



**BROKER'S POLICIES
&
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Principal Broker

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Policy And Procedure Manual For Real Estate

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



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Real Estate Brokerage and the Policy and Procedure Manual Margaret E. Sprenecz, Paul C. Sprenecz, 1975 Principles of Real Estate Practice in Michigan Stephen Mettling, David Cusic, Ryan Mettling, 2024-11-18 Performance Programs Company's Principles of Real Estate Practice in Michigan contains the essentials of the national and Michigan real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by Michigan 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 Michigan 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, Michigan Licensing Regulation, Rules Governing Licensees, Contractual Relationships, Housing Regulations, Property Related Disclosures, Other Points of Law and Practice, Glossary of General Real Estate Terms, Index. For students looking for a Michigan exam prep book, we also publish Michigan Real Estate License Exam Prep: All in One Review and Testing to Pass Michigan's PSI Real Estate Exam. Principles of Real Estate Practice in South Carolina Stephen Mettling, David Cusic, Ryan Mettling, 2024-09-20 Performance Programs Company's Principles of Real Estate Practice in South Carolina contains the essentials of the national and South Carolina real estate law principles and practices necessary for basic competence as a real estate professional and as mandated by South 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 South 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

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