



# **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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**Brokerages - Washington State Edition** Kathy Power,2002-08-24 Our very comprehensive user friendly manual is totally customizable for Washington State Real Estate Brokerages and comes with 15 continuing education clock hours for WA State RE License renewal This manual is provided in hard copy and CD copy in MS Word and PDF formats that will give you the ability to quickly adapt and implement policies and procedures for your company s sales and support staff Providing them with written direction on how you expect your company to function at the same time protecting your company from liability issues that could result from lack of documented direction      *Real Estate Brokerage and the Policy and Procedure Manual*

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**Principles of Real Estate Practice in Nevada** Stephen Mettling,David Cusic,Ryan Mettling,Jane Somers,2023-12-28 Principles of Real Estate Practice in Nevada contains the essentials of the national and Nevada real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by Nevada 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 Nevada 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 li 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 Math Nevada License Law Administration Nevada License Requirements Agency in Nevada Brokerage Practices in Nevada Nevada Disclosure Requirements Nevada Real Estate Contracts Other Nevada Practices and Law Glossary of General Real Estate Terms Index For students looking for a Nevada specific exam prep book we publish Nevada Real Estate License Exam Prep

**Principles of Real Estate Practice** Stephen Mettling,David Cusic,Ryan Mettling,2023-05-04 Principles of Real Estate Practice is a modern learning tool for the student preparing to enter the real estate business as a licensed professional

The textbook contains the essentials of real estate principles law and practices taught in real estate schools and colleges across the country including all those fundamentals that real estate educators practicing professionals national testing services and state licensing officials agree are necessary for basic competence Principles of Real Estate Practice covers the national requirements for the initial 30 90 hours of classroom study or its equivalent mandated by state license laws across the country It has nearly 500 practice questions to test mastery of the content Principles of Real Estate Practice is tailored to the needs of the pre license student Its examples and exercises are grounded in the authors fifty combined years in real estate education The textbook 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 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 Real Estate Leases Land Use Planning and Control Legal Descriptions Real Estate Contract Law Agency Listing Agreements The Brokerage Business Contracts for the Sale of Real Estate Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Real Estate Licensing and Regulation Risk Management Property Management Real Estate Mathematics and Formulas Practice Quizzes Practice Exam Glossary of General Real Estate Terms Index We now offer state specific versions of Principles of Real Estate Practice for Alabama Arizona Arkansas Florida Georgia Illinois Indiana Maryland Massachusetts Michigan Mississippi Missouri New Jersey Nevada North Carolina South Carolina Tennessee Texas and Virginia More coming soon     [Principles of Real Estate Practice in North Carolina](#) Stephen Mettling, David Cusic, Ryan Mettling, 2023-08-29 Principles of Real Estate Practice in North Carolina contains the essentials of the national and North Carolina real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by North Carolina 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 North Carolina 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

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