



# **Real Estate** **HR Policy & Procedure** **Manual**

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# Policy Procedures Manual Real Estate

**Stephen Mettling, David Cusic, Ryan  
Mettling**



## **Policy Procedures Manual Real Estate:**

**Florida Real Estate Broker's Guide** Linda L. Crawford, Edward J. O'Donnell, 2003-11 Going beyond the principles and practices students have already learned this new edition explores the skills necessary for building and managing a successful real estate brokerage Based on the revised FREC broker course syllabus Florida Real Estate Broker's Guide provides a complete source for your broker prelicensing curriculum Highlights include Four new case studies prepare students for realworld practice Timely comprehensive coverage of all course topics makes supplemental material unnecessary Web resources encourage students to explore key topics Free Instructor Resource Guide includes chapter outlines matching exercises vocabulary lists and two practice exams

*Principles of Real Estate Practice in Virginia* Stephen Mettling, David Cusic, Ryan Mettling, 2024-09-20 Performance Programs Company's Principles of Real Estate Practice in Virginia contains the essentials of the national and Virginia real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by Virginia 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 Virginia 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 Leasing Essentials Land Use Planning and Control Legal Descriptions Fundamentals of Contract Law National Agency Listing Agreements An Overview General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Risk Management Property Management Real Estate Mathematics Virginia Licensing Regulation Virginia Brokerage Regulation Disclosures Virginia Agency and Agency Disclosure Virginia Sales Contracts Virginia Fair Housing and Other Virginia Laws Glossary of General Real Estate Terms Index For students looking for a Virginia exam prep book we also publish Virginia Real Estate License Exam Prep All in One Review and Testing to Pass Virginia's PSI Real Estate Exam

**Principles of Real Estate Practice in Missouri: 1st Edition** Stephen Mettling, David Cusic, Ryan Mettling, Donna Welschmeyer, 2023-07-17 Principles of Real Estate Practice in Missouri contains the essentials of the national and Missouri real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by Missouri 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

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