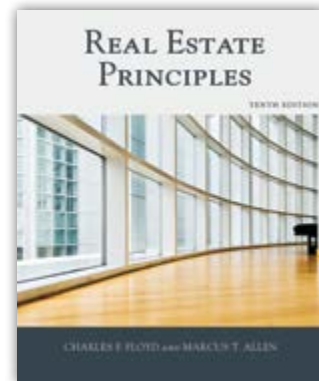
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Essentials of Real Estate Finance, 13th Edition

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

Containing in-depth and easy-to-understand coverage of the real estate finance industry, this classic text has trained more than 70,000 real estate professionals. *Essentials of Real Estate Finance* can be used for preclicensing students 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, and Instructor Resources.

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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.

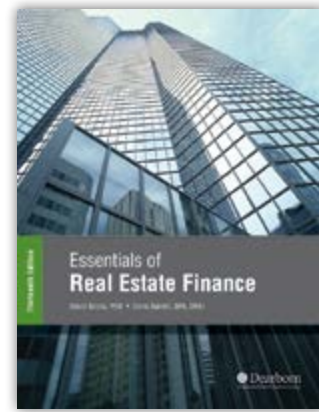
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by William L. Ventolo Jr., and Martha R. Williams, JD

The latest edition of this best-selling text provides a strong foundation for understanding the modern real estate appraisal market. Discussion includes the new reach of government lenders, the secondary mortgage market, loan limits, and recent mortgage fraud claims against appraisers. This edition includes chapter review questions, learning objectives, and a comprehensive set of Instructor Resources to help prepare for class. Additionally, this text can cover the basic principles and procedures requirements of the Appraiser Qualifications Board, and a course matrix is available for submission.

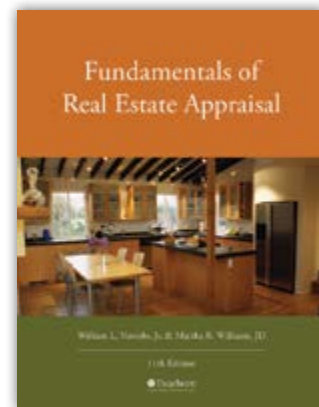
CONTENTS: The Appraisal Profession • Appraisal Math and Statistics • Real Estate and Its Appraisal • Real Estate Transactions • The Real Estate Marketplace • The Appraisal Process • Building Construction and the Environment • Data Collection • Site Valuation • The Cost Approach—Part I: Reproduction/Replacement 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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by Fillmore W. Galaty, Wellington J. Allaway, and Robert C. Kyle

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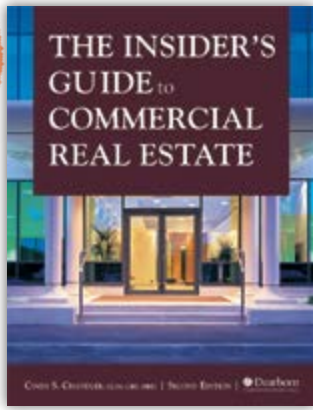
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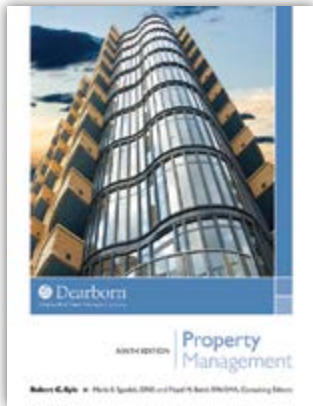
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The Insider's Guide to Commercial Real Estate, 2nd Edition

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

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

Beyond the
 basics of
 commercial
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This new 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.

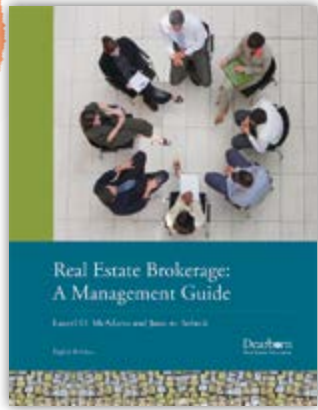
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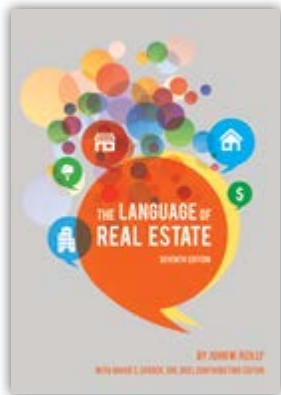
Real Estate Brokerage: A Management Guide & Workbook, 8th Edition

by Laurel D. McAdams and Joan M. Sobek

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.

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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 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*.

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