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Steve Berges



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Real Estate Sales Handbook Gail Lyons, 1994-03 This 10th edition has been updated to reflect trends in the industry including real estate as an investment computer technology and expanding your services beyond residential sales An indispensable guide
Guide to Passing the Exporior Real Estate Exam Rick Knowles, 2002-04-26 The most comprehensive guide available for Exporior exam preparation Includes over 1 000 questions to assist the student in effectively preparing for the state real estate license exam Provides an expanded content outline for topic review Also contains salesperson and broker review exams Highlights are Uses a drill and practice approach to learning allowing the student to more easily identify any gaps in subject knowledge Over 1 000 Exporior specific exam prep questions with detailed rationales Includes a glossary of terms Serves as a reference manual with shelf life beyond the classroom and after the exam
California Real Estate Practice William H. Pivar, Lowell Anderson, Daniel Otto, 2003-10 Building on industry fundamentals this new edition provides the skills a student needs to build a successful real estate practice The text explores issues facing professionals including advertising qualifying prospects loan applications investment analysis competitive market analysis and using the Internet in practice 493 pages 2004 copyright Chapters include Instructor Note Student Enrichment Exercises Power Point Presentations Chapter 1 Getting Started in Real Estate Chapter 2 Ethics Fair Housing and Trust Funds Chapter 3 Mandatory Disclosures Chapter 4 Prospecting Chapter 5 Listing Presentation Package Chapter 6 Listing Presentations Chapter 7 Servicing The Listing Chapter 8 Advertising Chapter 9 The Buyer and The Property Showing Chapter 10 Obtaining the Offer and Creating the Sales Agreement Chapter 11 From Offer To Closing Chapter 12 Real Estate Financing Chapter 13 Escrow and Title Insurance Chapter 14a Taxation Chapter 14b Taxation cont Chapter 15 Property Management and Leasing Chapter Quiz Answer Keys Mini Quizzes for All Chapters Mini Quiz Answer Keys
101 Streetsmart Condo Buying Tips for Canadians Douglas Gray, 2008-04-10 Informative and comprehensive this book is a must have guide for people who are shopping for a condominium Condominiums are fast becoming the purchase of choice for people who are looking for the amenities of an urban lifestyle hands off maintenance and an entry into the real estate market for often less than the price of a detached single family home The appeal of a condominium lifestyle has resulted in increased demand and consequently higher purchase prices So it is crucial that prospective buyers understand what makes a condominium different from other types of real estate and what is involved when they decide to invest In 101 Streetsmart Condo Buying Tips for Canadians bestselling real estate author Douglas Gray offers condo shoppers everything they need to know to make their purchase a pleasant and

profitable experience Readers will learn about matching the purchase to their needs and risk tolerance financing strategies negotiation tactics and how to close the deal and pitfalls to avoid In addition to the many street-smart tips the appendix includes a glossary of real estate terms useful websites and helpful checklists 101 Street-smart Condo Buying Tips for Canadians will appeal to condo purchasers who want reliable and objective information to help them make an informed insightful and confident decision when they buy *Make Money with Condominiums and Townhouses* Gary W.

Eldred, 2004-04-28 In the Make Money series renowned real estate investor and best-selling author Gary W. Eldred shows you how to profit from the safest most reliable wealth builder in the world real estate With coverage of all the fundamentals from finding the right property to financing and managing them Eldred shows you the ropes so you don't have to learn important lessons the hard way Unlike general guides to investing in real estate each title in the Make Money series gives you the specialized expertise necessary to fully profit from a select investment strategy *Make Money with Condominiums and Townhouses* shows homebuyers and investors how to travel the road to real estate wealth often with little or nothing down As an affordable investment vehicle condominiums and townhouses offer numerous advantages over other types of rental property they require relatively little day-to-day management they tend to attract more desirable tenants than other rental properties and they offer low risk and high returns Full of time-tested techniques and proven money-making strategies *Make Money with Condominiums and Townhouses* will show you how to Relax while you put your money to work Find properties with high rates of appreciation Evaluate homeowner association finances Choose profitable locations Understand the changing demographics that may affect your investment Finance your properties with little or no money down Achieve positive cash flow quickly Build up equity Understand by laws disclosure statements and management contracts *Library of Congress Subject Headings* Library of Congress. Cataloging Policy and Support Office, 2009 *Principles of Real Estate*

Practice in New Jersey Stephen Mettling, David Cusic, Ryan Mettling, Jane Somers, 2024-07-24 Performance Programs Company's *Principles of Real Estate Practice in New Jersey* contains the essentials of the national and New Jersey real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by New Jersey 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 New Jersey* 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 The New Jersey Regulatory Environment New Jersey Brokerage Regulations New Jersey Agency and Business Practices New Jersey Real Estate Contracts New Jersey Housing Regulations Other New Jersey Laws and Practices Glossary of General Real Estate Terms Index For students looking for a New Jersey exam prep book Performance Programs Company also publishes New Jersey Real Estate License Exam Prep All in One Review and Testing to Pass New Jersey's PSI Real Estate Exam [Library of Congress Subject Headings](#) Library of Congress,2006 [The Complete Guide to Flipping Properties](#) Steve Berges,2008-03-03 Now in a newly updated and revised second edition The Complete Guide to Flipping Properties covers all the ins and outs of buying renovating and reselling distressed properties at big profits Steve Berges shows you how to excel at every aspect of flipping from finding great deals to analyzing property values to negotiating sales to closing deals With new information on flipping in a soft market this is the only guide you need to start turning a profit now [Library of Congress Subject Headings: F-O](#) Library of Congress. Subject Cataloging Division,1988 **Modern Real Estate Practice in New York** Edith Lank,2001 **Modern Real Estate Practice** Fillmore W. Galaty,Wellington J. Allaway,Robert C. Kyle,2002-11 For more than forty years Modern Real Estate Practice has set the industry standard for real estate education with over 50 000 copies sold every year and over 3 million real estate professionals trained Now in this exciting new edition Modern Real Estate Practice continues that tradition of excellence Includes a test building CD ROM and URLs for key government and professional association websites [Principles of Real Estate Practice in Pennsylvania](#) Stephen Mettling,David Cusic,Ryan Mettling,Donna Welschmeyer,2024-05-08 Performance Programs Company's Principles of Real Estate Practice in Pennsylvania contains the essentials of the national and Pennsylvania real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by Pennsylvania 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 Pennsylvania 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 Real Estate Fundamentals 1 Rights in Real Estate 2 Interests and Estates 3 Ownership 4 Encumbrances and Liens 5 Transferring and Recording Title 6 Land Use Planning and Control 7 Legal Descriptions 8 Essentials of RE Contract Law 9 Overview of Agency Law 10 RE Economics and Estimating Value 11 Real Estate Finance 12 Real Estate

Taxation Real Estate Practices 13 The Real Estate Business 14 The Brokerage Business 15 The Pennsylvania Regulatory Environment 16 Pennsylvania Licensure 17 Regulating Licensee Conduct Practice 18 Pennsylvania Agency Law 19 Listing Agreements 20 Pennsylvania Sales Contracts 21 Closings 22 Professional Practices and Disclosure 23 Property Management and Leasing 24 Related Pennsylvania Laws Regulations 25 Real Estate Mathematics Quizzes and Practice Exam Glossary of General Real Estate Terms Index For Pennsylvania students looking for a Pearson Vue exam prep book to complement Principles of Real Estate Practice in Pennsylvania we publish Pennsylvania Estate License Exam Prep **Modern Real Estate Practice in Ohio** Fillmore W. Galaty, Wellington J. Allaway, Robert C. Kyle, 2001 Foundations of Real Estate Financial Modelling Roger Staiger, 2023-10-13 NAMED ONE OF THE BEST COMMERCIAL REAL ESTATE BOOKS BY THE MOTLEY FOOL Staiger gives us the technical tools needed to build robust pro forma modeling around our real estate assets MillionAcres Now in its third edition Foundations of Real Estate Financial Modelling equips a new generation of students and professionals with a resource MillionAcres guarantees they'll use throughout their commercial investing careers Designed to provide increased scalable basis of pro forma modelling for real estate projects this complete update and revision of the classic text offers a step by step introduction to building and understanding the models underlying investments in properties from single family rentals to large scale developments Case studies drawn from the author's storied investment career put models into real world context while problem sets at the end of each chapter provide hands on practice for learners at any stage of their real estate careers This edition employs the innovative financial metric P Gain to quantify the probability of a Return of Capital ensuring readers ability to answer the most fundamental question of investing What is the probability I'll get my money back The fully revised and enhanced third edition is organized in three functional units 1 Real Estate Valuation Basics Theory and Skills 2 Real Estate Pro Forma Modelling and 3 Real Estate Pro Forma Enhancements Chapters cover Interest Rates Prime LIBOR SOFR Amortization Cash Out Refinance modelling ADC Acquisition Development Construction Module Rent Roll Module including seasonality Waterfall Hotel Consolidation Stochastic Modelling and Optimization Additional chapters are dedicated to risk quantification and include scenario stochastic and Monte Carlo simulations equity waterfalls and integration of US GAAP financial statements A companion website provides the real estate pro forma models to readers as a reference for their own constructed models www.pgainllc.com An ideal companion in the classroom and the boardroom this new edition of Foundations of Real Estate Financial Modelling will make even novices the experts in the room on their chosen asset class MillionAcres **Private Real Estate Markets and Investments** H. Kent Baker, Peter Chinloy, 2014 The purpose of this book is to provide an overview of private real estate markets and investments The 14 chapters are divided into three sections for conventional and alternative real estate investments and regulatory issues **Library of Congress Subject Headings** Library of Congress. Office for Subject Cataloging Policy, 1992 **Library of Congress Subject Headings: P-Z** Library of Congress. Subject Cataloging Division, 1989

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