

OnCourse Learning

# Real Estate 2017 Catalog



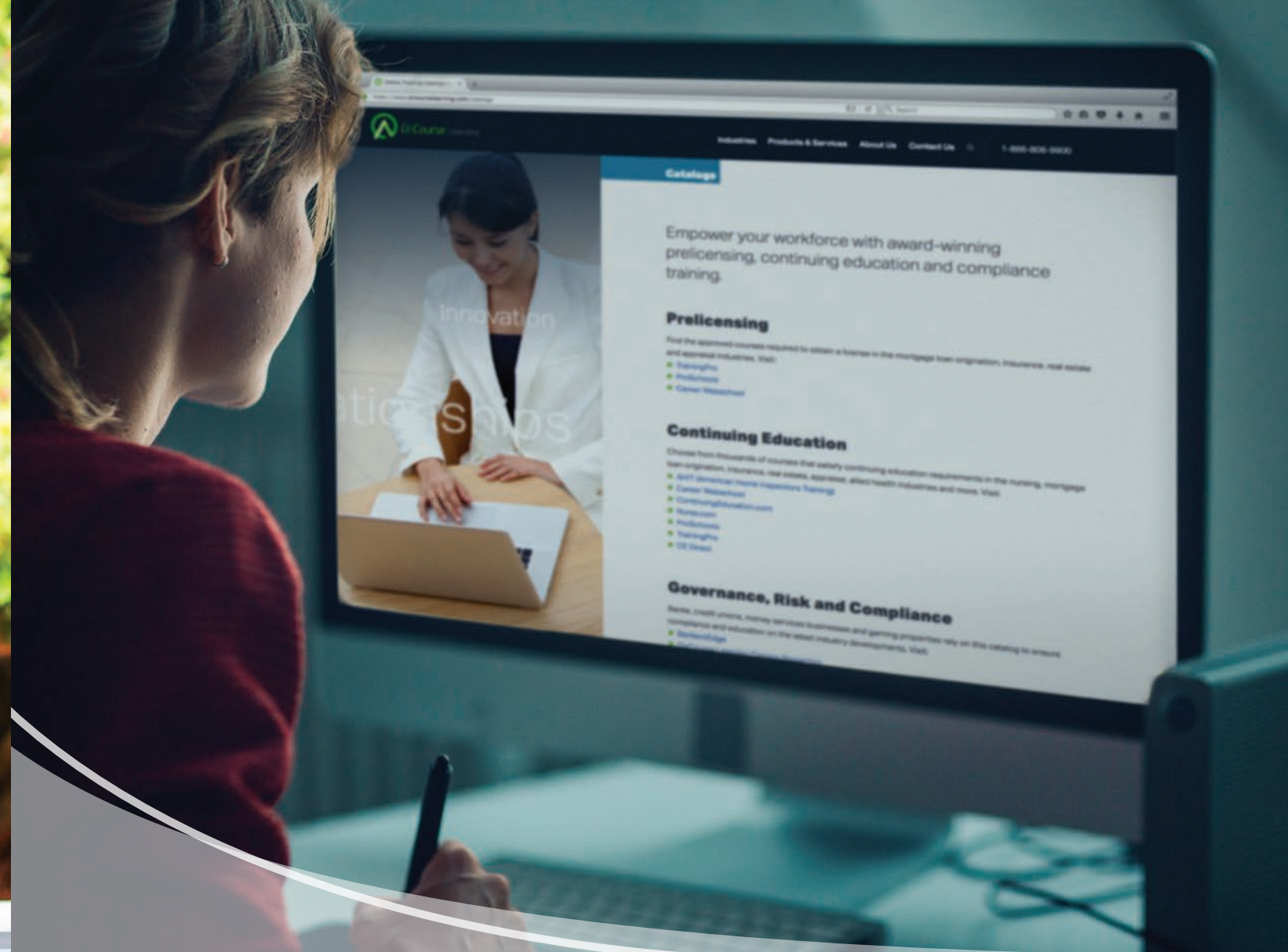
[OnCourseLearning.com/real-estate](http://OnCourseLearning.com/real-estate) | 404-476-3402





Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world.

– Franklin D. Roosevelt, U.S. president



## 10,000 courses.

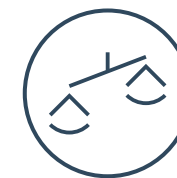
OnCourse Learning offers award-winning educational opportunities for these professions:



Real Estate



Healthcare



Financial Services

Discover the many ways to enhance your workforce, manage compliance and advance careers through our premier course catalogs.

**Types of education include:**

- Prelicensing
- Continuing Education
- Governance, Risk & Compliance
- Exam Prep
- Professional Skills
- Postlicense

Explore our expanded course catalogs now.

[www.OnCourseLearning.com/Discover-More](http://www.OnCourseLearning.com/Discover-More)





## Virtual Study Program

### An OnCourse Learning Advantage

The Virtual Study Program is a way for students to get that added support they need from an instructor in a live webinar environment. It bridges the gap between live and online learning in order to best prepare students to succeed on the exam and in their real estate careers. Sessions will be held weekly on a specific national core topic.

The Virtual Study program is included in some prelicense packages and also available a la carte. For partners, this is only available for affiliates at this time.

Sessions include:

#### MODULE ONE:

##### Ownership & Property Rights

**What it covers:** Ownership rights, Bundling rights, Freehold and leasehold, Differences between real and personal property, Property ownership types, Easements, Covenants & fixtures

#### MODULE TWO: Title Transfers

**What it covers:** Voluntary & involuntary alienation, Types of deeds, Title assurance & insurance

#### MODULE THREE: Land Use

**What it covers:** Government powers – zoning and eminent domain, Private powers – covenants and liens, Legal descriptions

#### MODULE FOUR: Contracts

**What it covers:** Types, Terms, Elements, Uniform Electronic Transmission Act, Terminating, State laws

#### MODULE FIVE: Finance

**What it covers:** Mortgages, deeds, trusts and notes, Mortgage loan types, Defaulting, Short sales and foreclosure, Primary & secondary mortgage markets

#### MODULE SIX: Agency Relationships

**What it covers:** Agency terms, Agency responsibilities, Types of agency, Listing contracts

#### MODULE SEVEN: Valuation Practices

**What it covers:** Agent & appraiser roles in valuation, Concepts of valuation, Three major valuation approaches

#### MODULE EIGHT: Federal laws

**What it covers:** Fair housing, Federal income tax, Environmental hazards, Capital gains calculations, Salaried agents vs independent contractors





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**OnCourse Learning Corporate:**  
866-806-9900

**Real Estate Partnerships:**  
404-476-3402

**Real Estate Education:**  
800-532-7649

**Publishing Orders/Inquiries:**  
855-733-7239

## Icons

This catalog uses a simple icon system to provide additional information about our books and offerings.



## Online Courses

This icon means that an online course relevant to the book is available.



## Online Resources

This icon means that additional resources are available for the book on our website. A comprehensive list of each book's instructor resources can be found at [OnCoursePublishing.com](http://OnCoursePublishing.com)



## New Edition

This icon means that the book is a new edition and features updated content.



## E-Book Available

This icon means that an eBook version of this edition is coming soon.

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# Online Real Estate Education

## Our Advantages

### 24/7 Course Access

We value our students and understand that their time is precious. Our courses offer the convenience of being accessed anytime, anywhere and on any device.

### Fully Approved

Our courses are approved by state regulatory agencies and ARELLO.

### Curriculum Designed for Student Success

OnCourse Learning is committed to providing informative, useful and up-to-date content in our courses.

### Mastery & Fluency Methodology

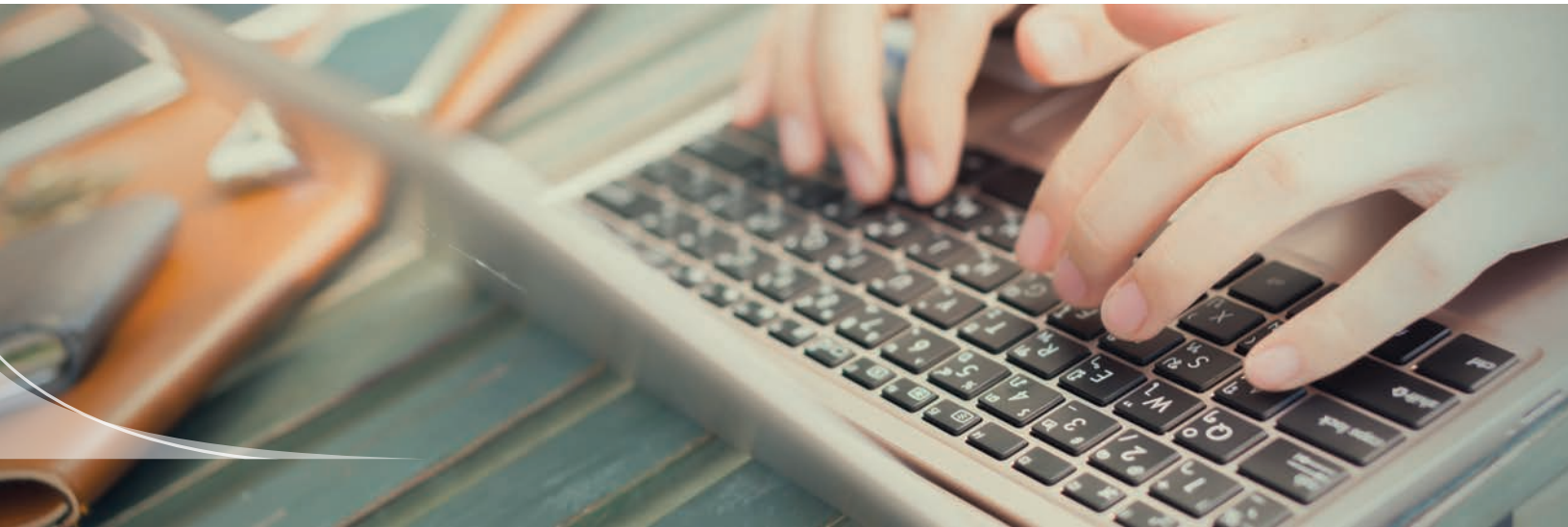
Our courses are built using a scientific methodology focused on maximizing retention. Lessons are taught in small, digestible learning segments followed by content-related questions. The thoroughness of our unique methodology helps learners retain knowledge better, resulting in much higher than average pass rates.

### Personally-Paced Delivery

Our Mastery and Fluency methodology, combined with our proprietary learning management system, creates courses to ensure each student can work at the pace best suited for their particular schedule and retention level.

### Quality Guarantee

We have complete confidence in our courses and in our students. That's why all of our pre-license packages that contain exam prep come with our quality guarantee. If a student does not pass their exam on the first try, OnCourse Learning will reimburse them for the cost to sit for the state exam again.



## Real Estate Education.

Created for your success.  
Convenient for your busy life.

### Mission

OnCourse Learning Real Estate helps both professionals and companies navigate regulatory training, certification and compliance requirements to ensure success in their chosen professions. Utilizing real world professionals, subject matter experts and leading instructional designers, OnCourse Learning is focused on providing learners with the most current and comprehensive curriculum in relevant and easy-to-understand formats. We help people get started and succeed in their chosen professions.

### About Us

OnCourse Learning Real Estate is the industry-leading resource for licensing and continuing education for real estate and appraisal professionals and organizations, helping more than 600,000 people earn licenses, advance their careers, and even start new businesses. We give you access to convenient, cost-effective education resources.

### We Offer

Partner with OnCourse Learning Real Estate to offer real estate, appraisal and home inspection education including:

- Real Estate, Appraisal and Home Inspection Licensing/Certification
- Continuing Education
- Exam Prep
- Broker Education
- Leadership Training
- Textbook and eBook Publishing
- Professional Development

Trust our experience and expertise. With OnCourse Learning, you have access to

## 40+ years

of experience as one of the industry's best-in-class online education brands.

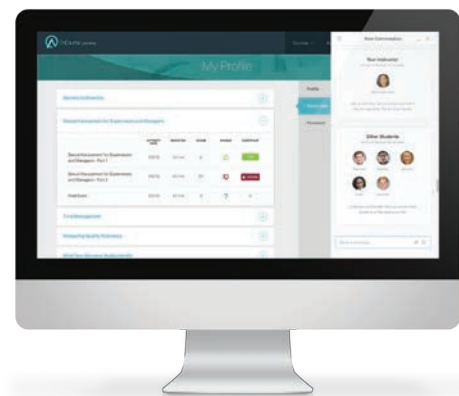
## An education platform that delivers.

Make learning enjoyable and education management trouble-free with OnCourse Direct, a system that delivers a new dimension in e-learning efficiency and effectiveness.

**Save time:** Enjoy painless onboarding and built-in templates to notify your employees of important assignments.

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# Real Estate Prelicensing



## Full suite prelicense education

Our self-paced online prelicensing courses, coupled with our textbook products, walk students through the process of getting their license, all while preparing them for the reality of a career in real estate.

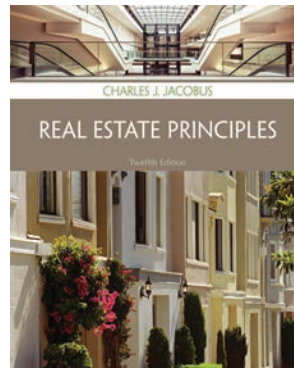
Our Real Estate Prelicensing Packages include benefits such as:

- 1. Mandatory Prelicensing Course**
- 2. National Real Estate Exam Prep**  
The SMART Guide to Passing.
- 3. MathMaster**  
Clear and concise review of real estate math.
- 4. Virtual Study Program**  
Weekly live, interactive webinars to help you master key national real estate concepts. Available to some packages and a la carte.
- 5. Quality Guarantee**  
\*In the instance that one of our students does not pass the state exam on the first try, we will reimburse that student for their second state exam fee. To be eligible for reimbursement, the student must take the state exam within 1 year of completing our course and must have also passed our course exam with a grade of at least 80%.
- 6. Textbooks**  
Quality, up-to-date content that is perfect for a reference guide to boost retention. Available in some packages and a la carte.

We offer a **full solution for online real estate** prelicensing in:

Alabama  
Arkansas  
California  
Colorado  
Florida  
Georgia  
Hawaii  
Iowa  
Kansas  
Louisiana  
Maryland  
Michigan  
Mississippi  
Missouri  
Montana  
Nevada  
New York  
Oregon  
Pennsylvania  
Tennessee  
Texas  
Virginia  
Washington  
Wisconsin  
Wyoming

**Coming Soon:**  
Illinois



978-1-285-42098-1 | 12th Edition  
Copyright 2014 | 624 Pages | \$137.95



## Real Estate Principles

By Charles J. Jacobus

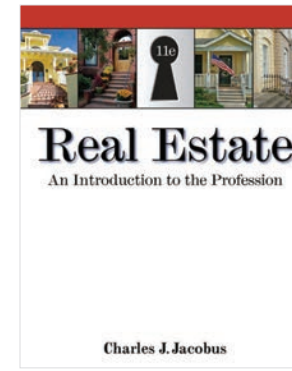
For decades this popular principles book has laid a solid foundation for thousands of new real estate professionals starting a rewarding career in the real estate industry. Known for his clear presentation and engaging style, Charles J. Jacobus brings together all the pieces of real estate, giving students the fundamentals they need for success.

### Highlights

- Details fundamentals for new real estate professionals
- Written in a clear and engaging style
- Focuses on new regulations in the mortgage industry, while reinforcing core concepts

### Content

1. Introduction to Real Estate. 2. Nature and Description of Real Estate. 3. Rights and Interests in Land. 4. Forms of Ownership. 5. Transferring Title. 6. Recordation, Abstracts, and Title Insurance. 7. Contract Law. 8. Real Estate Sales Contracts. 9. Mortgage and Note. 10. Deed of Trust. 11. Lending Practices. 12. The Loan and the Consumer. 13. Sources of Financing. 14. Types of Financing. 15. Taxes and Assessments. 16. Title Closing and Escrow. 17. Real Estate Leases. 18. Real Estate Appraisal. 19. Licensing Laws and Professional Affiliation. 20. The Principal-Broker Relationship: Employment. 21. The Principal-Broker Relationship: Agency. 22. Fair Housing, ADA, Equal Credit, and Community Reinvestment. 23. Condominiums, Cooperatives, PUDs, and Timeshares. 24. Property Insurance. 25. Land-Use Control. 26. Real Estate and the Economy. 27. Investing in Real Estate. Appendix A. Construction Illustrations and Terminology. Appendix B. Real Estate Math Review. Appendix C. Interest and Present Value Tables. Appendix D. Measurement Conversion Table. Appendix E. Answer to Chapter Questions and Problems Index and Glossary.



978-0-324-78750-4 | 11th Edition  
Copyright 2010 | 656 Pages | \$81.95



## Real Estate: An Introduction to the Profession

By Charles J. Jacobus

This textbook introduces core industry concepts in a clear, organized presentation. A vibrant two-color design and real-world examples keep users engaged. Students will gain the solid foundation they need to succeed in modern real estate. The book's self-paced study guide includes exam-style questions.

### Highlights

- Includes real world examples to keep readers engaged
- Features a math review to test students' mastery of real estate equations

### Content

1. Introduction to Real Estate. 2. Nature and Description of Real Estate. 3. Rights and Interests in Land. 4. Forms of Ownership. 5. Transferring Title. 6. Recordation, Abstracts, and Title Insurance. 7. Contract Law. 8. Real Estate Sales Contracts. 9. Mortgage and Note. 10. Deed of Trust. 11. Lending Practices. 12. The Loan and the Consumer. 13. Sources of Financing. 14. Types of Financing. 15. Taxes and Assessments. 16. Title Closing and Escrow. 17. Real Estate Leases. 18. Real Estate Appraisal. 19. Licensing Laws and Professional Affiliation. 20. The Principal-Broker Relationship: Employment. 21. The Principal-Broker Relationship: Agency. 22. Fair Housing, ADA, Equal Credit, and Community Reinvestment. 23. Condominiums, Cooperatives, PUDs, and Timeshares. 24. Land-Use Control. 25. Investing in Real Estate. Appendix A: Construction Illustrations and Terminology. Appendix B: Real Estate Math Review. Appendix C: Measurement Conversion Table. Appendix D: Answers to Chapter Questions and Problems. Index and Glossary.



978-0-324-78753-5 | 11th Edition  
Copyright 2010 | 576 Pages | \$87.95

## Bienes Raíces: Una introducción a la profesión

Spanish Translation By Nora Gutiérrez-Olmos & Charles J. Jacobus

This Spanish real estate principles text is a translation of *Real Estate: An Introduction to the Profession, 11th Edition*. Charles J. Jacobus introduces the fundamental principles of real estate with a clear, down-to-earth writing style and engaging examples throughout.

### Highlights

- Details the fundamentals of real estate for Spanish speakers
- Presents in a clear, down-to-earth writing style

### Content

1. Introduction to Real Estate. 2. Nature and Description of Real Estate. 3. Rights and Interests in Land. 4. Forms of Ownership. 5. Transferring Title. 6. Recordation, Abstracts, and Title Insurance. 7. Contract Law. 8. Real Estate Sales Contracts. 9. Mortgage and Note. 10. Deed of Trust. 11. Lending Practices. 12. The Loan and the Consumer. 13. Sources of Financing. 14. Types of Financing. 15. Taxes and Assessments. 16. Title Closing and Escrow. 17. Real Estate Leases. 18. Real Estate Appraisal. 19. Licensing Laws and Professional Affiliations. 20. The Principal-Broker Relationship: Employment. 21. The Principal-Broker Relationship: Agency. 22. Fair Housing, ADA, Equal Credit, and Community Reinvestment. 23. Condominiums, Cooperatives, PUDs, and Timeshares. 24. Land-Use Control. 25. Investing in Real Estate. Appendix A. Construction Illustrations and Terminology. Appendix B. Real Estate Math Review. Appendix C. Measurement Conversion Table. Appendix D. Answers to Chapter Questions and Problems. Index and Glossary.



978-1-629-80006-6 | 9th Edition  
Copyright 2015 | 528 Pages | \$62.95



## Real Estate Principles & Practices

By Arlyne Geschwender

Organized around the natural flow and sequence of events in a real estate transaction, this text employs a realistic and practical approach to learning the basics of real estate. Students will appreciate Arlyne Geschwender's friendly tone and accessible reading style. Recent changes in modern real estate law and practice have been incorporated in this revised edition, along with new forms and contracts.

### Highlights

- Features wide margins and an open-faced layout that encourage note-taking
- Contains clear and concise definitions of concepts and terms
- Includes numerous examples to aid the novice student
- Highlights websites to encourage further research
- End-of-chapter review questions and discussion points help engage classroom discussions and promote real-world application

### Content

PART ONE: BASIC CONCEPTS OF REAL ESTATE. 1. Real Estate and the Economy. 2. Land: Its Characteristics and Acquisition. 3. Land Descriptions. 4. Land Use Controls. 5. Estates, Interests, Deeds, and Title. PART TWO: THE ORDERLY PROCESS OF A SALE. 6. Contracts and Business Law. 7. Agency Law and Representation. 8. Listing the Property. 9. Marketing and Selling Real Estate. 10. Lending Institutions and Loans. 11. Financing. 12. Closing Statements. PART THREE: OTHER ASPECTS OF REAL ESTATE. 13. Condominiums and Cooperatives. 14. Leases. 15. Property Management. 16. Investment and Tax Aspects of Ownership. 17. The Appraisal Process. 18. Environmental Issues and Real Estate. 19. Fair Housing Law. 20. License Law. 21. Real Estate Math. Practice Examination. Answer Key.



978-1-692-80007-3 | 9th Edition  
Copyright 2015 | 160 Pages | \$41.95



## Workbook - Real Estate Principles & Practices

By Arlyne Geschwender

Designed to supplement Arlyne Geschwender's *Real Estate Principles & Practices*, this workbook delivers additional exercises to reinforce each lesson and practice exam questions for self-paced learning.

### Highlights

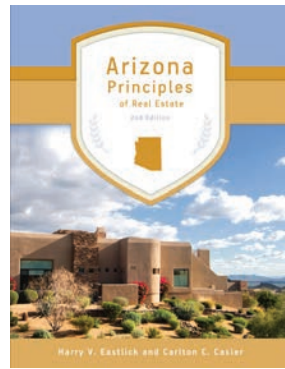
- Complements Arlyne Geschwender's *Real Estate Principles & Practices* so the exercises reinforce each corresponding lesson in the book
- Includes practice exams for students to test their readiness for the licensing exam

### Content

Preface 1. Real Estate and the Economy 2. Land: Its Characteristics and Acquisition 3. Land Descriptions 4. Land Use Controls 5. Estates, Interests, Deeds, and Title 6. Contracts and Business Law 7. Agency Law and Representation 8. Listing the Property 9. Marketing and Selling Real Estate 10. Lending Institutions and Loans 11. Financing 12. Closing Statements 13. Condominiums and Cooperatives 14. Leases 15. Property Management 16. Investment and Tax Aspects of Ownership 17. The Appraisal Process 18. Environmental Issues and Real Estate 19. Fair Housing Laws 20. License Law 21. Real Estate Math Answer Key







978-1-62980-015-8 | 2nd Edition  
Copyright 2016 | 672 Pages | \$72.95



## Arizona Principles of Real Estate

**New Edition!** By Harry V. Eastlick & Carlton C. Casler

*Arizona Principles of Real Estate*, 2nd Edition provides current and complete coverage of Arizona real estate prelicense requirements. The helpful graphics, key terms, chapter summaries, and extensive review questions give readers a solid understanding of current national and Arizona-specific real estate license laws and regulations. A self-study guide and practice exam help students prepare for the state exam with confidence.

### Highlights

- Includes discussion of the TILA-RESPA Integrated Disclosure Rule (TRID)
- Provides user-friendly instruction
- Packed with helpful graphics
- Features a practice exam

### Content

1. Real Estate Law and Real Estate Business. 2. Land and Real Estate. 3. Real and Personal Property. 4. Real Estate Math. 5. Legal Descriptions. 6. Government Land Ownership and Use Controls. 7. Subdivisions. 8. Encumbrances. 9. Home Ownership and Home Construction. 10. Freehold Estates and How Property is Held. 11. Entities for Ownership. 12. Agency Law and Disclosure. 13. Listing Agreements. 14. Environmental Issues and Arizona Water Law. 15. Contract Law. 16. Title and Transferring Title. 17. Recording Acts and Title Insurance. 18. Closing the Transaction. 19. Real Estate Appraisal. 20. Control of Money and Real Estate Finance. 21. Real Estate Financing Instruments. 22. Qualifying Borrowers; Interest and Discount Points. 23. Loan Satisfaction, Assumptions, Defaults, and Foreclosure. 24. Leasehold Estates. 25. Property Management and Arizona Landlord-Tenant Laws. 26. Fair Housing. 27. Arizona Real Estate Codes. 28. Investing in Real Estate and Income Tax Aspects of Real Estate. Appendix A. Practice State Examination and Study Guide. Appendix B. Practice State Examination Answer Key. Appendix C. Reviewing Your Understanding Answer Key.



978-1-62980-017-2 | 10th Edition  
Copyright 2016 | 592 Pages | \$87.95



## California Real Estate Finance

**New Edition!** By John Fesler and Mary Ellen Brady

In this highly practical real estate finance book, students will learn the impact of current financial markets on real estate transactions. While the primary focus is on real estate financing principles and practices in California, it also examines the latest developments in real estate financing, including the new national mortgage loan officer licensing laws.

### Highlights

- Reflects the current status of the real estate financial market
- Gives readers an understanding of the various types of lenders, financing options, the mortgage process, and common mortgage problems

### Content

1. Introduction to the Basic Process of Real Estate Law. 2. Estates in Land-Freehold Estates. 3. Estimates in Land-Statutory Estates. 4. Legal Descriptions. 5. How Ownership is Held. 6. Fixtures and Easements. 7. Real Estate Brokerage. 8. Agency. 9. Contracts for the Sale of Real Estate. 10. Voluntary Conveyances. 12. Recording, Constructive Notice, and Acknowledgments. 13. Mortgages. 14. Interest and Finance Charge. 15. Method of Title Assurance. 16. Closings. 17. Liens. 18. Landlord and Tenant Relationships. 19. Condominiums and Cooperatives. 20. Regulation of Real Estate. 21. Real Estate Taxation.



978-1-62980-179-7 | Edition 10.1  
Copyright 2016 | 560 Pages | \$74.95



## California Real Estate Principles

**New Edition!** By Mary Ellen Brady, Edwin Estes Jr., & Dennis J. McKenzie

*California Real Estate Principles* is easy to understand, yet rigorous in reinforcing the terms and concepts necessary to pass the California real estate license exam. This edition has been updated to reflect California's latest legislative changes. The authors have added fresh examples, new Student Learning Outcomes, and updated Reviewing Your Understanding questions throughout. Math has been moved out of the main text to the appendix, so students have a single place to look for all formulas and real estate math. This text contains everything you need to dive headfirst into your real estate career.

### Highlights

- New disclosures chapter explores sellers' and agents' disclosure obligations, as well as supplemental statutory disclosures.
- Expanded appraisal chapter includes more detail on the Home Valuation Code of Conduct (HVCC), updates reflecting the 2014-2015 revisions of USPAP, and updated categories of licensing/certification reflecting January 2015 legislative changes.
- Provides expanded discussion of the various listing agreements and reviews the latest version of the Residential Purchase Agreement.
- Includes updated information on the California license exam.

### Content

1. A Career in Real Estate and the Bureau of Real Estate License Examination Requirements. 2. Introduction to Real Estate. 3. Real Estate Agency. 4. Real Estate Disclosures. 5. Real Estate Contracts. 6. Part I. Legal Descriptions, Methods of Acquiring Title, and Deeds. 6. Part II. Estates and Methods of Holding Title. 7. Encumbrances, Liens, and Homesteads. 8. Introduction to Real Estate Finance. 9. Part I. Real Estate Lenders. 9. Part II. FHA, VA, and Cal-Vet Loans and the Secondary Mortgage Market. 10. Real Estate Appraisal. 11. The Role of Escrow and Title Insurance Companies. 12. Landlord and Tenant Relations. 13. Land-Use Planning, Subdivisions, Fair Housing, And Other Public Controls. 14. Introduction to Taxation. 15. Single-Family Homes and Mobile Homes.



978-1-62980-021-9 | 9th Edition  
Copyright 2015 | 768 Pages | \$94.95



## California Real Estate Law: Text & Cases

By Ted H. Gordon

This definitive text provides a detailed and practical explanation of California real estate law with more than 230 case studies to enhance learning. New and recent updates to real estate laws in California are included, along with tips on how to apply the laws discussed. Charts, tables, and sample documents increase the readers' understanding. End-of-chapter questions and two comprehensive sample tests with answers and rationale help to test mastery of concepts. Case citations and code sections are referenced where appropriate to allow further research.

### Highlights

- Provides expanded coverage and detailed review of clauses commonly encountered in leases, deeds or trusts, sales agreements, and listing agreements.
- Focuses on two legal cases per chapter, showing how judges analyze and decide major areas of the law.
- Uses charts, diagrams, and sample documents extensively, allowing readers to visualize key points, conceptualize differences between similar legal concepts, and understand how legal documents offer protection.

### Content

Table of Legal Abbreviations. 1. Nature of Property. 2. Judicial System and History. 3. Elements of Property. 4. Contracts and Damages. 5. Deposit Receipts. 6. Listing Agreements. 7. Nonpossessory Interests. 8. Estates in Land. 9. Voluntary Transfers of Property. 10. Involuntary Transfers of Property. 11. Joint Ownership. 12. Landowner's Liability for Injuries. 13. Leases and Eviction. 14. Recording System. 15. Mortgages and Deeds of Trust. 16. Involuntary Liens. 17. Property Taxes. 18. Homesteads. 19. Private Restrictions on Land. 20. Zoning. 21. Environmental Controls and Subdivision Laws. 22. Title Insurance and Escrow. 23. Agency and Broker's Relationship. Appendix A: Useful Web Sites. Appendix B: Answers to Study Questions. Appendix C: Sample Test #1. Appendix D: Sample Test #2. Appendix E: Answers to Sample Tests. Glossary of Real Estate and Legal Terms. Index of Cases. Index of Code Citations. Subject Index.



978-1-62980-016-5 | 3rd Edition  
Copyright 2015 | 656 Pages | \$64.95



## California Real Estate Practice

By Robert L. Herd & Bruce A. Southstone

Designed to be user-friendly for both instructors and students, this third edition of *California Real Estate Practice* includes current statute and code references, new and revised C.A.R. real estate forms, and extensive updates to all chapters and the glossary. Each chapter features tips on how to effectively start and successfully grow a real estate business into an immensely satisfying lifelong career.

### Highlights

- Provides the latest forms and contracts available through the California Association of REALTORS®, as well as a detailed explanation of how to properly use them
- Explains the most effective ways of generating business and discusses in detail how to implement them
- Provides updated review questions throughout to reflect the current market conditions
- Updated online links have been added to glossary references

### Content

1. Starting Your Real Estate Career. 2. Choosing the Right Broker. 3. Ethics, Fair Housing, and RESPA. 4. Disclosures. 5. Lead Generation or Prospecting for Clients and Customers. 6. Working with Buyers. 7. Real Estate Financing. 8. Writing and Presenting Effective Purchase Contracts. 9. Preparing for the Listing Appointment. 10. The Listing Presentation. 11. Servicing the Listing. 12. Escrow and Title Insurance. 13. The Life of An Escrow. 14. Real Estate Taxation. 15. Advertising and Marketing. 16. Alternate Real Estate Careers.



978-1-62980-028-8 | 2nd Edition  
Copyright 2016 | 512 Pages | \$60.95



## Florida Real Estate Principles, Practices & License Laws

New Edition Coming Soon! By Sam Irlander

This comprehensive, non-technical book is uniquely designed to provide a solid understanding of current Florida real estate laws and practices. Students appreciate the “Coaching Tips” and “Math Buster” features to help them confidently pass the Florida real estate licensing exam.

### Highlights

- Comprehensively educates readers in a simple, non-technical manner
- Reinforces content with key terms, chapter summaries, and extensive review questions
- Tests students’ knowledge of key concepts with two 100-question practice exams

### Content

1. The Real Estate Business. 2. License Law and Qualifications for Licensure. 3. License Law and Commission Rules. 4. Law of Agency - Relationships and Disclosures. 5. Operation of a Brokers Office. 6. Violations Complaints, Penalties and Procedures. 7. Federal and State Laws Affecting Housing. 8. Property Rights. 9. Title Deeds and Ownership Restrictions. 10. Legal Descriptions. 11. Real Estate Contracts. 12. Real Estate Finance. 13. Mortgage Market Operations. 14. Title Closing and Computations. 15. Valuation of Real Property. 16. Residential Product Knowledge. 17. Investing in Real Estate and Business Brokerage. 18. Taxes Affecting Real Estate. 19. The Real Estate Market. 20. Planning and Zoning. Glossary. Index.



978-1-62980-019-6 | 15th Edition  
Copyright 2015 | 656 Pages | \$53.95



## California Real Estate Exam Prep

By William H. Pivar

*California Real Estate Exam Prep, 15th Edition* puts students on a path to successfully prepare for and pass their California real estate licensing exam. The text provides a complete background in California real estate principles and reflects the most recent changes in California real estate licensure requirements. Other updates include the addition of new real estate terms to coincide with new regulations, as well as moving math out of the main text to the appendix, so readers have a single place to find all formulas and real estate math. As in previous editions, William H. Pivar continues to provide helpful, accessible instruction and hands-on experience in examination techniques.

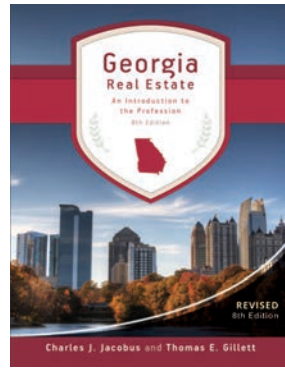
### Highlights

- Reorganized to match *California Real Estate Principles*, Edition 10.1 to facilitate greater student comprehension in examination preparation
- Updated to reflect changes in CalBRE examination emphasis and subject matter
- Provides 125 new questions and answers

### Content

1. A Career in Real Estate and the Bureau of Real Estate License Examination Requirements. 2. Introduction to Real Estate. 3. Real Estate Agency. 4. Real Estate Disclosures. 5. Real Estate Contracts. 6. Legal Descriptions, Methods of Acquiring Title, and Deeds. 7. Encumbrances, Liens, and Homesteads. 8. Introduction to Real Estate Finance. 9. Real Estate Lenders, FHA, VA, CALVET Loans, and the Secondary Mortgage Market. 10. Real Estate Appraisal. 11. The Role of Escrow and Title Insurance Companies. 12. Landlord and Tenant Relations. 13. Land-Use Planning, Subdivisions, Fair Housing, and Other Public Controls. 14. Introduction to Taxation. 15. Single-Family Homes and Mobile Homes.





978-1-629-80008-0 | 8th Edition  
Copyright 2016 | 656 Pages | \$71.95



## Georgia Real Estate: An Introduction to the Profession

**New Edition!** By Charles J. Jacobus & Thomas E. Gillett

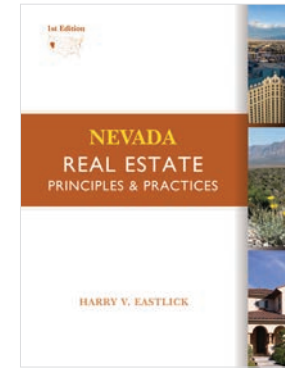
*Georgia Real Estate: An Introduction to the Profession* is not only the premier textbook for those wishing to enter the real estate profession, it is also a thorough reference that all Georgia real estate professionals should have. Charles J. Jacobus and Thomas E. Gillett cover the basic requirements necessary to obtain a real estate license in Georgia and detail each step in a real estate transaction.

### Highlights

- Includes a clear discussion of Georgia License Law and Substantive Regulations, presented in plain language with examples and explanations
- Discusses the TILA-RESPA Integrated Disclosure Rule (TRID)
- Contains step-by-step explanations of real estate calculations
- Provides in-depth discussion of laws affecting the Georgia practitioner

### Content

1. Introduction to Real Estate. 2. Licensing Laws and Professional Affiliation. 3. Nature and Descriptions of Real Estate. 4. Rights and Interests in Land. 5. Forms of Ownership. 6. Transferring Title. 7. Recordation, Abstracts, and Title Insurance. 8. Contract Law. 9. Real Estate Sales Contracts. 10. Notes and Security Documents. 11. Lending Practices. 12. The Loan and the Consumer. 13. Sources of Financing. 14. Types of Financing. 15. Taxes and Assessments. 16. Closing the Transaction. 17. Real Estate Leases. 18. Real Estate Appraisal. 19. The Principal-Broker Relationship: Agency. 20. The Principal-Broker Relationship: Employment. 21. Fair Housing, ADA, Equal Credit, and Community Reinvestment. 22. Condominiums, Cooperatives, PUDs, and Timeshares. 23. Land-Use Control. 24. Georgia License Law. 25. Georgia Rules and Regulations. 26. Georgia Practice. 27. Investing in Real Estate. Appendix A. Construction Illustrations and Terminology. Appendix B. Real Estate Math Review. Appendix C. Measurement Conversion Table. Appendix D. Answers to Chapter Review Questions. Glossary and Index.



978-0-324-65354-0 | 1st Edition  
Copyright 2010 | 560 Pages | \$63.95



## Nevada Real Estate: Principles & Practices

By Harry V. Eastlick

*Nevada Real Estate* combines the fundamentals of real estate with the latest state-specific information needed to pass the Nevada licensing exam. Harry V. Eastlick details the basics of real estate, such as contracts, property ownership, and finance, as well as state laws, rules, and regulations governing the real estate industry in Nevada.

### Highlights

- Provides the latest state-specific information needed to pass the Nevada real estate exam
- Details the fundamentals of real estate

### Content

1. Land and Real Estate. 2. Real and Personal Property. 3. Legal Descriptions. 4. Government Land Ownership and Use Controls. 5. Subdivisions. 6. Encumbrances. 7. Home Ownership and Home Construction. 8. Freehold Estates and How Property is Held. 9. Entities for Ownership. 10. Leasehold Estates. 11. Title and Transferring Title. 12. Recording Acts and Title Insurance. 13. Real Estate Business, Agency Law and Disclosure. 14. Listing Agreements. 15. Environmental Issues and Nevada Water Law. 16. Fair Housing. 17. Contract Law. 18. Closing the Transaction. 19. Property Management and Nevada Landlord – Tenant Act. 20. Control of Money and Real Estate Finance. 21. Real Estate Financing Instruments. 22. Qualifying Borrowers; Interest and Discount Points. 23. Loan Satisfaction, Assumptions, Defaults and Foreclosure. 24. Real Estate Appraisal. 25. Investing in Real Estate and Income Tax Aspects of Real Estate. 26. Nevada Licensing Law. 27. Nevada Real Estate Statute and Administrative Code – Chapter 645. 28. Real Estate Math. Appendix A: Practice State Examination. Appendix B: Practice State Examination – Answer Key. Appendix C: Review Your Understanding – Answer Key. Glossary. Index.



978-1-629-80010-3 | 6th Edition  
Copyright 2015 | 560 Pages | \$71.95



## Michigan Real Estate: Principles and Practices

By Marge A. Fraser

*Michigan Real Estate Principles & Practices, 6th Edition* includes the latest changes in Michigan License Law and Rules, Fair Housing, Federal and State Environmental Laws, and much more. The chapter summaries and chapter quizzes will strengthen students' mastery of real estate concepts. The workbook-style approach allows students to practice completing forms and taking exam questions to better prepare them for the Michigan Real Estate Licensing Exam.

### Highlights

- Contains updates to 10 laws specific to Michigan, as well as many of the federal laws
- Features new questions at the end of the chapters and in the review quiz to test understanding of the concepts presented
- Includes the latest example forms to familiarize students with important legal documents

### Content

1. Introduction to Real Estate Principles. 2. Property Ownership and Interests. 3. Michigan License Laws and Rules. 4. Fair Housing. 5. Brokerage and Agency. 6. Real Estate Contracts. 7. Transfer of Title to Real Property. 8. Real Estate Finance Principles. 9. Real Estate Finance Practices and Closing Transactions. 10. Property Valuation. 11. Land Use Controls. 12. Encumbrances, Government Restrictions and Appurtenances. 13. Leasehold Estates. 14. Property Management and Insurance. 15. Federal Income Taxation and Basic Principles of Real Estate Investment. 16. Real Estate Math. Appendix A. Guide to Common Real Estate Environmental Hazards. Appendix B. Protect Your Family from Lead in Your Home. Appendix C. Enrolled Senate Bill No. 513. Appendix D. Michigan Appraisal Law. Appendix E. Michigan Builders Law. Appendix F. Practice Exam. Appendix G. Answer Key to Chapter-end Review Questions. Glossary. Index.



978-1-629-80025-7 | 6th Edition  
Copyright 2016 | 784 Pages | \$67.95



## New York Real Estate for Salespersons

**New Edition!** By Marcia Darvin Spada

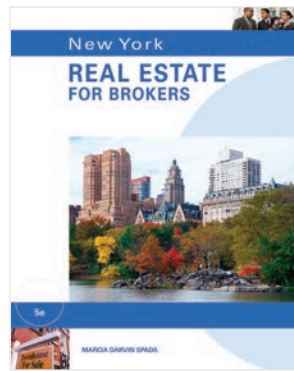
Comprehensive, yet concise and clearly written, this best-selling textbook covers the NYS curriculum for the required 75-hour real estate salesperson qualifying course. This new edition includes numerous examples, forms, and illustrations to prepare applicants for success in the classroom and on the NYS real estate licensure exam.

### Highlights

- Guides readers' understanding of the New York real estate market and licensing requirements from a salesperson's perspective
- Offers numerous examples, illustrations, and website listings throughout
- Discusses TILA-RESPA Integrated Disclosure Rule (TRID)

### Content

1. License Law and Regulations. 2. Law of Agency. 3. Legal Issues. PART I: ESTATES AND INTERESTS. PART II: LIENS AND EASEMENTS. 4. Legal Issues. PART I: DEEDS. PART II: TITLE CLOSING AND COSTS. 5. The Contract of Sale and Leases. 6. Real Estate Finance. 7. Mortgage Brokerage. 8. Real Estate Math. 9. Land Use Regulations. 10. Municipal Agencies. 11. Construction and Environmental Issues. 12. Valuation Procedures and Pricing Properties. 13. Human Rights and Fair Housing. 14. Property Insurance. 15. Taxes and Assessments. 16. Condominiums and Cooperatives. 17. Commercial and Investment Real Estate. 18. Income Tax Issues in Real Estate Transactions. 19. Property Management.



978-1-133-11162-7 | 5th Edition  
Copyright 2013 | 496 Pages | \$67.95



## New York Real Estate for Brokers

By Marcia Darvin Spada

This 5th edition of *New York Real Estate for Brokers* contains everything necessary for the 45-hour course. Matching the content and chronology of the New York state required syllabus, this book prepares users to take the state exam and become real estate brokers. Focused exclusively on broker required information, it follows the New York state syllabus including order of presentation, learning objectives, key terms, and outline of material.

### Highlights

- Guides readers' understanding of the New York real estate market and licensing requirements from a broker's perspective
- Follows the NY state syllabus in order of presentation, learning objectives, key terms, and outline of material
- Includes a sample practice exam

### Content

Agency Learning Objectives and Competencies. 1. Introduction. 2. Creation of the Agency Relationship. 3. Fiduciary Responsibility: General and Special Agency. 4. Fiduciary Obligation--Duty of Care to Principal. 5. Obligations to Third Parties. 6. Deceptive Trade--Practices, Fraud, and Real Estate Recovery Fund. 7. Termination of the Agency Relationship. 8. Practicing Law and Real Estate Brokerage. 9. Agency Disclosure/Buyer Agency, Single Agency, and Dual Agency. 10. Intermediary Status and Alternatives. 11. Federal Legislation Affecting Real Estate Brokers - Part I. 12. Federal Legislation Affecting Real Estate Brokers - Part II. 13. Federal Legislation Affecting Real Estate Brokers - Part III. 14. Employment. 15. Agency Risk Control. Suggestions for Safe Brokerage. Table of Cases. Index of Technology. Appendix.



978-1-629-80001-1 | 12th Edition  
Copyright 2016 | 736 Pages | \$76.95



## Texas Real Estate

**New Edition!** By Charles J. Jacobus

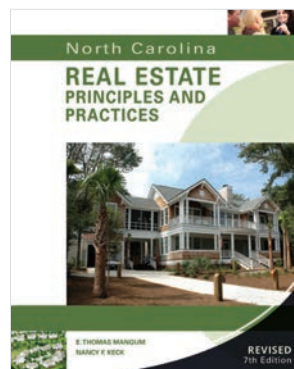
Updated to reflect recent legislative changes, this revised edition includes a discussion of the new CFPB rules, the Education Standards Advisory Committee, license act changes, and a brief discussion on the court system. Charles J. Jacobus provides students with numerous examples and keen insights from the actual practice of real estate in Texas. The "Putting it to Work" features give readers a brief understanding of how the material relates to everyday real estate transactions.

### Highlights

- Includes extensive end-of-chapter review questions, a comprehensive glossary, and a helpful real estate math review appendix
- Has two practice exams with complete answer keys
- Provides updates on the new condominium and HOA legislation
- Presents new material on property management and homeowners insurance, as well as updated appraisal information

### Content

1. Introduction to the Basic Process of Real Estate Law. 2. Estates in Land-Freehold Estates. 3. Estates in Land-Statutory Estates. 4. Legal Descriptions. 5. How Ownership is Held. 6. Fixtures and Easements. 7. Real Estate Brokerage. 8. Agency. 9. Contracts for the Sale of Real Estate. 10. Voluntary Conveyances. 11. Involuntary Conveyances. 12. Recording, Constructive Notice, and Acknowledgments. 13. Mortgages. 14. Interest and Finance Charge. 15. Method of Title Assurance. 16. Closings. 17. Liens. 18. Landlord and Tenant Relationships. 19. Condominiums and Cooperatives. 20. Regulation of Real Estate. 21. Real Estate Taxation.



978-1-629-80012-7 | 7th Edition  
Copyright 2016 | 816 Pages | \$69.95



## North Carolina Real Estate: Principles & Practices

**New Edition!** By E. Thomas Mangum & Nancy F. Keck

Approved by the North Carolina Real Estate Commission, this principles book gives readers the tools they need to successfully navigate today's real estate market. Including practical advice and discussion of recent changes in North Carolina, the topics in this textbook cover the content outline created by the North Carolina Real Estate Commission.

### Highlights

- New chapters on Environmental Issues in Real Estate and Basic Real Estate Investment
- New discussions of the Dodd-Frank Act and the Broker Price Opinion (BPO) tool
- Includes recent North Carolina Real Estate License Law and Commission Rules
- Practice Exams formatted to both the national and state portions of the licensing exam are included
- Abundant resources are available in the appendices, including the Residential Square Footage Guidelines reprinted with permission from the Commission, as well as a math review, and sample real estate forms

### Content

1. Introduction to Real Estate. 2. Licensing Laws and Professional Affiliation. 3. Nature and Descriptions of Real Estate. 4. Rights and Interests in Land. 5. Forms of Ownership. 6. Transferring Title. 7. Recordation, Abstracts, and Title Insurance. 8. Contract Law. 9. Real Estate Sales Contracts. 10. Notes and Security Documents. 11. Lending Practices. 12. The Loan and the Consumer. 13. Sources of Financing. 14. Types of Financing. 15. Taxes and Assessments. 16. Closing the Transaction. 17. Real Estate Leases. 18. Real Estate Appraisal. 19. The Principal-Broker Relationship: Agency. 20. The Principal-Broker Relationship: Employment. 21. Fair Housing, ADA, Equal Credit, and Community Reinvestment. 22. Condominiums, Cooperatives, PUDs, and Timeshares. 23. Land-Use Control. 24. Georgia License Law. 25. Georgia Rules and Regulations. 26. Georgia Practice. 27. Investing in Real Estate. Appendix A. Construction Illustrations and Terminology. Appendix B. Real Estate Math Review. Appendix C. Measurement Conversion Table. Appendix D. Answers to Chapter Review Questions. Glossary and Index.



978-1-62980-003-5 | 4th Edition  
Copyright 2016 | 384 Pages | \$57.95



## Texas Real Estate Contracts

**New Edition!** By Michelle L. Evans & Johnnie Rosenauer

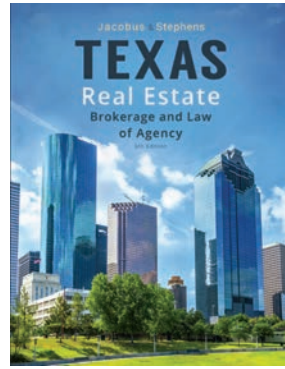
This text integrates the basics of both real estate law and contract law with practical instruction on Texas real estate employment, sales, and lease contracts. Additional information, such as financing, property ownership and conveyance, and the closing process, is provided to give the student a well-rounded understanding of standard real estate transactions. Texas Real Estate Commission rules and common contract mistakes are also included.

### Highlights

- Incorporates recent legislative changes and meets the current Texas Real Estate Commission requirements for the 30-hour Law of Contracts course
- Integrates the theory of contract law with practical instruction on Texas real estate employment and sales contracts
- Written by an attorney and a real estate broker, the book offers a blended view of contracts

### Content

1. Introduction. 2. The Offer. 3. The Acceptance. 4. Considerations. 5. Capacity of Parties. 6. Legality of the Contract. 7. The Statute of Frauds and Other Writing Requirements. 8. Assignment and Delegation. 9. Reformation or Avoidance. 10. Discharge of Contract. 11. Breach of Contract. 12. Basic Real Estate Law for Contracts. 13. Real Estate Employment Forms. 14. Specific Real Estate Forms. 15. Standard Residential Sales Contract Provisions. 16. Closing and Post Closing Issues. Appendix I: Texas Real Estate Commission Promulgated Real Estate Sales Contracts. Appendix II: Texas Real Estate Commission Promulgated Real Estate Sales Addenda. Index.



978-1-629-80002-8 | 6th Edition  
Copyright 2014 | 400 Pages | \$36.95



## Texas Real Estate Brokerage and Law of Agency

By Charles J. Jacobus & George C. Stephens

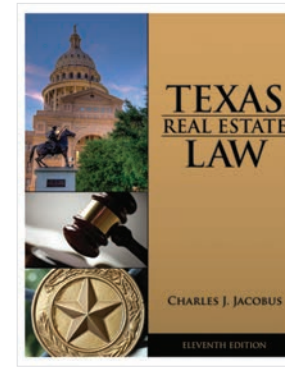
Revised to include the new TREC regulations, this 6th edition of *Texas Real Estate Brokerage and Law of Agency* meets all the Texas Real Estate Commission's (TREC) Education Committee requirements. This guide gives practical examples of the constantly changing Texas real estate industry, while addressing current events, issues, and changes in agency law. The coverage of broker compensation discusses a number of issues that determine a broker's right to commission. The authors' straightforward approach, along with the textbook's discussion questions, makes legal content easier to understand.

### Highlights

- Updated to include the new TREC regulations concerning office management, the recent changes to the Deceptive Trade Practices Act, and new cases on real estate brokerage
- Explores Texas and federal laws dealing with real estate brokerage
- Covers more case law and state regulations than any other book now in print
- Includes topics for classroom discussions, as well as real life examples of common fact situations for licensees
- Instructor's Manual and Test Banks available for online study

### Content

Agency Learning Objectives and Competencies. 1. Introduction. 2. Creation of the Agency Relationship. 3. Fiduciary Responsibility: General and Special Agency. 4. Fiduciary Obligation--Duty of Care to Principal. 5. Obligations to Third Parties. 6. Deceptive Trade--Practices, Fraud, and Real Estate Recovery Fund. 7. Termination of the Agency Relationship. 8. Practicing Law and Real Estate Brokerage. 9. Agency Disclosure/Buyer Agency, Single Agency, and Dual Agency. 10. Intermediary Status and Alternatives. 11. Federal Legislation Affecting Real Estate Brokers - Part I. 12. Federal Legislation Affecting Real Estate Brokers - Part II. 13. Federal Legislation Affecting Real Estate Brokers - Part III. 14. Employment. 15. Agency Risk Control. Suggestions for Safe Brokerage. Table of Cases. Index of Technology. Appendix.



978-1-133-43507-5 | 11th Edition  
Copyright 2013 | 480 Pages | \$95.95



## Texas Real Estate Law

By Charles J. Jacobus

Charles J. Jacobus delivers clear and thorough coverage of the many aspects and complexities of real estate law today in Texas. The 11th edition of *Texas Real Estate Law* is a complete and well-organized study covering what the law has been in the past before moving to what it is at the present—all with a perfect balance of principles and practice.

### Highlights

- Authored by trusted industry veteran Charles J. Jacobus
- Well-organized study balancing principles and practices
- Reflects changes from the most recent Texas legislative session

### Content

1. Introduction to the Basic Process of Real Estate Law. 2. Estates in Land-Freehold Estates. 3. Estates in Land-Statutory Estates. 4. Legal Descriptions. 5. How Ownership is Held. 6. Fixtures and Easements. 7. Real Estate Brokerage. 8. Agency. 9. Contracts for the Sale of Real Estate. 10. Voluntary Conveyances. 11. Involuntary Conveyances. 12. Recording, Constructive Notice, and Acknowledgments. 13. Mortgages. 14. Interest and Finance Charge. 15. Method of Title Assurance. 16. Closings. 17. Liens. 18. Landlord and Tenant Relationships. 19. Condominiums and Cooperatives. 20. Regulation of Real Estate. 21. Real Estate Taxation.



# Commercial Real Estate Analysis & Investments

By David M. Geltner, Norman G. Miller, Jim Clayton, & Piet Eichholtz

978-1-133-10882-5 | 3rd Edition  
Copyright 2014 | 864 Pages | \$193.95



## Description

Streamlined and completely updated with expanded coverage of corporate and international real estate investment, this upper-level real estate text presents the essential concepts, principles, and tools necessary to analyze income-producing commercial real estate from an investment perspective. This new edition continues to integrate relevant aspects of urban and financial economics to provide users with a fundamental analytical understanding and application of real estate investments—now using a student version of ARGUS® software on CD-ROM included with the book.

ARGUS® software is a Windows-based program used extensively in the real estate investment industry to solve complex investment and valuation problems. Author Piet Eichholtz contributes a chapter that explores international real estate investments, both opportunistically and structurally, by outlining elements for developing and implementing real estate investments successfully abroad. Jim Clayton from the University of Cincinnati thoroughly revised and updated the finance coverage and end-of-chapter questions throughout.

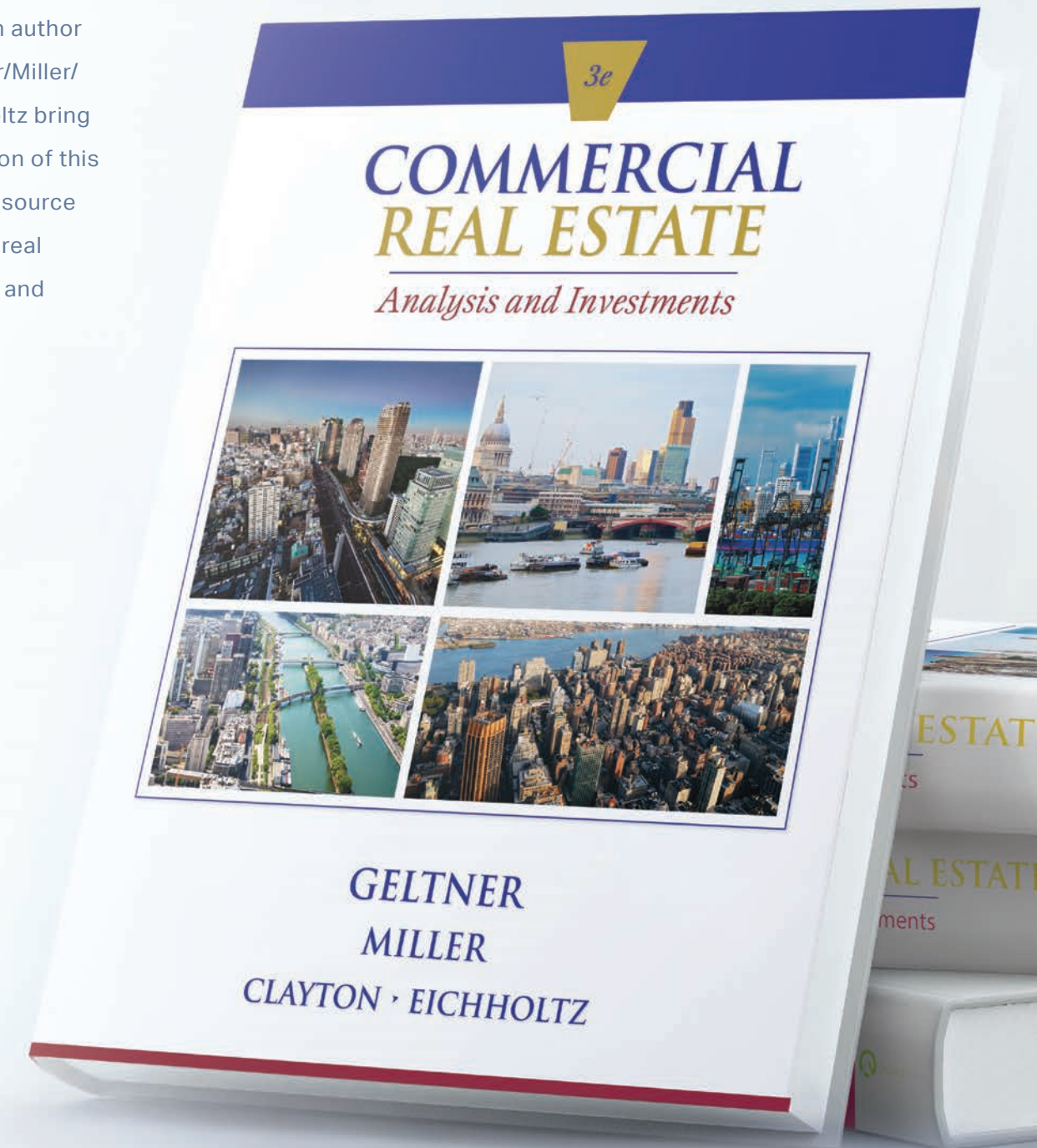
## Highlights

- Authored by respected academics, this upper-level real estate text provides readers with a fundamental analytical understanding of real estate investments
- Includes an international chapter exploring real estate investments and analyzing successful strategies abroad
- Features a CD providing additional readings on advanced topics, as well as spreadsheet examples and ARGUS® Software

## Content

Part I: INTRODUCTION TO REAL ESTATE ECONOMICS. 1. Real Estate Space and Asset Markets. 2. Real Estate System. Part II: URBAN ECONOMICS AND REAL ESTATE ANALYSIS. 3. Central Place Theory and the System of Cities. 4. Inside the City I: Some Basic Urban Economics. 5. Inside the City II: A Closer Look. 6. Real Estate Market Analysis. Part III: BASIC FINANCIAL ECONOMIC CONCEPTS AND TOOLS. 7. Real Estate as an Investment: Some Background Information. 8. Present Value Mathematics for Real Estate. 9. Measuring Investment Performance: The Concept of Returns. Part IV: REAL ESTATE VALUATION AND INVESTMENT ANALYSIS AT THE MICROLEVEL. 10. The Basic Idea: DCF and NPV. 11. Nuts and Bolts for Real Estate Valuation: Cash Flow Proformas. 12. Advanced Microlevel Valuation. Part V: COMPLETING THE BASIC INVESTMENT ANALYSIS PICTURE. 13. Use of Debt in Real Estate Investment: The Effect of Leverage. 14. After-Tax Investment Analysis & Corporate Real Estate. 15. Real Estate Investment Capital Structure. Part VI: MORTGAGES FROM AN INVESTMENT PERSPECTIVE. 16. Mortgage Basics I: An Introduction and Overview. 17. Mortgage Basics II: Payments, Yields and Values. 18. Commercial Mortgage Analysis and Underwriting. 19. Commercial Mortgage Economics and Investment. 20. Introduction to Commercial Mortgage-Backed Securities. Part VII: MACROLEVEL REAL ESTATE INVESTMENT ISSUES. 21. Real Estate Portfolio Theory: Strategic Investment Considerations. 22. Equilibrium Asset Valuation and Real Estate Price of Risk in the Capital Market. 23. Real Estate Investment Trusts (REITs). 24. International Real Estate Investment. 25. Data Challenges in Measuring Real Estate Periodic Returns. 26. Real Estate Investment Management: Performance Attribution and Evaluation. Part VIII: REAL ESTATE DEVELOPMENT AND OTHER SELECTED TOPICS. 27. Real Options and Land Value. 28. Investment Analysis of Real Estate Development Projects: Overview & Background. 29. Investment Analysis of Real Estate Development Projects: Economic Analysis. 30. Leases and Leasing Strategy. Appendix: Real Estate Price Indices Based on Regression Analysis. Index.

The well-known author team of Geltner/Miller/Clayton/Eichholtz bring you a new edition of this authoritative resource on commercial real estate analysis and investment.





## Real Estate Investment

By John P. Wiedemer, Joseph E. Goeters, & J. Edward Graham

This comprehensive real estate investment guide separates discussion of real estate investment and financing to focus on using risk analysis to determine a property's productivity. The authors use a concise and practical hands-on approach to explain the factors involved in making wise investments. Applicable tax laws and regulations are also discussed, as well as investment related legal documents.

### Highlights

- Includes a student version of ARGUS® software, enabling students to gain real-life experience analyzing real estate investment scenarios
- Features discussion questions that help readers reinforce concepts and enhance their critical-thinking skills
- Familiarizes students with legal documents involved in investment decisions, including deeds, earnest money contracts, and commercial leases

### Content

1. Real Estate as an Investment. 2. Land Use Controls. 3. Environmental Constraints. 4. Ownership of Real Property. 5. Legal Documents. 6. Property Taxes and Income Taxes. 7. Special Income Tax Rules Applicable to Real Estate. 8. Single-Family Dwellings and Condominiums. 9. Business Organizations. 10. Financing Real Estate Investments. 11. Tools of Analysis. 12. Comparison Screening. 13. Discount Analysis. 14. Computer-Aided Analysis. 15. Examining Real Property Risk. 16. Marketing Investment Property. Glossary. Index.

978-0-324-78468-8 | 7th Edition  
Copyright 2011 | 352 Pages | \$88.95



## Essentials of Real Estate Economics

By Dennis J. McKenzie, Richard M. Betts, & Carol M. Jensen

This direct and practical textbook presents the current economic factors that cause real estate values to change. No formal background in economics is required for real estate sales and broker candidates to gain a solid understanding of fundamental economic and financial principles by reading *Essentials of Real Estate Economics*.

### Highlights

- Provides a straightforward overview of economics of real estate for salespeople, licensees, and broker candidates
- Reflects current market conditions

### Content

PART I: Basic Economic Background for Real Estate Analysis. 1. Introduction to Real Estate Economics. 2. Review of the Economic Principles of Capitalism. 3. Government's Role in the Economy. 4. Money, Credit, and Real Estate. 5. Important Economic Features of Real Estate. PART II: Understanding Real Estate Markets. 6. Regional and Community Analysis. 7. Community Growth Patterns. 8. Neighborhoods: Clusters of Land Use and Value. 9. Housing Markets. 10. Commercial and Industrial Markets. 11. Rural and Recreational Real Estate Markets. PART III: Major Influences on Real Estate Development. 12. The Economics of Real Property Taxation. 13. Land-Use Controls. 14. Real Estate Development. 15. Required Government Reports. PART IV: Real Estate Investment: The Economics of the Parcel. 16. Summary of Real Estate Investment Principles. 17. Income Tax Aspects of Investment Real Estate. 18. Applied Real Estate Economics. 19. Anticipating Change. Answers to Reviewing Your Understanding Questions. Index.

978-0-538-73969-6 | 6th Edition  
Copyright 2011 | 576 Pages | \$70.95



## Real Estate Finance

**New Edition!** By J. Keith Baker & John P. Wiedemer

This textbook details contemporary residential and commercial real estate finance, explaining how these financial markets work. The 10th edition has been updated to reflect current principles and practices of modern real estate finance resulting from the recent financial crisis, mortgage meltdown, and prolonged road to recovery.

### Highlights

- Lists useful web addresses as resources for additional learning in each chapter
- Includes revisions that have occurred in the secondary mortgage market for mortgage-backed securities to enhance understanding of the two main government-sponsored agencies
- Discusses the lingering effects of Wall Street Reform and the Consumer Protection Act
- Covers the TILA-RESPA Integrated Disclosure Rule

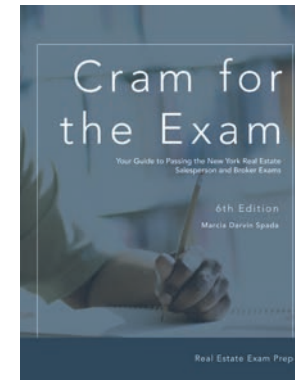
### Content

1. History and Background. 2. Money and Interest Rates. 3. Mortgage Money: Regulated Lenders. 4. Other Primary Market Lenders. 5. Mortgage Money: The Secondary Market. 6. The Mortgage Documents. 7. Mortgage Repayment Plans. 8. Federal Government Underwriting Programs. 9. Borrower Qualification. 10. Property Analysis. 11. Commercial Loans: Construction and Land Loans. 12. Commercial Building and Farm Loans. 13. Other Financing Practices. 14. Technology Advances in Mortgage Lending. 15. Environmental Issues. 16. Settlement Procedures

978-1-62980-020-2 | 10th edition  
Copyright 2016 | \$61.65



# Exam Prep



978-1-62980-181-0 | 6th Edition  
Copyright 2016 | 272 pages



## Cram For The Exam: Your Guide To Passing The New York Real Estate Salesperson And Broker Exams

**New!** By Marcia Darvin Spada

This is a comprehensive guide for those preparing to take either the Salesperson or Broker Real Estate exam in New York. Based on the content in *New York Real Estate for Salespersons* and *New York Real Estate for Brokers*, this book provides a thorough review of each subject in the New York state curriculum and defines all the state's required key terms. Also included are the exam and licensing information, Marcia's List summaries of exam topics you'll need to know, tables that summarize important topics at a glance, content review questions, and two sample licensing exams for each license type. Answers to each exam question are explained and include the reference page to the core textbooks.

### Content

1. Your Questions Answered 2. Other Preparation Sources 3. Quick Tips to Help You Pass 4. How to Cram for the Exam 5. A Word of Encouragement 6. Subject Review 7. Quick View Tables 8. Marcia's List 9. Questions for Your Review 10. Sample Licensing Exams 11. Answer Key



978-1-62980-180-3 | 1st Edition  
Copyright 2016 | 160 pages



## Arizona Real Estate Exam Prep

**New!** By Harry V. Eastlick

*Arizona Real Estate Exam Prep* helps students pass the real estate licensing exam with confidence! This study guide is written by an experienced real estate instructor who has prepared hundreds of licensees to pass the real estate exam. In addition to providing helpful key point reviews and test-taking strategies, this book delivers over 450 exam-style questions along with answer rationale for easy self-paced review.

### Content

1. Exam Outlines 2. National Test Outline 3. Arizona State-Specific Outline 4. Key Point Review 5. National: Real Property Characteristics, Definitions, Ownership, Restrictions, and Transfer; Property Valuation and Appraisal; Contracts and Relationships with Buyers and Sellers; Property Conditions and Disclosures; Federal Laws Governing Real Estate Activities; Financing the Transaction and Settlement; Leases, Rents, and Property Management; Brokerage Operations 6. Arizona State-Specific: Real Estate Statutes (Salesperson & Broker); Property Interests and Tenancies (Salesperson) vs. Property Interests, Estates, and Tenancies (Broker); Water Law; Environmental Law; Land Descriptions; Subdivisions; Encumbrances; Acquisitions and Transfer of Title; Disclosure and Consumer Protection; Regulated Activities: Rules and Statutes; Finance and Property Tax; Leasing and Property Management; Math Calculations





978-0-324-37695-1 | 1st Edition  
Copyright 2008 | 336 Pages | \$43.95



## National Real Estate Exam Prep: The SMART Guide to Passing

Marcia Darvin Spada

Be smart. Have confidence in yourself and your real estate knowledge.

With extensive experience in the real estate education field, we applied our research, expertise and experience to build an exam prep course comprised of the major testing formats and questions found in real estate state exam testing.

This includes the ten crucial topics found on all testing service exams as well as the majority of state exams. Additional highlights include two 100-questions practice exams (one for salesperson and one for broker). All in all, our exam prep covers 1,000 questions on real estate content.

### Highlights

- Maximizes test-takers' real estate license exam scores with state-specific exam preparation
- Packed with hundreds of exam-style questions, answers, and rationale for responses
- The CD version delivers 12 more practice exams that allow users to study in their choice of three modes: Review Mode, Exam Mode, or Intensive Mode
- CD also includes real estate math review and glossary

### Content

1. Introduction to Real Estate Principles. 2. Property Ownership and Interests. 3. Michigan License Laws and Rules. 4. Fair Housing. 5. Brokerage and Agency. 6. Real Estate Contracts. 7. Transfer of Title to Real Property. 8. Real Estate Finance Principles. 9. Real Estate Finance Practices and Closing Transactions. 10. Property Valuation. 11. Land Use Controls. 12. Encumbrances, Government Restrictions and Appurtenances. 13. Leasehold Estates. 14. Property Management and Insurance. 15. Federal Income Taxation and Basic Principles of Real Estate Investment. 16. Real Estate Math. Appendix A. Guide to Common Real Estate Environmental Hazards. Appendix B. Protect Your Family from Lead in Your Home. Appendix C. Enrolled Senate Bill No. 513. Appendix D. Michigan Appraisal Law. Appendix E. Michigan Builders Law. Appendix F. Practice Exam. Appendix G. Answer Key to Chapter-end Review Questions. Glossary. Index.

# Mathmaster

An online clear and concise review of real estate math.

### Math is a big part of real estate!

This online exam prep product helps students ensure that their math skills and knowledge are up-to-date. MathMaster is designed to help students develop strong skills in real estate math—helping to ensure success on your state exam!

There's no need to be afraid of tackling math problems. The purpose of this is to give students the tools and expertise to master real estate math. Students will love the hands-on practice problems and detailed, clear descriptions of the purpose, use and formulas.

**MathMaster is an excellent crash course** to assist in preparation for the exam and a successful real estate career.



# Real Estate Post License

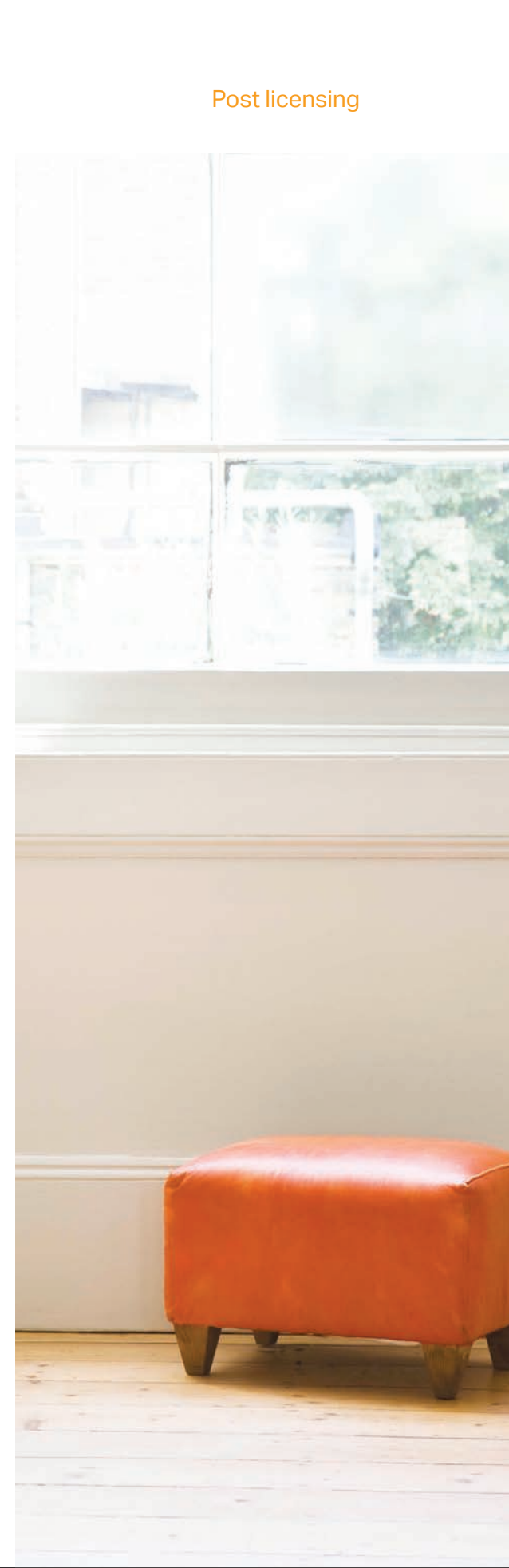


## OnCourse Learning Post Licensing

We offer post licensing education for the states of:

- Alabama
- Florida
- Georgia
- Virginia

Course Title	State
Alabama Post License	Alabama
Florida Sales Associate Post License	Florida
Advanced Topics for New Agents	Georgia
Finance and Settlement Procedures	Georgia
Contract Writing	Virginia
Current Industry Issues and Trends - Short Sales	Virginia
Escrow Requirements	Virginia
Ethics and Standards of Conduct	Virginia
Fair Housing	Virginia
Real Estate Law and Board Regulations	Virginia
Risk Management	Virginia
Virginia Agency Law	Virginia



# Broker Prelicensing

## Broker

We offer online broker prelicensing education in:

- Alabama
- Arizona
- California
- Florida
- Georgia
- Hawaii
- Illinois
- Michigan
- New York
- Pennsylvania
- Virginia



Course Title	State
Alabama Broker Prelicense	Alabama
Alabama Reciprocal Broker Prelicense	Alabama
Alabama Risk Management for Brokers	Alabama
Arizona Broker Management Clinic #1: Statutes and Rules (Coming Soon)	Arizona
Arizona Broker Management Clinic #2: Broker Policies (Coming Soon)	Arizona
Arizona Broker Management Clinic #3: Supervision (Coming Soon)	Arizona
CA Real Estate Exam Prep: The SMART Guide to Passing	California
California Legal Aspects of Real Estate, 9th Edition	California
California Mortgage Loan Origination and Lending, 5th Edition	California
MathMaster	California
National Real Estate Exam Prep	California
Property Management	California
Real Estate Appraisal	California
Real Estate Economics	California
Real Estate Escrow	California
Florida Broker Prelicense	Florida
Georgia Broker Prelicense	Georgia
Real Estate Basics and Beyond	Hawaii
Hawaii Real Estate Laws and Rules	Hawaii

Course Title	State
Hawaii Real Estate Broker	Hawaii
15-Hour Illinois Managing Broker Pre-License Applied Management and Supervision Interactive Course (Coming Soon)	Illinois
30-Hour Illinois Managing Broker Pre-License Course (Coming Soon)	Illinois
Broker Prep	Michigan
Commercial Real Estate Brokerage	Michigan
Real Estate Finance	Michigan
Valuation of Residential Properties	Michigan
New York Broker Exam Prep	New York
New York Broker Qualifying Course	New York
New York Course Information	New York
New York Real Estate for Brokers	New York
NY Broker Qualifying Course	New York
2016-2017 15 Hour Equivalent USPAP Course	Pennsylvania
Commercial Real Estate Brokerage	Pennsylvania
Valuation of Residential Property	Pennsylvania
Real Estate Appraisal	Virginia
Real Estate Finance	Virginia

# Real Estate Continuing Education

Online CE Course listings by State start on pg. 42



## ADA and Fair Housing

Protect your clients' interests and understand their rights regarding the American Disabilities Act and Fair Housing laws. This course offers in-depth insight into the ADA and Fair Housing which affect most areas of real estate.

## Basic Real Estate Finance

Understand the financial transactions behind real estate. An excellent foundation course on real estate finance, this course will offer you crucial insight into promissory notes, assumptions, mortgages, financing instruments, loan practices, trust deeds, foreclosures, various types of loans, loan practices and sources of funds.

## Building a Green Home

Clients are now more than ever concerned with their carbon footprint. Sustainable design is a popular interest for those looking to leave the world better for future generations. Be sure you have sufficient insight into green home construction to be able to truly service these clients. Course highlights include: decisions in building materials, landscaping, safety discussions, choosing a lot, work on site, and waste management.

## Business Management in a Real Estate Office

Looking to run or already run a real estate office? Set yourself up for success. This course offers information and strategy surrounding the essential aspects of the business management of a real estate office. Highlights of this real estate CE course include: human resource administration, financial management, business forecasting, budgeting and government laws and regulations.

## Commercial Finance and Investment Analysis

An excellent overview of the financial side of commercial real estate, this course begins with the history of the savings and loan business and walks you through the commercial real estate industry's current financing practices. Not only does this course cover the various types of commercial property financing, it takes a deep dive into the characteristics of each. Additionally, this course covers the different approaches for investment evaluation including appraisal, property comparison, capitalization rates and the time value of money.

## Commercial Leases

Leases can be a huge source of commission for agents looking to pursue commercial real estate. This course offers the need-to-know information for the major 3 types of commercial leases: office, retail and industrial. Highlights include: major negotiation points, how to determine rent based on formulas and technical concerns exclusive to industrial leases.

## Commercial Sales and Exchanges

Fully understand the all facets of commercial sales and tax deferred exchanges in commercial real estate. This elective course takes a deep dive into the particulars of the commercial contract, procedures for closing, and essential documentation for commercial sales. Additionally, this course contains insight into the requisites for and advantages of tax deferred exchanges.

## Consensual Dual Agency

Being a consensual dual agent offers a great opportunity to make commission from both the buyer's and the seller's sides; however, there are strict guidelines of which you should be aware and to which you should carefully adhere. This course offers you an understanding of the potential conflicts of interest involved in dual agency as well as best practices and procedures for protecting yourself and your agency through documentation and policy when in a dual agency position.

## Cost Approach Overview

A hands-on approach to understanding valuation of a property from a cost approach standpoint, this course walks you through various examples as the study material progresses. This course focuses on the various methods for estimating cost as well as calculating depreciation.

## Disclosure of Environmental Hazards

Protect yourself. Understand your responsibility for disclosure when environmental hazards are involved. This course provides an overview of the regulations, standards and legal rules in real estate for property disclosure. Specifically covered in detail are lead, mold, methamphetamine labs, asbestos, radon and other environmental hazards. This course fulfills Disclosure Credit Requirements.

## Ethics in Real Estate

A great refresher in ethics, this course reviews the National Association of REALTORS® (NAR) Code of Ethics and fulfills the mandatory NAR Ethics Renewal Training requirement. Complete with case studies and various scenarios, students will enjoy a better understanding of what is and is not ethical for real estate professionals. Highlights include decision making exercises designed for in-depth understanding of application in daily real estate practice.

## Federal Law and Commercial Real Estate

What laws affect commercial real estate? This course answers that by covering commercial transactions, the ownership of commercial real estate and the federal laws by which real estate agencies are required to abide. Topics included are tenancy, foreclosures, contracts, easements, deeds, agencies, zoning, estates, liens, restrictions, leases, court decisions and title transfers. This is a perfect elective for those looking to gain a better insight into the world of commercial real estate.

## Green Home Construction

Thinking about “going green?” The prevalence of green home construction continues to expand in the U.S. Don't you want to have a better understanding of this market? This course covers various topics in both sustainable design and green home construction including waste management, lot shopping, special safety applications, site work and building material choices.

## Green Home Features

What makes a green home green? This course will give you insight into different features included in green design. Highlights include water and energy efficiency, appliances, methods of controlling heat loss, how to conserve energy in a home, appliances and renewable energy.

## Home Inspection in Real Estate Practice

Just how important is a home inspection? How can you limit your liability during the home inspection process? What do your clients need to know about the home inspection process? Make sure your closings go smoothly. This elective real estate continuing education answers all these questions and more.

## Income Capitalization Overview

Learn all the steps included in the income approach to home and property valuation. This course dives into how to estimate rates of capitalization as well as income and expenses. Highlights include coverage of both yield capitalization and direct capitalization as well as multiple examples designed specifically to help students better absorb and fully comprehend the material covered.

## Introduction to Ethics in Real Estate

Packed with case studies and example scenarios, this course is a must-have overview of the National Association of REALTORS® Code of Ethics. Make sure you understand the importance of ethics and how to adhere to the code in your professional real estate practice.

## Leading and Communicating Effectively

Do you know how to influence, transform and inspire others? “Leading and Communicating Effectively” is packed with powerful information and ideas to help you improve your leadership skills! Explore different types of authority... examine ways to build a company image and reputation... discover the most effective communication styles...find out the essential elements of developing a policies and procedures manual. If you want to build your leadership role—this groundbreaking course is for you!

## Licensees as Principal

What is your role as a real estate licensee? This course is specifically designed to give you a full understanding of your role in real estate transactions. Know what your obligations are and what you need to know to fulfill them completely.

## Management in a Brokerage Office

A well-run brokerage can mean happier employees and more profitability for the broker. Sounds great, right? Gain insight into the fundamentals of running your brokerage well. Topics include budgeting, business planning and forecasting, office finances and human resources.

## Methods of Residential Finance

Want to understand the money component of residential real estate better? A comprehensive overview of finance for residential real estate, this course touches on a multitude of topics including FHA, VA loans, assumptions, alternative financing, conventional financing and purchase money mortgages.

## People Management in Real Estate

How do you successfully recruit and hire new agents? How do you retain good people once you get them? The answer to both these questions is the same- it's about people management. Explore the fundamentals of attracting and recruiting new agents to your firm. Identify the training needs of new and experienced licensees, plus look at effective tools and techniques for retaining good talent within your organization. Don't learn by trial and error! Begin the steps to building your people management skills now with this valuable groundbreaking course.

## Pricing Property to Sell

You want your client's property to sell. You want your client to get the most they can for the property—making you get the top commission possible. However, the property will still have to undergo an appraisal for the buyer to get the mortgage approved from the lender. So how do you determine the right price? This course is designed to help you better understand the concepts of pricing property, approaches to pricing property, principles of value, replacement cost value and the application of market data.

## Principles of Commercial Real Estate

A high-level view of commercial real estate, this elective course examines various types of commercial real estate including retail space, storage facilities and office space. Additional highlights include land development, site selection, industrial real estate brokerage and how both local and regional labor markets can have an effect on commercial real estate.



## Property Management

An introduction into property management, this course helps the student understand various types of rental agreements and tenancies while also defining key terms. Students will learn how to handle subletting, security deposits, rental agreement assignment, trust accounts, rental agreement termination and trust funds.

## Real Estate Math

Math is a large component of numerous areas of real estate. This elective course helps the student understand what math calculations and formulas are included in and applicable for capitalization, property management, investments, commissions, return of investments, property costs, loans and property pricing. A hands-on course, students will enjoy the simple formulas and practice problems to better help retention.

## Real Estate Office Management

Run your real estate office well. This course covers essential office management topics including financial direction, human resources, planning for your business, adhering to government regulations and guidelines for budgeting.

## RESPA Reform

Understand the details of RESPA reform and the reasoning and rationale behind it. This thorough look at RESPA reform includes a look at what the Real Estate Settlement Procedures Act (RESPA) is, changes made to the GFE (Good Faith Estimate) and coverage of the HUD-1 and HUD-1A Settlement Statements in depth including the requirements for tolerance. Students will enjoy the clarification and reiteration offered by the FAQs (Frequently Asked Questions) regarding the course material.

## Sales Comparison Approach

Gain insight into how the sales comparison approach to valuation works. This course takes a step-by-step look at the approach. Additionally, this course covers the process for data collections as well as different ways that adjustments can be estimated. Example problems help student to better retain and apply the information.

## Short Sales and Foreclosures

This course is an overview of short sale transactions, alternatives to short sales, how short sales affect buyers, lenders and sellers, the Home Affordable Program (both HAMP Tier 1 and 2 are included) and the Home Affordable Foreclosure Alternative (HAFA II/Short Sale). Highlights include defining what a licensee's role is in a short sale and how to put together the packet needed in a short sale for a lender. Additional topics include how the MARS Rule affects real estate licensees who are working with a client on a short sale, tenant rights in relation to a short sale and also the kinds of lender fraud that licensees should be on the lookout for during the process of a short sale.

## Structuring Ownership in Commercial Real Estate

Commercial real estate is very different from residential. This course breaks down in detail the different types of ownership of properties in that are mainly unique to commercial real estate. The topics of each included are taxes, set up, regulations, liability, management, benefits and drawbacks.

## Tax Advantages of Home Ownership:

What types of tax benefits are unique to homeowners? This course gives the student insight into different kinds of homeowner benefits and also teaches how to calculate taxes that can affect the purchase of a home. This is an elective real estate continuing education course.

## Tax Free Exchanges

Learn all about tax free exchanges. This course is an excellent introduction to the implications of tax free exchanges for investment properties in residential real estate. Learn what is required to qualify for a tax free exchange, what different kinds of exchanges are available and also various ways that the title can be transferred for the purpose of an exchange.

## Understanding Closing Statements

The Department of Housing and Urban Development (HUD) Settlement Statement form is very intensive and complicated. This course walks the student through its completion in detail. Students will enjoy the discussion of different calculations needed to properly complete the form accurately.

## Using the Internet in Your Real Estate Practice

Use of the internet touches almost every aspect of real estate in today's world. Is your brokerage up-to-date on how the internet can help and impact your business? This course is an introduction into using the Internet in your real estate practice. Learn how the Internet can be used for business including listing properties, developing leads, marketing, advertising and utilizing an array of great resources.

## Writing Contracts

A fundamental overview of writing contracts for real estate, this course is an excellent introduction or review of various types of contracts including tips for each. Topics included are legal descriptions, help with the wording for the method of payment sections, special stipulation, how to present offers and also problems to be on the lookout for.

## New Course Titles Coming in 2017

Energy Conservation (book & online)

Environmental Hazards (book & online)

Niche Marketing (book & online)

Technology Trends in Real Estate (online)

Course Title	State
ADA and Fair Housing	Alabama
AL Risk Management for Salespersons	Alabama
Alabama Risk Management Avoiding Violations	Alabama
Alabama Risk Management for Brokers	Alabama
Anti-Discrimination Laws	Alabama
Basic Real Estate Finance	Alabama
Business Management in a Real Estate Office	Alabama
Check It Out: Home Inspection in Real Estate Practice	Alabama
Commercial Finance and Investment Analysis	Alabama
Commercial Leases	Alabama
Commercial Sales and Exchanges	Alabama
Cost Approach Overview	Alabama
Environmental Hazards Disclosure	Alabama
Ethical Real Estate: The NAR Code	Alabama
Ethics in Real Estate	Alabama
Ethics: Pricing, Offers and Advertising	Alabama
Federal Law and Commercial Real Estate	Alabama
Green Home Construction	Alabama
Green Home Features	Alabama
Home Inspection in Real Estate Practice	Alabama
Income Capitalization Overview	Alabama
Introduction to Real Estate Ethics	Alabama
Methods of Residential Finance	Alabama
Minimizing Risk with Effective Practices	Alabama
Prequalifying Your Buyer in Todays Market	Alabama
Pricing Property to Sell	Alabama
Principles of Commercial Real Estate	Alabama
Principles of Commercial Real Estate	Alabama
Qualifying the Buyer Under New Regulations	Alabama
Risk Management: Avoiding Violations	Alabama
Sales Comparison Approach	Alabama
Short Sales and Foreclosures	Alabama
Structuring Ownership in Commercial Real Estate	Alabama
Tax Advantages of Home Ownership	Alabama
Tax Free Exchanges	Alabama
Using the Internet in Your Real Estate Practice--An Introduction	Alabama
ADA and Fair Housing	Arizona
Agency: Relationships and Regulations	Arizona
Anti-Discrimination Laws	Arizona
Commercial Leases	Arizona
Commercial Sales and Exchanges	Arizona
Commissioners Standards	Arizona
Commissioner's Standards	Arizona
Consensual Dual Agency	Arizona

Course Title	State
Contract Law	Arizona
Disclosure of Environmental Hazards	Arizona
Disclosures	Arizona
Ethics in Real Estate	Arizona
Federal Law and Commercial Real Estate	Arizona
Sales Comparison Approach	Arizona
Structuring Ownership in Commercial Real Estate	Arizona
Tax Free Exchanges	Arizona
Tax Implications of Home Sales	Arizona
ADA and Fair Housing	Arkansas
Basic Real Estate Finance	Arkansas
Commercial Finance and Investment Analysis	Arkansas
Commercial Leases	Arkansas
Commercial Sales and Exchanges	Arkansas
Cost Approach Overview	Arkansas
Environmental Hazards Disclosure	Arkansas
Ethics in Real Estate	Arkansas
Green Home Construction	Arkansas
Green Home Features	Arkansas
Income Capitalization Overview	Arkansas
Methods of Residential Finance	Arkansas
Prequalifying Your Buyer in Todays Market	Arkansas
Pricing Property to Sell	Arkansas
Principles of Commercial Real Estate	Arkansas
Real Estate Math	Arkansas
Sales Comparison Approach	Arkansas
Short Sales and Foreclosures	Arkansas
Structuring Ownership in Commercial Real Estate	Arkansas
Tax Advantages of Home Ownership	Arkansas
Tax Free Exchanges	Arkansas
8 Hour SAFE Comprehensive: Mortgage Compliance Made Easy 2015 CE (CalBRE)	California
8 Hour SAFE Comprehensive: New Regulations Impacting You 2014 CE (BRE ONLY CREDIT)	California
8-hour CA Survey Course	California
8-Hour Combined Survey Course	California
Agency	California
California Broker Management and Supervision	California
Disclosure Obligations in Real Estate Transactions	California
Ethics in Real Estate	California
Ethics: Disclosure and Cooperation	California
Ethics: Pricing, Offers and Advertising	California
Ethics--Disclosure and Cooperation	California
Ethics--Pricing, Offers and Advertising	California
Fair Housing	California

Course Title	State
Green Real Estate	California
Investment Property Analysis	California
Listing and Selling HUD Homes	California
Real Estate Contracts: Procedures & Practices	California
Real Estate Law	California
Recognizing Real Estate Red Flags	California
Residential Lending Practices	California
Risk Management	California
Short Sales	California
Trust Fund Handling	California
ADA and Fair Housing	Colorado
Anti-Discrimination Laws	Colorado
Basic Real Estate Finance	Colorado
Colorado 2016 Annual Commission Update	Colorado
Colorado 2017 Annual Commission Update	Colorado
Commercial Finance and Investment Analysis	Colorado
Commercial Leases	Colorado
Commercial Sales and Exchanges	Colorado
Ethical Real Estate: The NAR Code	Colorado
Ethics in Real Estate	Colorado
Ethics: Disclosure and Cooperation	Colorado
Ethics: Pricing, Offers and Advertising	Colorado
Evolving Real Estate Finance	Colorado
Federal Law and Commercial Real Estate	Colorado
Financing Residential Real Estate	Colorado
Green Home Construction	Colorado
Green Home Features	Colorado
Green Real Estate	Colorado
Home Inspection in Real Estate Practice	Colorado

Course Title	State
Leading and Communicating Effectively	Colorado
Listing & Selling HUD Homes	Colorado
Methods of Residential Finance	Colorado
Minimizing Risk with Effective Practices	Colorado
Prequalifying Your Buyer in Todays Market	Colorado
Pricing Property to Sell	Colorado
Principles of Commercial Real Estate	Colorado
Professional Property Management	Colorado
Property Pricing and Residential Real Estate	Colorado
Qualifying the Buyer Under New Regulations	Colorado
Real Estate Math	Colorado
Short Sales	Colorado
Short Sales and Foreclosures	Colorado
Structuring Ownership in Commercial Real Estate	Colorado
Tax Advantages of Home Ownership	Colorado
Tax Implications of Home Sales	Colorado
Business Management in a Real Estate Office	Connecticut
Commercial Finance and Investment Analysis	Connecticut
Commercial Sales and Exchanges	Connecticut
Environmental Hazards Disclosure	Connecticut
Ethics in Real Estate	Connecticut
Green Home Construction	Connecticut
Green Home Features	Connecticut
Income Capitalization Overview	Connecticut
Introduction to Real Estate Ethics	Connecticut
Methods of Residential Finance	Connecticut
Prequalifying Your Buyer in Todays Market	Connecticut
Principles of Commercial Real Estate	Connecticut
Sales Comparison Approach	Connecticut



Course Title	State
Short Sales and Foreclosures	Connecticut
Tax Advantages of Home Ownership	Connecticut
Tax Free Exchanges	Connecticut
Environmental Hazards Disclosure	Delaware
Ethics in Real Estate	Delaware
Green Home Features	Delaware
Prequalifying Your Buyer in Today's Market	Delaware
Short Sales and Foreclosures	Delaware
Tax Free Exchanges	Delaware
Florida Continuing Education	Florida
ADA and Fair Housing	Georgia
Check It Out: Home Inspection in Real Estate Practice	Georgia
Commercial Finance and Investment Analysis	Georgia
Commercial Leases	Georgia
Commercial Sales and Exchanges	Georgia
Cost Approach Overview	Georgia
Environmental Hazards Disclosure	Georgia
Ethics in Real Estate	Georgia
Federal Law and Commercial Real Estate	Georgia
Georgia Real Estate License Law Core Course	Georgia
Green Home Construction	Georgia
Green Home Features	Georgia
Income Capitalization Overview	Georgia
Introduction to Real Estate Ethics	Georgia
Licenses as Principals	Georgia
Management in a Brokerage Office	Georgia
Methods of Residential Finance	Georgia
Prequalifying Your Buyer in Today's Market	Georgia
Pricing Property to Sell	Georgia
Principles of Commercial Real Estate	Georgia
Property Management	Georgia
Sales Comparison Approach	Georgia
Short Sales and Foreclosures	Georgia
Structuring Ownership in Commercial Real Estate	Georgia
Tax Advantages of Home Ownership	Georgia
Tax Free Exchanges	Georgia
Understanding Closing Statements	Georgia
Using the Internet in Your Real Estate Practice--An Introduction	Georgia
Writing Contracts	Georgia
Anti-Discrimination Laws	Hawaii
Basic Real Estate Finance	Hawaii
Commercial Finance and Investment Analysis	Hawaii
Commercial Leases	Hawaii
Commercial Sales and Exchanges	Hawaii

Course Title	State
Cost Approach Overview	Hawaii
Credit Scoring	Hawaii
Ethical Real Estate: The NAR Code	Hawaii
Ethics in Real Estate	Hawaii
Ethics: Disclosure and Cooperation	Hawaii
Ethics: Pricing, Offers and Advertising	Hawaii
Evolving Real Estate Finance Laws: What You Need to Know	Hawaii
Federal Law and Commercial Real Estate	Hawaii
Financing Residential Real Estate	Hawaii
Green Home Construction	Hawaii
Green Home Features	Hawaii
Green Real Estate	Hawaii
Hawaii Real Estate Commission 2015-2016 Core Course - Part A	Hawaii
Hawaii Real Estate Commission 2015-2016 Core Course - Part B	Hawaii
Home Inspection in Real Estate Practice	Hawaii
Income Capitalization Overview	Hawaii
Introduction to Brokerage Management	Hawaii
Leading and Communicating Effectively	Hawaii
Listing and Selling HUD Homes	Hawaii
Methods of Residential Finance	Hawaii
Minimizing Risk with Effective Practices	Hawaii
People Management in Real Estate	Hawaii
Pricing Property to Sell	Hawaii



Course Title	State
Principles of Commercial Real Estate	Hawaii
Professional Property Management	Hawaii
Property Pricing and Residential Real Estate	Hawaii
Qualifying the Buyer Under New Regulations	Hawaii
Real Estate Law	Hawaii
Sales Comparison Approach	Hawaii
Short Sales	Hawaii
Short Sales and Foreclosures	Hawaii
Starting a Successful Brokerage	Hawaii
Structuring Ownership in Commercial Real Estate	Hawaii
Tax Advantages of Home Ownership	Hawaii
Tax Free Exchanges	Hawaii
ADA and Fair Housing	Idaho
Anti-Discrimination Laws	Idaho
Ethical Real Estate: The NAR Code	Idaho
Ethics in Real Estate	Idaho
Ethics: Disclosure and Cooperation	Idaho
Ethics: Pricing, Offers and Advertising	Idaho
Evolving Real Estate Finance Laws: What You Need to Know	Idaho
Green Real Estate	Idaho
Home Inspection in Real Estate Practice	Idaho
Listing and Selling HUD Homes	Idaho
Minimizing Risk with Effective Practices	Idaho
Principles of Commercial Real Estate	Idaho
Professional Property Management	Idaho
Qualifying the Buyer Under New Regulations	Idaho
Real Estate and Ethics in the 21st Century	Idaho
Short Sales	Idaho
Tax Free Exchanges	Idaho
Illinois Core A: Fair Housing, Agency, License Law, and Escrow	Illinois
Illinois Core B: Environmental Hazards Disclosure	Illinois
ADA and Fair Housing	Indiana
Anti-Discrimination Laws	Indiana
Basic Real Estate Finance	Indiana
Business Management in a Real Estate Office	Indiana
Check It Out: Home Inspection in Real Estate Practice	Indiana
Commercial Finance and Investment Analysis	Indiana
Commercial Leases	Indiana
Commercial Sales and Exchanges	Indiana
Cost Approach Overview	Indiana
Ethical Real Estate: The NAR Code	Indiana
Ethics in Real Estate	Indiana
Ethics: Pricing, Offers and Advertising	Indiana



Course Title	State
Evolving Real Estate Finance Laws: What You Need to Know	Indiana
Federal Law and Commercial Real Estate	Indiana
Green Home Construction	Indiana
Green Real Estate	Indiana
Home Inspection in Real Estate	Indiana
Income Capitalization Overview	Indiana
Introduction to Real Estate Ethics	Indiana
Methods of Residential Finance	Indiana
Pricing Property to Sell	Indiana
Principles of Commercial Real Estate	Indiana
Property Pricing and Residential Real Estate	Indiana
Real Estate Math	Indiana
Sales Comparison Approach	Indiana
Short Sales and Foreclosures	Indiana
Structuring Ownership in Commercial Real Estate	Indiana
Tax Free Exchanges	Indiana
ADA and Fair Housing	Iowa
Anti-Discrimination Laws	Iowa
Basic Real Estate Finance	Iowa
Consensual Dual Agency	Iowa
Environmental Hazards Disclosure	Iowa
Ethical Real Estate: The NAR Code	Iowa
Ethics in Real Estate	Iowa
Ethics: Disclosure and Cooperation	Iowa
Ethics: Pricing, Offers and Advertising	Iowa

Course Title	State
Evolving Real Estate Finance Laws: What You Need to Know	Iowa
Financing Residential Real Estate	Iowa
Green Home Construction	Iowa
Green Home Features	Iowa
Home Inspection in Real Estate Practice	Iowa
Introduction to Brokerage Management	Iowa
Methods of Residential Finance	Iowa
Minimizing Risk with Effective Practices	Iowa
Prequalifying Your Buyer in Today's Market	Iowa
Pricing Property to Sell	Iowa
Principles of Commercial Real Estate	Iowa
Professional Property Management	Iowa
Property Pricing and Residential Real Estate	Iowa
Qualifying the Buyer Under New Regulations	Iowa
Short Sales and Foreclosures	Iowa
Tax Advantages of Home Ownership	Iowa
Tax Free Exchanges	Iowa
ADA and Fair Housing	Kansas
Basic Real Estate Finance	Kansas
Business Management in a Real Estate Office	Kansas
Commercial Finance and Investment Analysis	Kansas
Commercial Leases	Kansas
Commercial Sales and Exchanges	Kansas

Course Title	State
Cost Approach Overview	Kansas
Ethics in Real Estate	Kansas
Federal Law and Commercial Real Estate	Kansas
Green Home Construction	Kansas
Green Home Features	Kansas
Income Capitalization Overview	Kansas
Methods of Residential Finance	Kansas
Pricing Property to Sell	Kansas
Principles of Commercial Real Estate	Kansas
Real Estate Math	Kansas
Sales Comparison Approach	Kansas
Structuring Ownership in Commercial Real Estate	Kansas
Tax Advantages of Home Ownership	Kansas
Tax Free Exchanges	Kansas
Ethics in Real Estate	Kentucky
Green Home Features	Kentucky
Introduction to Real Estate Ethics	Kentucky
Principles of Commercial Real Estate	Kentucky
Tax Free Exchanges	Kentucky
ADA and Fair Housing	Louisiana
Check It Out: Home Inspection in Real Estate Practice	Louisiana
Environmental Hazards Disclosure	Louisiana
Ethics in Real Estate	Louisiana
Federal Law and Commercial Real Estate	Louisiana

Course Title	State
Prequalifying Your Buyer in Today's Market	Louisiana
Principles of Commercial Real Estate	Louisiana
Real Estate Math	Louisiana
Short Sales and Foreclosures	Louisiana
Tax Free Exchanges	Louisiana
Cost Approach Overview	Maine
Green Home Construction	Maine
Green Home Features	Maine
Income Capitalization Overview	Maine
Methods of Residential Finance	Maine
Prequalifying Your Buyer in Today's Market	Maine
Pricing Property to Sell	Maine
Sales Comparison Approach	Maine
Short Sales and Foreclosures	Maine
Tax Advantages of Home Ownership	Maine
Maryland Agency and Agency Disclosure	Maryland
Maryland Ethics, Flipping, and Predatory Lending	Maryland
Maryland Legislative Updates	Maryland
Protect Yourself: Learn Maryland Fair Housing Law	Maryland
ADA and Fair Housing	Michigan
Anti-Discrimination Laws	Michigan
Environmental Hazards Disclosure	Michigan
Ethical Real Estate: The NAR Code	Michigan
Ethics in Real Estate	Michigan
Ethics: Disclosure and Cooperation	Michigan
Ethics: Pricing, Offers and Advertising	Michigan
Evolving Real Estate Finance Laws: What You Need to Know	Michigan
Federal Law and Commercial Real Estate	Michigan
Financing Residential Real Estate	Michigan
Home Inspection in Real Estate Practice	Michigan
Introduction to Real Estate Ethics	Michigan
Michigan 2016 Legal Updates: Decoding TRID	Michigan
Michigan Legal Update	Michigan
Michigan Legal Update 2017	Michigan
Minimizing Risk with Effective Practices	Michigan
Prequalifying Your Buyer in Today's Market	Michigan
Principles of Commercial Real Estate	Michigan
Principles of Commercial Real Estate	Michigan
Property Pricing and Residential Real Estate	Michigan
Qualifying the Buyer Under New Regulations	Michigan
Short Sales and Foreclosures	Michigan
Tax Free Exchanges	Michigan
ADA and Fair Housing	Minnesota
Cost Approach Overview	Minnesota

Course Title	State
Ethics in Real Estate	Minnesota
Income Capitalization Overview	Minnesota
Methods of Residential Finance	Minnesota
Pricing Property to Sell	Minnesota
Principles of Commercial Real Estate	Minnesota
Sales Comparison Approach	Minnesota
Tax Advantages of Home Ownership	Minnesota
Tax Free Exchanges	Minnesota
ADA and Fair Housing	Mississippi
Basic Real Estate Finance	Mississippi
Business Management in a Real Estate Office	Mississippi
Environmental Hazards Disclosure	Mississippi
Ethics in Real Estate	Mississippi
Methods of Residential Finance	Mississippi
Prequalifying Your Buyer in Today's Market	Mississippi
Pricing Property to Sell	Mississippi
Real Estate Math	Mississippi
Tax Advantages of Home Ownership	Mississippi
Tax Free Exchanges	Mississippi
ADA and Fair Housing	Missouri
Anti-Discrimination Laws	Missouri
Basic Real Estate Finance	Missouri
Commercial Finance and Investment Analysis	Missouri
Commercial Leases	Missouri
Commercial Sales and Exchanges	Missouri
Consensual Dual Agency	Missouri
Ethical Real Estate: The NAR Code	Missouri
Ethics: Pricing, Offers and Advertising	Missouri
Federal Law and Commercial Real Estate	Missouri
Green Home Construction	Missouri
Green Home Features	Missouri
Home Inspection in Real Estate Practice	Missouri
Listing and Selling HUD Homes	Missouri
Methods of Residential Finance	Missouri
Pricing Property to Sell	Missouri
Principles of Commercial Real Estate	Missouri
Principles of Commercial Real Estate	Missouri
Qualifying the Buyer Under New Regulations	Missouri
Real Estate Law	Missouri
Real Estate Math	Missouri
Structuring Ownership in Commercial Real Estate	Missouri
Tax Advantages of Home Ownership	Missouri
Tax Free Exchanges	Missouri
2014 Montana Salesperson/Broker Core- Mandatory	Montana
Anti-Discrimination Laws	Montana





Course Title	State
Basic Real Estate Finance	Montana
Brokerage Management for Supervising Brokers	Montana
Business Management in a Real Estate Office	Montana
Check It Out: Home Inspection in Real Estate Practice	Montana
Commercial Finance and Investment Analysis	Montana
Commercial Sales and Exchanges	Montana
Environmental Hazards Disclosure	Montana
Ethical Real Estate: The NAR Code	Montana
Ethics in Real Estate	Montana
Ethics: Disclosure and Cooperation	Montana
Ethics: Pricing, Offers, and Advertising	Montana
Evolving Real Estate Finance Laws: What You Need to Know	Montana
Financing Residential Real Estate	Montana
Home Inspection in Real Estate Practice	Montana
Introduction to Brokerage Management	Montana
Introduction to Real Estate Ethics	Montana
Leading and Communicating Effectively	Montana
Minimizing Risk with Effective Practices	Montana
People Management in Real Estate	Montana
Prequalifying Your Buyer in Today's Market	Montana
Principles of Commercial Real Estate	Montana
Qualifying the Buyer Under New Regulations	Montana
Starting a Successful Brokerage	Montana
Tax Advantages of Home Ownership	Montana
ADA and Fair Housing	Nebraska
Basic Real Estate Finance	Nebraska
Cost Approach Overview	Nebraska
Ethics in Real Estate	Nebraska
Green Home Construction	Nebraska
Green Home Features	Nebraska
Income Capitalization Overview	Nebraska
Methods of Residential Finance	Nebraska
Pricing Property to Sell	Nebraska
Real Estate Math	Nebraska
Sales Comparison Approach	Nebraska
Short Sales and Foreclosures	Nebraska
Tax Advantages of Home Ownership	Nebraska
Tax Free Exchanges	Nebraska
ADA and Fair Housing	Nevada
Basic Real Estate Finance	Nevada
Green Home Construction	Nevada
Green Home Features	Nevada
Methods of Residential Finance	Nevada
Prequalifying Your Buyer in Today's Market	Nevada

Course Title	State
Pricing Property to Sell	Nevada
Short Sales and Foreclosures in Real Estate	Nevada
Tax Advantages of Home Ownership	Nevada
Tax Free Exchanges	Nevada
ADA and Fair Housing	New Hampshire
Environmental Hazards Disclosure	New Hampshire
Federal Law and Commercial Real Estate	New Hampshire
Tax Free Exchanges	New Hampshire
Anti Discrimination Laws	New Jersey
Commercial Leases	New Jersey
Commercial Sales and Exchanges	New Jersey
Ethical Real Estate: The NAR Code	New Jersey
Ethics and New Jersey Fair Housing	New Jersey
Ethics in Real Estate	New Jersey
Ethics: Disclosure and Cooperation	New Jersey
Ethics: Pricing, Offers and Advertising	New Jersey
Evolving Real Estate Finance Laws: What You Need to Know	New Jersey
Green Home Features	New Jersey
Green Real Estate	New Jersey
Home Inspection in Real Estate Practice	New Jersey
Listing and Selling HUD Homes	New Jersey
Minimizing Risk with Effective Practices	New Jersey
Prequalifying Your Buyer in Today's Market	New Jersey
Principles of Commercial Real Estate	New Jersey
Professional Property Management	New Jersey
Qualifying the Buyer Under New Regulations	New Jersey
Real Estate Law	New Jersey
Short Sales	New Jersey



Course Title	State
Short Sales and Foreclosures	New Jersey
Tax Advantages of Home Ownership	New Jersey
Tax Free Exchanges	New Jersey
ADA and Fair Housing	New York
Basic Real Estate Finance	New York
Building a Green Home	New York
Commercial Finance and Investment Analysis	New York
Commercial Leases	New York
Commercial Sales and Exchanges	New York
Cost Approach Overview	New York
Ethics in Real Estate	New York
Income Capitalization Overview	New York
Introduction to Real Estate Ethics	New York
Methods of Residential Finance	New York
New York License Law and Contracts	New York
Prequalifying Your Buyer in Today's Market	New York
Pricing Property to Sell	New York
Principles of Commercial Real Estate	New York
Sales Comparison Approach	New York
Short Sales and Foreclosures	New York
Structuring Ownership in RE	New York
Tax Advantages of Home Ownership	New York
Tax Free Exchanges	New York
ADA and Fair Housing	North Carolina
Commercial Leases	North Carolina
Ethics in Real Estate	North Carolina
Green Home Construction	North Carolina
Tax Advantages of Home Ownership	North Carolina
Tax Free Exchanges	North Carolina
ADA and Fair Housing	North Dakota
Basic Real Estate Finance	North Dakota
Business Management in a Real Estate Office	North Dakota
Ethics in Real Estate	North Dakota
Green Home Construction	North Dakota
Green Home Features	North Dakota
Methods of Residential Finance	North Dakota
Pricing Property to Sell	North Dakota
Tax Advantages of Home Ownership	North Dakota
Tax Free Exchanges	North Dakota
ADA and Fair Housing	Ohio
Commercial Finance and Investment Analysis	Ohio
Commercial Leases	Ohio
Commercial Sales and Exchanges	Ohio
Cost Approach Overview	Ohio
Ethics in Real Estate	Ohio

Course Title	State
Federal Law and Commercial Real Estate	Ohio
Green Home Construction	Ohio
Green Home Features	Ohio
Income Capitalization Overview	Ohio
Introduction to Real Estate Ethics	Ohio
Methods of Residential Finance	Ohio
Prequalifying Your Buyer in Today's Market	Ohio
Pricing Property to Sell	Ohio
Principles of Commercial Real Estate	Ohio
Sales Comparison Approach	Ohio
Tax Free Exchanges	Ohio
Using the Internet in Your Real Estate Practice--An Introduction	Ohio
ADA and Fair Housing	Oklahoma
Basic Real Estate Finance	Oklahoma
Check It Out: Home Inspection in Real Estate Practice	Oklahoma
Commercial Finance and Investment Analysis	Oklahoma
Commercial Leases	Oklahoma
Commercial Sales and Exchanges	Oklahoma
Cost Approach Overview	Oklahoma
Ethics in Real Estate	Oklahoma
Federal Law and Commercial Real Estate	Oklahoma
Green Home Construction	Oklahoma
Green Home Features	Oklahoma
Income Capitalization Overview	Oklahoma
Methods of Residential Finance	Oklahoma
Pricing Property to Sell	Oklahoma
Principles of Commercial Real Estate	Oklahoma
Sales Comparison Approach	Oklahoma
Short Sales and Foreclosures	Oklahoma
Structuring Ownership in Commercial Real Estate	Oklahoma
Tax Advantages of Home Ownership	Oklahoma
Tax Free Exchanges	Oklahoma
Using the Internet in Your Real Estate Practice--An Introduction	Oklahoma
27 Hour Online Broker Advanced Practices	Oregon
ADA and Fair Housing	Oregon
Anti-Discrimination Laws	Oregon
Basic Real Estate Finance	Oregon
Business Management in a Real Estate Office	Oregon
Buyer Representation in Real Estate	Oregon
Check It Out: Home Inspection in Real Estate Practice	Oregon
Commercial Finance and Investment Analysis	Oregon
Commercial Leases	Oregon
Commercial Sales and Exchanges	Oregon

Course Title	State
Cost Approach Overview	Oregon
Ethical Real Estate: The NAR Code	Oregon
Ethics in Real Estate	Oregon
Ethics in Real Estate	Oregon
Ethics: Disclosure and Cooperation	Oregon
Ethics: Pricing, Offers and Advertising	Oregon
Evolving Real Estate Finance Laws: What You Need to Know	Oregon
Federal Law and Commercial Real Estate	Oregon
Financing Residential Real Estate	Oregon
Green Real Estate	Oregon
Home Inspection in Real Estate Practice	Oregon
Income Capitalization Overview	Oregon
Introduction to Brokerage Management	Oregon
Introduction to Real Estate Ethics	Oregon
Law and Rule Required Course (LARRC) 2016-2017	Oregon
Leading and Communicating Effectively	Oregon
Listing and Selling HUD Homes	Oregon
Methods of Residential Finance	Oregon
Minimizing Risk with Effective Practices	Oregon
People Management in Real Estate	Oregon
Prequalifying Your Buyer in Todays Market	Oregon
Pricing Property to Sell	Oregon
Principles of Commercial Real Estate	Oregon
Professional Property Management	Oregon
Property Pricing and Residential Real Estate	Oregon
Qualifying the Buyer Under New Regulations	Oregon
Real Estate Law	Oregon
Real Estate Math	Oregon
Sales Comparison Approach	Oregon
Short Sales	Oregon
Starting a Successful Brokerage	Oregon
Structuring Ownership in Commercial Real Estate	Oregon
Tax Advantages of Home Ownership	Oregon
Tax Free Exchanges	Oregon
Tax Implications of Home Sales	Oregon
Understanding 1031 Tax-Free Exchanges	Oregon
Using the Internet in Your Real Estate Practice--An Introduction	Oregon
Building a Green Home	Pennsylvania
Check It Out: Home Inspection in Real Estate Practice	Pennsylvania
Commercial Finance and Investment Analysis	Pennsylvania
Commercial Leases	Pennsylvania
Commercial Sales and Exchanges	Pennsylvania
Cost Approach Overview	Pennsylvania



Course Title	State
Ethics in Real Estate	Pennsylvania
Federal Law and Commercial Real Estate	Pennsylvania
Income Capitalization Overview	Pennsylvania
Methods of Residential Finance	Pennsylvania
Pennsylvania Commercial Module	Pennsylvania
Pennsylvania General Module	Pennsylvania
Pennsylvania Residential Module	Pennsylvania
Prequalifying Your Buyer in Todays Market	Pennsylvania
Pricing Property to Sell	Pennsylvania
Sales Comparison Approach	Pennsylvania
Short Sales and Foreclosures	Pennsylvania
Tax Advantages of Home Ownership	Pennsylvania
Tax Free Exchanges	Pennsylvania
Using the Internet in Your Real Estate Practice--An Introduction	Pennsylvania
ADA and Fair Housing	Rhode Island
Basic Real Estate Finance	Rhode Island
Cost Approach Overview	Rhode Island

Course Title	State
Ethics in Real Estate	Rhode Island
Green Home Construction	Rhode Island
Green Home Features	Rhode Island
Income Capitalization Overview	Rhode Island
Prequalifying Your Buyer in Todays Market	Rhode Island
Real Estate Math	Rhode Island
Sales Comparison Approach	Rhode Island
Short Sales and Foreclosures	Rhode Island
Tax Advantages of Home Ownership	Rhode Island
Tax Free Exchanges	Rhode Island
ADA and Fair Housing	South Carolina
Check It Out: Home Inspection in Real Estate Practice	South Carolina
Ethics in Real Estate	South Carolina
Federal Law and Commercial Real Estate	South Carolina
Introduction to Real Estate Ethics	South Carolina
Prequalifying Your Buyer in Todays Market	South Carolina
Principles of Commercial Real Estate	South Carolina
Short Sales and Foreclosures	South Carolina
Tax Free Exchanges	South Carolina
ADA and Fair Housing	South Dakota
Basic Real Estate Finance	South Dakota
Commercial Finance and Investment Analysis	South Dakota
Consensual Dual Agency	South Dakota
Cost Approach Overview	South Dakota
Environmental Hazards Disclosure	South Dakota
Ethics in Real Estate	South Dakota
Income Capitalization Overview	South Dakota
Methods of Residential Finance	South Dakota
Prequalifying Your Buyer in Todays Market	South Dakota
Pricing Property to Sell	South Dakota
Sales Comparison Approach	South Dakota
Tax Advantages of Home Ownership	South Dakota
ADA and Fair Housing	Tennessee
Anti-Discrimination Laws	Tennessee
Basic Real Estate Finance	Tennessee
Business Management in a Real Estate Office	Tennessee
Cost Approach Overview	Tennessee
Ethical Real Estate: The NAR Code	Tennessee
Ethics in Real Estate	Tennessee
Ethics: Disclosures and Cooperation	Tennessee
Ethics: Pricing, Offers and Advertising	Tennessee
Evolving Real Estate Finance Laws: What You Need to Know	Tennessee
Financing Residential Real Estate	Tennessee
Green Home Construction	Tennessee

Course Title	State
Green Home Features	Tennessee
Green Real Estate	Tennessee
Home Inspection in Real Estate Practice	Tennessee
Income Capitalization Overview	Tennessee
Introduction to Brokerage Management	Tennessee
Leading and Communicating Effectively	Tennessee
Listing and Selling HUD Homes	Tennessee
Methods of Residential Finance	Tennessee
Minimizing Risk with Effective Practices	Tennessee
People Management in Real Estate	Tennessee
Prequalifying Your Buyer in Todays Market	Tennessee
Pricing Property to Sell	Tennessee
Principles of Commercial Real Estate	Tennessee
Professional Property Management	Tennessee
Property Pricing and Residential Real Estate	Tennessee
Qualifying the Buyer Under New Regulations	Tennessee
Real Estate Law	Tennessee
Real Estate Math	Tennessee
Sales Comparison Approach	Tennessee
Short Sales	Tennessee
Short Sales and Foreclosures	Tennessee



Course Title	State
Starting a Successful Brokerage	Tennessee
Tax Advantages of Home Ownership	Tennessee
Tax Free Exchanges	Tennessee
Tennessee Core 2017-2018	Tennessee
ADA and Fair Housing	Texas
Basic Real Estate Finance	Texas
Business Management in a Real Estate Office	Texas
Check It Out: Home Inspection in Real Estate Practice	Texas
Commercial Finance and Investment Analysis	Texas
Commercial Leases	Texas
Commercial Sales and Exchanges	Texas
Cost Approach Overview	Texas
Federal Law and Commercial Real Estate	Texas
Green Home Construction	Texas
Green Home Features	Texas
Income Capitalization Overview	Texas
Methods of Residential Finance	Texas
Pricing Property to Sell	Texas
Principles of Commercial Real Estate	Texas
Sales Comparison Approach	Texas
Short Sales and Foreclosures	Texas
Structuring Ownership in RE	Texas
Tax Advantages of Home Ownership	Texas
Tax Free Exchanges	Texas
Texas Common Legal Issues in Real Estate (book)	Texas
Texas Legal Update I 2016-2017 (book)	Texas
Texas Legal Update II 2016-2017 (book)	Texas
TREC 2016-2017 CE Legal Update Part I	Texas
TREC 2016-2017 CE Legal Update Part II	Texas
TREC Broker Responsibility CE	Texas
ADA and Fair Housing	Utah
Check It Out: Home Inspection in Real Estate Practice	Utah
Commercial Leases	Utah
Commercial Sales and Exchanges	Utah
Cost Approach Overview	Utah
Environmental Hazards Disclosure	Utah
Ethics in Real Estate	Utah
Federal Law and Commercial Real Estate	Utah
Green Home Construction	Utah
Green Home Features	Utah
Income Capitalization Overview	Utah
Prequalifying Your Buyer in Todays Market	Utah
Pricing Property to Sell	Utah
Principles of Commercial Real Estate	Utah
Sales Comparison Approach	Utah

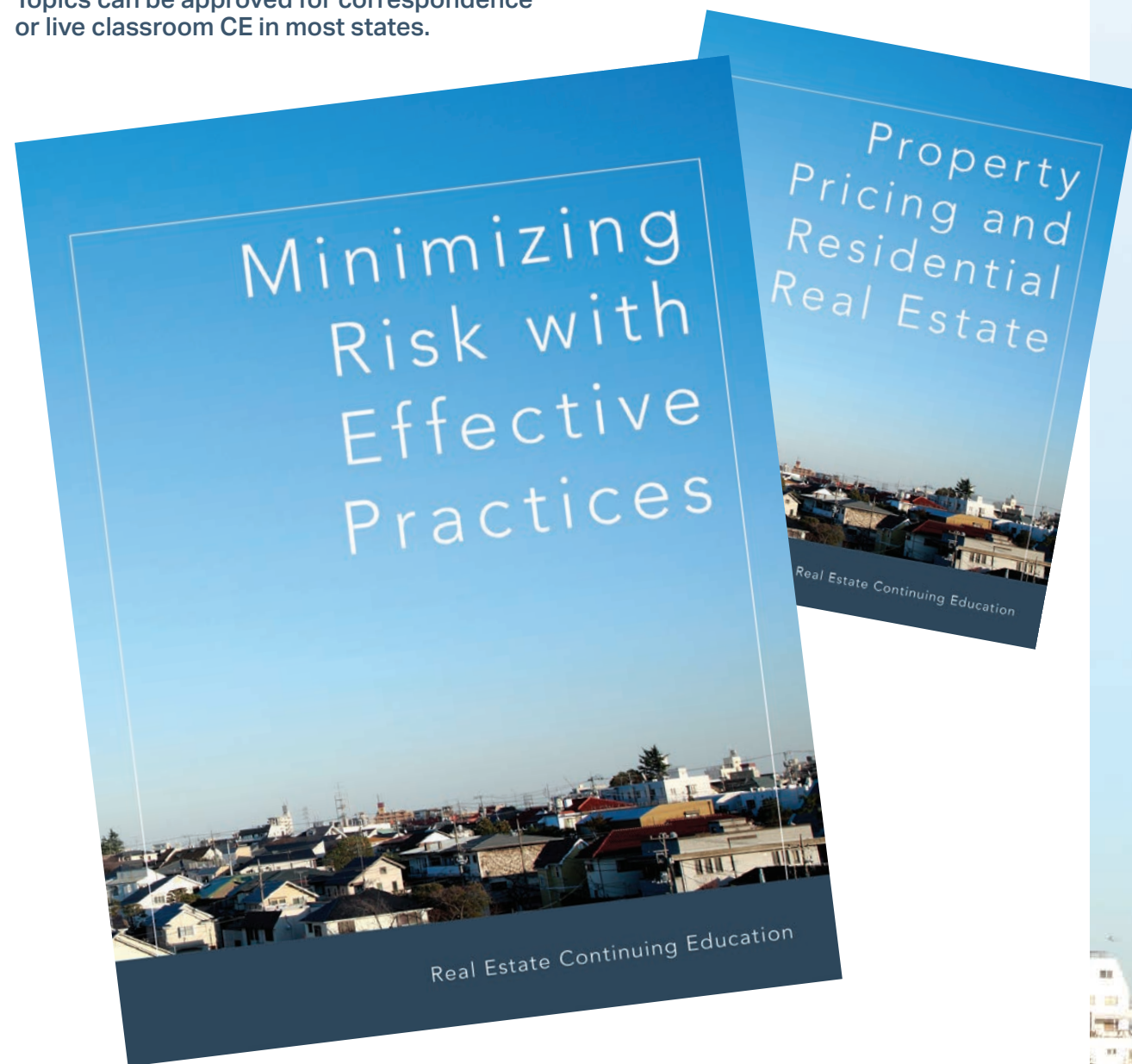
Course Title	State
Tax Advantages of Home Ownership	Utah
Tax Free Exchanges	Utah
ADA and Fair Housing	Vermont
Ethics in Real Estate	Vermont
Federal Law and Commercial Real Estate	Vermont
Prequalifying Your Buyer in Todays Market	Vermont
Pricing Property to Sell	Vermont
Principles of Commercial Real Estate	Vermont
Real Estate Math	Vermont
Tax Free Exchanges	Vermont
8-hour Mandatory Topics Course	Virginia
Business Management in a Real Estate Office	Virginia
Mandatory Topics	Virginia
Prequalifying Your Buyer in Todays Market	Virginia
Tax Free Exchanges	Virginia
VA Real Estate Law and Board Regulations	Virginia
2016-2017 Washington Residential Core (book & online)	Washington
ADA and Fair Housing	Washington
Advanced Real Estate Practices	Washington
Anti-Discrimination Laws	Washington
Basic Real Estate Finance	Washington
Business Management in a Real Estate Office	Washington
Buyer Representation in Real Estate	Washington
Current Issues in Residential Real Estate: 2016-2017	Washington
Ethical Real Estate: The NAR Code	Washington
Ethics in Real Estate	Washington
Ethics: Disclosure and Cooperation	Washington
Ethics: Pricing, Offers and Advertising	Washington
Financing Residential Real Estate	Washington
Green Home Sales	Washington
Home Inspection in Real Estate Practice	Washington
Legal Topics in Real Estate	Washington
Listing and Selling HUD Homes	Washington
Logistics of Managing a Brokerage	Washington
Methods of Residential Finance	Washington
Minimizing Risk with Effective Practices	Washington
People Management in Real Estate	Washington
Prequalifying Your Buyer in Todays Market	Washington
Pricing Property to Sell	Washington
Principles of Commercial Real Estate	Washington
Professional Property Management	Washington
Property Pricing and Residential Real Estate	Washington
Qualifying the Buyer Under New Regulations	Washington
Real Estate Math	Washington



Course Title	State
Short Sales	Washington
Short Sales and Foreclosures	Washington
Starting a Successful Brokerage	Washington
Tax Advantages of Home Ownership	Washington
Tax Advantages of Home Ownership	Washington
Tax Free Exchanges	Washington
Tax Implications of Home Sales	Washington
Understanding 1031 Tax-Free Exchanges	Washington
Washington Real Estate Law	Washington
ADA and Fair Housing	Wyoming
Anti-Discrimination Laws- Elective hours	Wyoming
Basic Real Estate Finance	Wyoming
Cost Approach Overview	Wyoming
Ethical Real Estate: The NAR Code – Elective Hours	Wyoming
Financing Residential Real Estate- Elective hours	Wyoming
Green Home Construction	Wyoming
Green Home Features	Wyoming
Home Inspection in Real Estate Practice – Elective Hours	Wyoming
Income Capitalization Overview	Wyoming
Listing and Selling HUD Homes- Elective hours	Wyoming
Methods of Residential Finance	Wyoming
Pricing Property to Sell	Wyoming
Principles of Commercial Real Estate – Elective Hours	Wyoming
Professional Property Management- Elective hours	Wyoming
Property Pricing & Residential Real Estate- Elective hours	Wyoming
Qualifying the Buyer Under New Regulations – Elective Hours	Wyoming
Real Estate Law	Wyoming
Real Estate Math	Wyoming
Sales Comparison Approach	Wyoming
Short Sales and Foreclosures	Wyoming
Short Sales- Elective hours	Wyoming
Tax Advantages of Home Ownership	Wyoming
Tax Free Exchanges	Wyoming

# Continuing Education now available in print.

Topics can be approved for correspondence  
or live classroom CE in most states.



## Tax Implications of Home Sales

Real estate professionals can increase their value to their customers by learning the tax implications on home sales in the US. Discover strategies every real estate agent can use, including how to identify the sources of active, portfolio, and passive income. Discover how long- and short-term capital gains and losses are treated. Learn how depreciation affects taxable income, cost basis, and taxation of capital gains. You will also look at the ownership and use requirements for claiming a section 121 exclusion of gain, how to calculate taxable home sales gains, and more. This is a great resource in helping agents better understand tax implications and assist their clients!

## Starting a Successful Brokerage

Ready to start your own brokerage business? *Starting a Successful Brokerage* is packed with essential information to help you get started and succeed! Learn about developing a business plan, setting up your company's management team, marketing, advertising, and identifying the costs involved in running a company. Starting a brokerage is a huge challenge...and there are great rewards for those who do it right! Learn the vital skills, strategies, and steps for getting your company off to the right start.

## Minimizing Risk with Effective Practices

In today's real estate environment, knowing how to avoid legal problems is essential. This must-have book provides an overview of how to minimize your liability. You'll learn about the importance of establishing agency policies, developing effective marketing and advertising practices, effective anti-discrimination practices, plus how to reduce your risk by maintaining proper records.

## Property Pricing and Residential Real Estate

When a property is priced properly, it is easier for real estate agents to show and sell it. This book explores in-depth the appraisal process versus the Competitive Market Analysis approach to determining value for a given property. Practical applications of different pricing methods are summarized, along with real-world examples and illustrations of pricing residential properties and income-producing properties.

## Qualifying the Buyer Under New Regulations

*Qualifying the Buyer Under New Regulations* addresses the fundamental role of real estate agents in the mortgage lending process. With so many changes affecting the ability of potential homebuyers to obtain loans, it is imperative for real estate agents to understand the complexities of today's market. The book discusses how to qualify buyers, as well as the pitfalls to avoid in that process. The qualified mortgage (QM) and ability to repay (ATR) rules are also covered, with an in-depth look at how they affect real estate transactions, real estate agents, and clients.

## Green Real Estate

This book is designed to improve real estate licensees' knowledge of green energy, green housing, and the types of green certification available for buildings, systems, and licensees so that licensees may better serve clients who are interested in green living or building. The housing market is becoming increasingly greener, due in part to regulatory demand, and in part to consumer demand. This serves as a must-have guide for gaining an overall understanding of the green housing movement, and how licensees may best serve clients interested in green real estate.

# Professional Development



978-1-62980-009-7 | 2nd Edition  
Copyright 2015 | 544 Pages | \$42.95



## Real Estate Marketing & Sales Essentials: Steps for Success

By Dan Hamilton

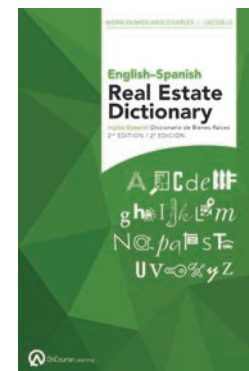
Written by a real estate expert and training authority, this book provides the key steps for success for new and experienced agents who want to thrive, not just survive, in a dynamic industry. Packed with insider tips, advice, and hands-on instruction on converting knowledge into sales, this book walks readers through the major daily activities, including prospecting, listing procedures, follow-up, social networking, referrals, technology, negotiation, financing, and more.

### Highlights

- Designed as a manual for success and not just “pass the test” material
- Encompasses the latest trends in technology and social media

### Content

Overview 1. Real Estate Professionalism and Ethics 2. Characteristics of Successful Salespeople and Time Management 3. Technology in Real Estate 4. Psychology of Marketing 5. Marketing and Advertising 6. Law of Agency and Alternative Representative Agreements 7. Prospecting for Seller Appointments 8. Seller Listing Procedures 9. Prospecting for Buyer Appointments 10. Buyer Listing Procedures 11. Objection Handling Techniques 12. Client Follow-up 13. Contract Writing 14. Negotiating and Closing 15. After Acceptance 16. Financing 17. Referrals 18. Deceptive Trade Practices Act and Consumer Protection Act Appendix Glossary of Terms



978-1-62980-024-0 | 2nd Edition  
Copyright 2016 | 512 pages | \$32.95



## English-Spanish Real Estate Dictionary, 2<sup>nd</sup> Edition

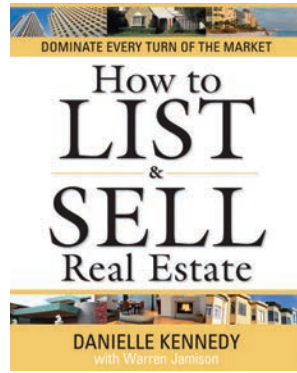
**New Edition!** By Nora Gutierrez-Olmos & Charles J. Jacobus

With over 2,000 real estate terms in English and Spanish, this is a quick and easy reference guide for busy real estate professionals. The added investment terms in this second edition allow you to navigate real estate investment transactions with ease. Whether you’re working as a real estate agent or studying to become one, you will benefit from this invaluable Spanish-English resource.

Con más de 2,000 términos de bienes raíces en inglés y en español, éste es un guía de fácil referencia para los profesionales de bienes raíces. Los términos de inversión añadidos en esta segunda edición te permiten navegar con facilidad en las transacciones de inversiones en bienes raíces. Si estás trabajando como agente de bienes raíces o estudiando para ser agente, beneficiaras de este recurso invaluable de español-inglés.

### Content

Introduction English/Spanish Terms and Definitions A-Z Spanish/English Terms and Definitions A-Z



978-0-538-79829-7 | 4th Edition  
Copyright 2011 | 576 Pages | \$41.95

## How to List & Sell Real Estate 30th Anniversary Edition

By Danielle Kennedy & Warren Jamison

This 30th Anniversary Edition delivers Danielle Kennedy's proven formula for building a successful real estate career and handling every turn of a changing market. Danielle explains how to benefit from tried-and-true basics while launching creative marketing strategies and new technology tools; drive social networking strategies to win and close more business; increase profits in challenging markets through multiple niches; and build a powerful brand with high-tech, high-touch marketing tools.

### Highlights

- Empowers real estate professionals to take their businesses to new heights
- Shows readers how to build their brands
- Explains how to use personal touches to gain clients' loyalty and trust

### Content

1. Super-Turbo High-Speed Breakaway. 2. Real Estate on Demand; Instant Delivery for Today's Impatient Buyer. 3. Build Money-Making Skills Fast with Hyperlearn and the Latest Software and Techno Tools. 4. Build Stronger Client Relationships with Acting Techniques. 5. Convert More Fizzbos Faster with the 30-year-Proven Danielle Kennedy Method. 6. Epidemic Selling: Build the Brand, Sow the Seeds and Make Hay While the Sun Shines. 7. Twelve Months of These Promotions Will Brand Your Farm with Your Name. 8. How to Make Great Money in Challenging Markets. 9. Open House Frenzy. 10. Any Time Is Up Time. 11. How Listings Are Sold in the Best and Worst of Times. 12. Servicing Listings Fast in Slow, Stable and Sizzling Markets. 13. The Personal Touch in the Age of High-Tech Promotion. 14. Danielle's Secrets of Client Capture and ReLo Success. 15. Cut-to-the-Chase Qualifying. 16. Virtual Touring, In-Person Showings--and Finalizing the Sale. 17. Closing Those Golden Nuggets Before They Turn into Lead. 18. Negotiating for a Lifetime Customer. 19. A 100% Percent Referral Business. 20. Time Planning with or Without Paper. 21. Self-Organization 22. Prepare and Perform or Pass Out. 23. Money-Making Forms and Checklists. 24. Dead Cats, Weeds, and Holes in the Wall. 25. Every Day is a Birth Day. 26. Leading Team Players to Success and Profitability. 27. Break Loose and FLY! Glossary.



## 5 Minutes to Real Estate Success

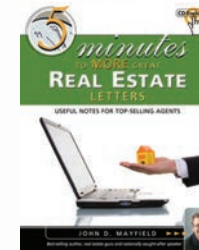
Series By **John D. Mayfield**



## 5 Minutes to Jumpstarting Your Real Estate Career

978-1-62980-022-6 | Copyright 2015 | 176 Pages | 1st Edition | \$40.95

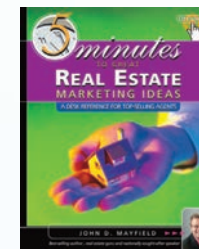
Author John D. Mayfield shows agents his tried-and-true ways to blaze their way into real estate sales or to revive a lackluster sales record. He explains how to clarify and develop your personal brand, productively expand your sphere of influence, add enlightening detail to sales presentations, use online marketing to enhance your reputation, and give open houses that generate more business. From apps that can revolutionize the way you do business to effective prospecting techniques, this book will provide the tools necessary for achieving success as a real estate professional.



## 5 Minutes to MORE Great Real Estate Letters

978-1-111-42818-1 | Copyright 2012 | 256 Pages | 1st Edition | \$40.95

This follow-up to *5 Minutes to MORE Great Real Estate Letters* gives real estate agents even more targeted and strategic marketing campaigns to drive business and close more sales. John Mayfield expands on many essential topics, such as prospecting and client-closing, and adds a wide range of fresh, contemporary business letters and niche correspondence.



## 5 Minutes to Great Real Estate Marketing Ideas

978-0-324-65358-8 | Copyright 2008 | 192 Pages | 1st Edition | \$43.95

John Mayfield's *5 Minutes to Great Real Estate Marketing Ideas* helps readers streamline daily real estate business by setting up action plans for existing clients, past clients, for-sale-by-owners, and expired listings. Additional learning tools in this book include templates, checklists, and mini action plans.

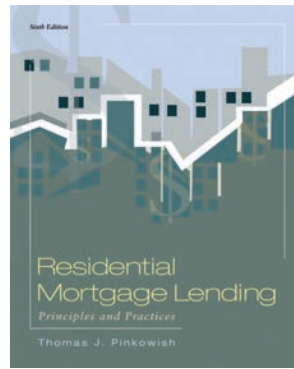


## 5 Minutes to a Great Real Estate Ad

978-0-324-37669-2 | Copyright 2006 | 208 Pages | 1st Edition | \$43.95

*5 Minutes to a Great Real Estate Ad* is filled with hundreds of examples and ideas on how agents or brokers can use advertisements to generate calls. John Mayfield provides sample headings and descriptive ad copy for various property types (condos, resort, farms, and historic) and shows how themed ads (holidays, sports, open house, and recruitment) can boost sales. A bonus CD included with the book provides ad templates readers can easily tailor to their needs.





978-0-324-78464-0 | 6th Edition  
Copyright 2012 | 592 Pages | \$123.95



## Residential Mortgage Lending: Principles & Practices

By Thomas J. Pinkowish

This unique text is designed for both employees of mortgage lenders and individuals studying real estate finance. In addition to covering the fundamentals of mortgage banking, it includes strategies for succeeding in today's competitive market. With a focus on the practical applications of residential mortgage lending, this guide is an excellent resource for learning mortgage banking operations. Topics include the latest mortgage laws and regulations, government mortgage programs, and information on the recent housing crisis.

### Highlights

- Provides detailed information concerning changes in the Truth in Lending Act, RESPA, Mortgage Disclosure Improvement Act, and the SAFE Act
- Includes updated information on the recent mortgage and housing crisis
- Facilitates classroom discussion with discussion points in each chapter
- Reinforces key concepts with discussion questions in each chapter

### Content

Part I: PRINCIPLES. 1. History. 2. Real Estate Law. 3. Role of Lending. 4. Mortgage Lenders. 5. Secondary Mortgage Market. Part II: PROGRAMS. 6. Conventional Mortgage Lending. 7. Government Lending. 8. Private Mortgage Insurance. 9. Construction Lending. 10. Equity Lending. Part III: PRACTICES. 11. Compliance. 12. Origination and Processing. 13. Underwriting. 14. Appraisals. 15. Closing. 16. Loan Administration. 17. Selling Loans. 18. Lending Strategies. Glossary. Index.



978-1-62980-013-4 | 5th Edition  
Copyright 2015 | 864 Pages | \$90.95



## California Mortgage Loan Origination & Lending

New Edition! By D.L. Grogan & M.C. Buzz Chambers

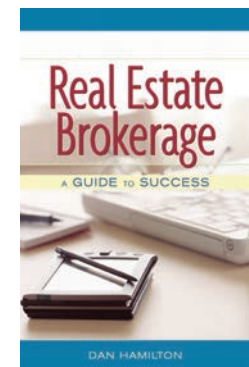
*California Mortgage Loan Origination & Lending* provides a comprehensive overview of the loan process and discusses the mortgage loan business, exploring career opportunities in this competitive and dynamic industry. The authors lead readers through the challenging field of mortgage brokering, detailing the factors that affect credit scores, what to look for in appraisal reports, and six traits necessary for success in the profession. This 5th edition is updated to reflect the latest financial information and regulations, including the new NMLS license laws and practice test questions.

### Highlights

- Includes laws enacted by state and federal lending regulators affecting loan originators, such as the TILA/RESPA Rule and the preliminary disclosure known as the Loan Estimate
- Up-to-date coverage of new industry requirements like the FNMA 1003 loan application form and new appraisal requirements to comply with URAR-FNMA 1005 form

### Content

PART I: SCOPE OF THE BUSINESS. 1. Scope of Mortgage Loan Brokerage. 2. Sources of Business. PART II: LOANS. 3. Loans: Conventional. 4. Loans: Government. 5. Loans: Financial Disclosure and Other Real Estate Disclosures. PART III: PROCESSING. 6. Processing: Pre-Qualification and Loan Application. 7. Processing: Credit & Disclosures. 8. Processing: Verifications & Stacking Order. 9. Processing: Appraisal, Title and Settlement. 10. Processing: Underwriting & Quality Control. 11. Processing: Documents, Funding & Closing. PART IV: THE SECONDARY MONEY MARKET. 12. Shipping & Servicing. PART V: REGULATIONS & OPERATIONS. 13. The Business Operational Practices and Department of Business Oversight (DBO) Licensing. 14. California Bureau of Real Estate (Cal-BRE) License Activity for Loan Agents. 15. Math and Trust Funds for the Loan Agent. Appendix A: Loan Application FNMA Form 1003 - (English and Spanish). Appendix B: Credit Report. Appendix C: Verifications. Appendix D: Sale Escrow Instructions. Appendix E: Appraisal Report. Appendix F: Preliminary Title Report. Appendix G: Loan Documents. Appendix H: Employment Forms. Appendix I: Wholesale Brokerage Agreements. Appendix J: Internet Web Sites. Appendix K: Glossary of Terms. Index.



978-0-324-37946-4 | 1st Edition  
Copyright 2007 | 432 Pages | \$74.95



## Real Estate Brokerage: A Guide to Success

New Edition Coming Soon! By Dan Hamilton

This comprehensive guide focuses on successful and innovative recruiting and retention strategies for real estate professionals. Real-life case studies, group discussions, and analysis applications enable readers to establish, manage, and market a thriving real estate brokerage. Practical management skills specific to brokerages are also discussed.

### Highlights

- Designed to meet the requirements of a real estate brokerage course
- Includes practical management skills and strategies that can be implemented immediately
- Features resourceful handouts and guidelines

### Content

1. Brokerage Management: An Introduction. 2. A History of Real Estate Brokerage. 3. Current Brokerage Trends and Outlooks. 4. Brokerage Regulations and Laws. 5. Characteristics of Talented Brokers and Owners. 6. Office Types. 7. Building Types. 8. Buying vs. Renting. 9. Office Layout. 10. Office Equipment. 11. Office Expenses. 12. Service Offered. 13. Compensation Structure. 14. Hiring Policies. 15. Recruiting Strategies. 16. Retention Strategies. 17. Company Policies. 18. Ancillary Businesses. 19. Exit Strategies. 20. Effective Business Plans. 21. Real Estate Brokerage Case Studies. 22. Exam Questions and Answers.

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- Quick start-up time

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- Become an approved real estate education provider in the state(s) in which you are established
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- Manage and set your own online retail pricing strategy
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# Commercial

## Commercial Real Estate Analysis & Investments

By David M. Geltner, Norman G. Miller, Jim Clayton, & Piet Eichholtz

978-1-133-10882-5 | 3rd Edition  
Copyright 2014 | 864 Pages | \$193.95



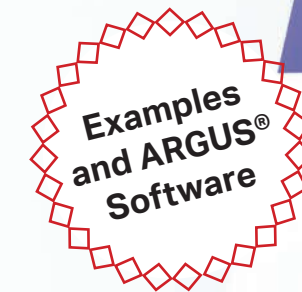
### Description

Streamlined and completely updated with expanded coverage of corporate and international real estate investment, this upper-level real estate text presents the essential concepts, principles, and tools necessary to analyze income-producing commercial real estate from an investment perspective. This new edition continues to integrate relevant aspects of urban and financial economics to provide users with a fundamental analytical understanding and application of real estate investments—now using a student version of ARGUS® software on CD-ROM included with the book.

ARGUS® software is a Windows-based program used extensively in the real estate investment industry to solve complex investment and valuation problems. Author Piet Eichholtz contributes a chapter that explores international real estate investments, both opportunistically and structurally, by outlining elements for developing and implementing real estate investments successfully abroad. Jim Clayton from the University of Cincinnati thoroughly revised and updated the finance coverage and end-of-chapter questions throughout.

### Highlights

- Authored by respected academics, this upper-level real estate text provides readers with a fundamental analytical understanding of real estate investments
- Includes an international chapter exploring real estate investments and analyzing successful strategies abroad
- Features a CD providing additional readings on advanced topics, as well as spreadsheet examples and ARGUS® Software



3e  
**COMMERCIAL REAL ESTATE**  
*Analysis and Investments*



GELTNER  
MILLER  
CLAYTON · EICHHOLTZ

The well-known author team of Geltner/Miller/Clayton/Eichholtz bring you a new edition of this authoritative resource on commercial real estate analysis and investment.

### Content

Part I: INTRODUCTION TO REAL ESTATE ECONOMICS. 1. Real Estate Space and Asset Markets. 2. Real Estate System. Part II: URBAN ECONOMICS AND REAL ESTATE ANALYSIS. 3. Central Place Theory and the System of Cities. 4. Inside the City I: Some Basic Urban Economics. 5. Inside the City II: A Closer Look. 6. Real Estate Market Analysis. Part III: BASIC FINANCIAL ECONOMIC CONCEPTS AND TOOLS. 7. Real Estate as an Investment: Some Background Information. 8. Present Value Mathematics for Real Estate. 9. Measuring Investment Performance: The Concept of Returns. Part IV: REAL ESTATE VALUATION AND INVESTMENT ANALYSIS AT THE MICROLEVEL. 10. The Basic Idea: DCF and NPV. 11. Nuts and Bolts for Real Estate Valuation: Cash Flow Proformas. 12. Advanced Microlevel Valuation. Part V: COMPLETING THE BASIC INVESTMENT ANALYSIS PICTURE. 13. Use of Debt in Real Estate Investment: The Effect of Leverage. 14. After-Tax Investment Analysis & Corporate Real Estate. 15. Real Estate Investment Capital Structure. Part VI: MORTGAGES FROM AN INVESTMENT PERSPECTIVE. 16. Mortgage Basics I: An Introduction and Overview. 17. Mortgage Basics II: Payments, Yields and Values. 18. Commercial Mortgage Analysis and Underwriting. 19. Commercial Mortgage Economics and Investment. 20. Introduction to Commercial Mortgage-Backed Securities. Part VII: MACROLEVEL REAL ESTATE INVESTMENT ISSUES. 21. Real Estate Portfolio Theory: Strategic Investment Considerations. 22. Equilibrium Asset Valuation and Real Estate Price of Risk in the Capital Market. 23. Real Estate Investment Trusts (REITs). 24. International Real Estate Investment. 25. Data Challenges in Measuring Real Estate Periodic Returns. 26. Real Estate Investment Management: Performance Attribution and Evaluation. Part VIII: REAL ESTATE DEVELOPMENT AND OTHER SELECTED TOPICS. 27. Real Options and Land Value. 28. Investment Analysis of Real Estate Development Projects: Overview & Background. 29. Investment Analysis of Real Estate Development Projects: Economic Analysis. 30. Leases and Leasing Strategy. Appendix: Real Estate Price Indices Based on Regression Analysis. Index.

## Commercial Online CE Courses

### Commercial Finance and Investment Analysis

An excellent overview of the financial side of commercial real estate, this course begins with the history of the savings and loan business and walks you through the commercial real estate industry's current financing practices. Not only does this course cover the various types of commercial property financing, it takes a deep dive into the characteristics of each. Additionally, this course covers the different approaches for investment evaluation including appraisal, property comparison, capitalization rates and the time value of money.

**State Availability:** AL, AR, CO, CT, GA, HI, IN, KS, MO, MT, NY, OH, OK, OR, PA, SD, TX

### Commercial Leases

Leases can be a huge source of commission for agents looking to pursue commercial real estate. This course offers the need-to-know information for the major 3 types of commercial leases: office, retail and industrial. Highlights include: major negotiation points, how to determine rent based on formulas and technical concerns exclusive to industrial leases.

**State Availability:** AL, AZ, AR, CO, GA, HI, IN, KS, MO, NJ, NY, NC, OH, OK, OR, PA, TX, UT

### Commercial Sales and Exchanges

Fully understand the all facets of commercial sales and tax deferred exchanges in commercial real estate. This elective course takes a deep dive into the particulars of the commercial contract, procedures for closing, and essential documentation for commercial sales. Additionally, this course contains insight into the requisites for and advantages of tax deferred exchanges.

**State Availability:** AZ, AR, CO, CT, GA, HI, IN, KS, MO, MT, NJ, NY, OH, OK, OR, PA, TX, UT

### Federal Law and Commercial Real Estate

Which laws affect commercial real estate? This course answers that by covering commercial transactions, the ownership of commercial real estate and the federal laws that real estate agencies are required to abide by. Topics included are tenancy, foreclosures, contracts, easements, deeds, agency, zoning, estates, liens, restrictions, leases, court decisions and title transfers. This is a perfect elective for those looking to gain a better insight into the world of commercial real estate.

**State Availability:** AL, AZ, CO, GA, HI, IN, KS, LA, MI, MO, NH, OH, OK, OR, PA, SC, TX, UT, VT

### Pennsylvania Commercial Module

Want to go into commercial real estate in Pennsylvania? Then this is the course for you. Students will gain an understanding of key areas of commercial real estate practice specifically relating to Pennsylvania. This course offers must-have information in crucial areas that an agent working in the brokerage and/or the management of commercial properties would need to be adept. If taken with the General Module (7 hour) for Pennsylvania, the combined courses qualify to fulfill the 14 hour Pennsylvania real estate continuing education requirement for a salesperson completing their needed education for the initial time.

**State Availability:** PA

### Principles of Commercial Real Estate

This course provides the key groundwork needed for a solid education in commercial real estate. Gain a strong, crucial foundation of knowledge regarding the main pillars of commercial real estate: office, industrial, multi-family and retail. This course will also help you understand the process of land development and the importance of proper site selection. Stay up-to-date with current commercial trends including mixed-use, funplex centers and super regional malls.

**State Availability:** AL, AR, CO, CT, GA, ID, KS, KY, LA, MI, MN, MO, MT, NY, NC, OH, OK, OR, SC, TX, UT, VT

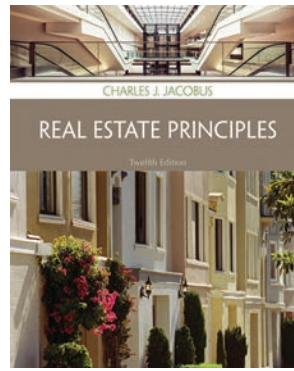
### Structuring Ownership in Commercial Real Estate

In commercial real estate, the financing structure for a deal can define the ownership structure. Learn the implications and details of different types of ownership including limited partnerships, corporations, joint ventures, limited liability companies and investment trusts. This course also offers insight into tax implications for foreign investors and examines securities issues specific to the real estate market. Understand how the initial source of the money for a deal can actually define the final framework.

**State Availability:** AL, AZ, AR, CO, GA, HI, IN, KS, MO, NY, OK, OR, TX

# Higher Education





978-1-285-42098-1 | 12th Edition  
Copyright 2014 | 624 Pages | \$137.95



## Real Estate Principles

By Charles J. Jacobus

For decades this popular principles book has laid a solid foundation for thousands of new real estate professionals starting a rewarding career in the real estate industry. Known for his clear presentation and engaging style, Charles J. Jacobus brings together all the pieces of real estate, giving students the fundamentals they need for success.

### Highlights

- Details fundamentals for new real estate professionals
- Written in a clear and engaging style
- Focuses on new regulations in the mortgage industry, while reinforcing core concepts

### Content

1. Introduction to Real Estate. 2. Nature and Description of Real Estate. 3. Rights and Interests in Land. 4. Forms of Ownership. 5. Transferring Title. 6. Recordation, Abstracts, and Title Insurance. 7. Contract Law. 8. Real Estate Sales Contracts. 9. Mortgage and Note. 10. Deed of Trust. 11. Lending Practices. 12. The Loan and the Consumer. 13. Sources of Financing. 14. Types of Financing. 15. Taxes and Assessments. 16. Title Closing and Escrow. 17. Real Estate Leases. 18. Real Estate Appraisal. 19. Licensing Laws and Professional Affiliation. 20. The Principal-Broker Relationship: Employment. 21. The Principal-Broker Relationship: Agency. 22. Fair Housing, ADA, Equal Credit, and Community Reinvestment. 23. Condominiums, Cooperatives, PUDs, and Timeshares. 24. Property Insurance. 25. Land-Use Control. 26. Real Estate and the Economy. 27. Investing in Real Estate. Appendix A. Construction Illustrations and Terminology. Appendix B. Real Estate Math Review. Appendix C. Interest and Present Value Tables. Appendix D. Measurement Conversion Table. Appendix E. Answer to Chapter Questions and Problems Index and Glossary.



978-1-62980-020-2 | 10th edition  
Copyright 2016 | \$61.65



## Real Estate Finance

**New Edition!** By J. Keith Baker & John P. Wiedemer

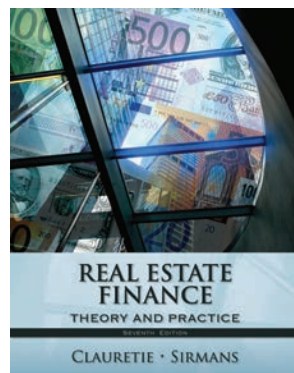
This textbook details contemporary residential and commercial real estate finance, explaining how these financial markets work. The 10th edition has been updated to reflect current principles and practices of modern real estate finance resulting from the recent financial crisis, mortgage meltdown, and prolonged road to recovery.

### Highlights

- Lists useful web addresses as resources for additional learning in each chapter
- Includes revisions that have occurred in the secondary mortgage market for mortgage-backed securities to enhance understanding of the two main government-sponsored agencies
- Discusses the lingering effects of Wall Street Reform and the Consumer Protection Act
- Covers the TILA-RESPA Integrated Disclosure Rule

### Content

1. History and Background. 2. Money and Interest Rates. 3. Mortgage Money: Regulated Lenders. 4. Other Primary Market Lenders. 5. Mortgage Money: The Secondary Market. 6. The Mortgage Documents. 7. Mortgage Repayment Plans. 8. Federal Government Underwriting Programs. 9. Borrower Qualification. 10. Property Analysis. 11. Commercial Loans: Construction and Land Loans. 12. Commercial Building and Farm Loans. 13. Other Financing Practices. 14. Technology Advances in Mortgage Lending. 15. Environmental Issues. 16. Settlement Procedures



978-1-285-18137-0 | 7th Edition  
Copyright 2014 | 640 Pages | \$140.00



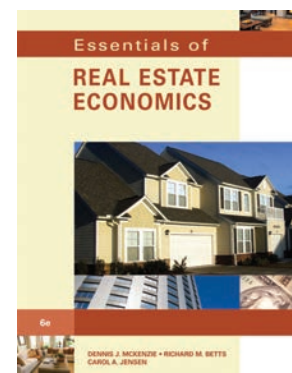
## Real Estate Finance

By Terrence M. Clauretje & G. Stacy Sirmans

Completely updated and edited to be more readable, *Real Estate Finance 7e* lays the groundwork for an introductory course on real estate finance. Based on sound economic and financial principles, this book promotes a greater understanding of how real estate financial markets work. Divided into four Parts, this book addresses issues related to residential and commercial real estate finance.

### Highlights

- New chapter on federal regulation of financial institutions related to the mortgage market.
- New topics on Regulation Z and the Dodd-Frank Act.
- Updated historical data to reflect the recent past.
- Revised REIT requirements.
- Updated to include more recent data on sources of funds, especially CMBS.



978-0-538-73969-6 | 6th Edition  
Copyright 2011 | 576 Pages | \$70.95



## Essentials of Real Estate Economics

By Dennis J. McKenzie, Richard M. Betts, & Carol M. Jensen

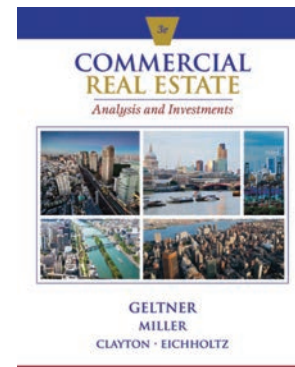
This direct and practical textbook presents the current economic factors that cause real estate values to change. No formal background in economics is required for real estate sales and broker candidates to gain a solid understanding of fundamental economic and financial principles by reading *Essentials of Real Estate Economics*.

### Highlights

- Provides a straightforward overview of economics of real estate for salespeople, licensees, and broker candidates
- Reflects current market conditions

### Content

PART I: Basic Economic Background for Real Estate Analysis. 1. Introduction to Real Estate Economics. 2. Review of the Economic Principles of Capitalism. 3. Government's Role in the Economy. 4. Money, Credit, and Real Estate. 5. Important Economic Features of Real Estate. PART II: Understanding Real Estate Markets. 6. Regional and Community Analysis. 7. Community Growth Patterns. 8. Neighborhoods: Clusters of Land Use and Value. 9. Housing Markets. 10. Commercial and Industrial Markets. 11. Rural and Recreational Real Estate Markets. PART III: Major Influences on Real Estate Development. 12. The Economics of Real Property Taxation. 13. Land-Use Controls. 14. Real Estate Development. 15. Required Government Reports. PART IV: Real Estate Investment: The Economics of the Parcel. 16. Summary of Real Estate Investment Principles. 17. Income Tax Aspects of Investment Real Estate. 18. Applied Real Estate Economics. 19. Anticipating Change. Answers to Reviewing Your Understanding Questions. Index.



978-1-133-10882-5 | 3rd Edition  
Copyright 2014 | 864 Pages | \$193.95



## Commercial Real Estate: Analysis and Investments

By David M. Geltner, Norman G. Miller, Jim Clayton, & Piet Eichholtz

Streamlined and completely updated with expanded coverage of corporate and international real estate investment, this upper-level real estate text presents the essential concepts, principles, and tools necessary to analyze income-producing commercial real estate from an investment perspective. This new edition continues to integrate relevant aspects of urban and financial economics to provide users with a fundamental analytical understanding and application of real estate investments—now using a student version of ARGUS® software on CD-ROM included with the book.

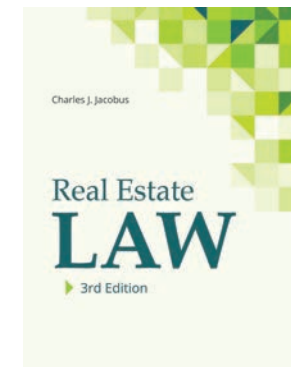
ARGUS® software is a Windows-based program used extensively in the real estate investment industry to solve complex investment and valuation problems. Also included on the CD is a student version of Crystal Ball®, professional-grade software used to perform risk analysis on commercial investments. Author Piet Eichholtz contributes a chapter that explores international real estate investments, both opportunistically and structurally, by outlining elements for developing and implementing real estate investments successfully abroad. Jim Clayton from the University of Cincinnati thoroughly revised and updated the finance coverage and end-of-chapter questions throughout.

### Highlights

- Authored by respected academics, this upper-level real estate text provides readers with a fundamental analytical understanding of real estate investments
- Includes an international chapter exploring real estate investments and analyzing successful strategies abroad
- Features a CD providing additional readings on advanced topics, as well as spreadsheet examples, ARGUS® Software, and Crystal Ball®

### Content

Part I: INTRODUCTION TO REAL ESTATE ECONOMICS. 1. Real Estate Space and Asset Markets. 2. Real Estate System. Part II: URBAN ECONOMICS AND REAL ESTATE ANALYSIS. 3. Central Place Theory and the System of Cities. 4. Inside the City I: Some Basic Urban Economics. 5. Inside the City II: A Closer Look. 6. Real Estate Market Analysis. Part III: BASIC FINANCIAL ECONOMIC CONCEPTS AND TOOLS. 7. Real Estate as an Investment: Some Background Information. 8. Present Value Mathematics for Real Estate. 9. Measuring Investment Performance: The Concept of Returns. Part IV: REAL ESTATE VALUATION AND INVESTMENT ANALYSIS AT THE MICROLEVEL. 10. The Basic Idea: DCF and NPV. 11. Nuts and Bolts for Real Estate Valuation: Cash Flow Proformas. 12. Advanced Microlevel Valuation. Part V: COMPLETING THE BASIC INVESTMENT ANALYSIS PICTURE. 13. Use of Debt in Real Estate Investment: The Effect of Leverage. 14. After-Tax Investment Analysis & Corporate Real Estate. 15. Real Estate Investment Capital Structure. Part VI: MORTGAGES FROM AN INVESTMENT PERSPECTIVE. 16. Mortgage Basics I: An Introduction and Overview. 17. Mortgage Basics II: Payments, Yields and Values. 18. Commercial Mortgage Analysis and Underwriting. 19. Commercial Mortgage Economics and Investment. 20. Introduction to Commercial Mortgage-Backed Securities. Part VII: MACROLEVEL REAL ESTATE INVESTMENT ISSUES. 21. Real Estate Portfolio Theory: Strategic Investment Considerations. 22. Equilibrium Asset Valuation and Real Estate Price of Risk in the Capital Market. 23. Real Estate Investment Trusts (REITs). 24. International Real Estate Investment. 25. Data Challenges in Measuring Real Estate Periodic Returns. 26. Real Estate Investment Management: Performance Attribution and Evaluation. Part VIII: REAL ESTATE DEVELOPMENT AND OTHER SELECTED TOPICS. 27. Real Options and Land Value. 28. Investment Analysis of Real Estate Development Projects: Overview & Background. 29. Investment Analysis of Real Estate Development Projects: Economic Analysis. 30. Leases and Leasing Strategy. Appendix: Real Estate Price Indices Based on Regression Analysis. Index.



978-1-629-80136-0 | 3rd Edition  
Copyright 2016 | 464 Pages | \$93.95



## Real Estate Law

**New Edition!** By Charles J. Jacobus

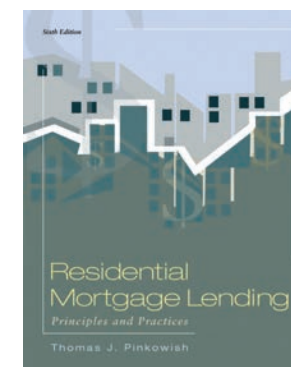
This much-anticipated new edition provides a well-written, detailed exploration of how real estate and the law interact. It includes new theories involving agency concepts, revised federal tax laws, arbitration and mediation concepts, electronically transmitted contracts and registration systems, and new tax issues in home ownership and sales.

### Highlights

- Updated to include new RESPA and CFPB rules
- New cases on estates, ownership, agency, and landlord/tenant relationships
- New resources for adopting instructors such as PowerPoint and exams

### Content

1. Introductions to the Basic Processes of Real Estate Law. 2. Estates in Land. 3. How Ownership is Held. 4. Fixtures and Easements. 5. Real Estate Brokerage and Management. 6. The Law of Agency. 7. Contracts for the Sale of Real Estate. 8. Conveyances. 9. Recording Interests in Real Estate. 10. Mortgages. 11. Regulations Affecting Real Estate Lending. 12. Methods of Title Assurance. 13. Closings. 14. Real Estate Liens. 15. Landlord and Tenant Relationships. 16. Condominiums and Cooperatives. 17. Regulation of Real Estate. 18. Taxes Associated with Real Estate.



978-0-324-78464-0 | 6th Edition  
Copyright 2012 | 592 Pages | \$123.95



## Residential Mortgage Lending: Principles & Practices

By Thomas J. Pinkowish

This unique text is designed for both employees of mortgage lenders and individuals studying real estate finance. In addition to covering the fundamentals of mortgage banking, it includes strategies for succeeding in today's competitive market. With a focus on the practical applications of residential mortgage lending, this guide is an excellent resource for learning mortgage banking operations. Topics include the latest mortgage laws and regulations, government mortgage programs, and information on the recent housing crisis.

### Highlights

- Provides detailed information concerning changes in the Truth in Lending Act, RESPA, Mortgage Disclosure Improvement Act, and the SAFE Act
- Includes updated information on the recent mortgage and housing crisis
- Facilitates classroom discussion with discussion points in each chapter
- Reinforces key concepts with discussion questions in each chapter

### Content

Part I: PRINCIPLES. 1. History. 2. Real Estate Law. 3. Role of Lending. 4. Mortgage Lenders. 5. Secondary Mortgage Market. Part II: PROGRAMS. 6. Conventional Mortgage Lending. 7. Government Lending. 8. Private Mortgage Insurance. 9. Construction Lending. 10. Equity Lending. Part III: PRACTICES. 11. Compliance. 12. Origination and Processing. 13. Underwriting. 14. Appraisals. 15. Closing. 16. Loan Administration. 17. Selling Loans. 18. Lending Strategies. Glossary. Index.



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Kansas  
Kentucky  
Louisiana  
Maine  
Maryland  
Michigan  
Minnesota  
Mississippi  
Missouri  
Montana  
Nevada  
New Jersey  
New Mexico  
North Carolina  
North Dakota  
Ohio  
Oklahoma  
Oregon  
Pennsylvania  
Rhode Island  
South Carolina  
South Dakota  
Texas  
Utah  
Vermont  
Virginia  
Washington  
Washington D.C.  
West Virginia  
Wisconsin  
Wyoming

# Appraisal

# Appraisal Qualifying Online



978-1-62980-018-9 | 9th Edition  
Copyright 2015 | 656 Pages | \$78.95



## Basic Real Estate Appraisal

By Richard M. Betts and James A. Glickman

Written by instructors for instructors, *Basic Real Estate Appraisal* covers the fundamentals of the appraisal business, making concepts accessible for aspiring real estate appraisers. It also helps real estate salespeople, brokers, consumers, investors, and all others seeking a better understanding of the role of appraisers in today's real estate market.

### Highlights

- Addresses the most recent changes in USPAP
- Emphasizes the preparation of the Uniform Residential Appraisal Report
- Covers not only the material in appraisal licensing exams, but also appraisal-related questions in real estate broker and salesperson licensing exams

### Content

Preface. 1. Real Estate Appraisal and You. 2. Legal Considerations in Appraisal. 3. The Formal Appraisal Process. 4. Focus on Neighborhood, Community, and Market. 5. Real Estate Economics and Value. 6. Property Inspection and Analysis: The Site. 7. Property Inspection and Analysis: The Improvements. 8. The Sales Comparison Approach. 9. Analyzing and Adjusting Comparable Sales. 10. Valuing the Site. 11. Introducing the Cost Approach. 12. Estimating Loss in Value: Accrued Depreciation. 13. The Income Approach. 14. Income Capitalization: Rates and Techniques. 15. Reconciling the Value Estimates. 16. Reporting Appraisal Opinions. 17. Appraising Special Ownerships and Interests. 18. The Professional Appraiser. Answers to Reviewing Your Understanding. Glossary. Index.



Course Title	State
2016-2017 15 Hour Equivalent USPAP Course	Alabama
Basic Appraisal Principles	Alabama
Basic Appraisal Procedures	Alabama
Residential Appraiser Site Valuation and Cost Approach	Alabama
Residential Market Analysis and Highest and Best Use	Alabama
Residential Report Writing and Case Studies	Alabama
Residential Sales Comparison and Income Approaches	Alabama
Basic Appraisal Principles	Arizona
Basic Appraisal Procedures	Arizona
Residential Appraiser Site Valuation and Cost Approach	Arizona
Residential Sales Comparison and Income Approaches	Arizona
Basic Appraisal Principles	Arkansas
Basic Appraisal Procedures	Arkansas
Residential Appraiser Site Valuation and Cost Approach	Arkansas
Residential Sales Comparison and Income Approaches	Arkansas
2016-2017 15 Hour Equivalent USPAP Course	California
Basic Appraisal Principles	California
Basic Appraisal Procedures	California
Residential Market Analysis and Highest and Best Use	California
Residential Sales Comparison and Income Approaches	California
Residential Appraiser Site Valuation and Cost Approach	California
Residential Report Writing and Case Studies	California
2016-2017 15 Hour Equivalent USPAP Course	Colorado
Basic Appraisal Procedures	Colorado
Basic Appraisal Principles	Colorado
Residential Market Analysis and Highest and Best Use	Colorado
Residential Appraiser Site Valuation and Cost Approach	Colorado
Residential Report Writing and Case Studies	Colorado
Residential Sales Comparison and Income Approaches	Colorado
2016-2017 15 Hour Equivalent USPAP Course	Connecticut
Basic Appraisal Principles	Connecticut
Basic Appraisal Procedures	Connecticut
Residential Report Writing and Case Studies	Connecticut
Residential Sales Comparison and Income Approaches	Connecticut
2016-2017 15 Hour Equivalent USPAP Course	Delaware
Basic Appraisal Principles	Delaware
Basic Appraisal Procedures	Delaware

Course Title	State
Residential Sales Comparison and Income Approaches	Delaware
2016-2017 15 Hour Equivalent USPAP Course	District of Columbia
Basic Appraisal Procedures	District of Columbia
Basic Appraisal Principles	District of Columbia
Residential Report Writing and Case Studies	District of Columbia
Residential Sales Comparison and Income Approaches	District of Columbia
2016-2017 15 Hour Equivalent USPAP Course	Florida
Basic Appraisal Principles	Florida
Basic Appraisal Procedures	Florida
Residential Appraiser Site Valuation and Cost Approach	Florida
Residential Market Analysis and Highest and Best Use	Florida
Residential Report Writing and Case Studies	Florida
2016-2017 15 Hour Equivalent USPAP Course	Georgia
Basic Appraisal Principles (GA)	Georgia
Basic Appraisal Procedures (GA)	Georgia
Residential Report Writing and Case Studies	Georgia
Residential Market Analysis and Highest and Best Use	Georgia
Residential Sales Comparison and Income Approaches	Georgia
2016-2017 15 Hour Equivalent USPAP Course	Hawaii
Basic Appraisal Principles	Hawaii
Basic Appraisal Procedures	Hawaii
Residential Sales Comparison and Income Approaches	Hawaii
Residential Appraiser Site Valuation and Cost Approach	Hawaii
Residential Market Analysis and Highest and Best Use	Hawaii
Residential Report Writing and Case Studies	Hawaii
2016-2017 15 Hour Equivalent USPAP Course	Idaho
Basic Appraisal Principles	Idaho
Basic Appraisal Procedures	Idaho
Residential Appraiser Site Valuation and Cost Approach	Idaho
Residential Sales Comparison and Income Approaches	Idaho
2016-2017 15 Hour Equivalent USPAP Course	Illinois
Basic Appraisal Principles	Illinois
Basic Appraisal Procedures	Illinois
Residential Report Writing and Case Studies	Illinois
Residential Sales Comparison and Income Approaches	Illinois
2016-2017 15 Hour Equivalent USPAP Course	Indiana
Basic Appraisal Principles	Indiana
Basic Appraisal Procedures	Indiana
Residential Report Writing and Case Studies	Indiana

Course Title	State
Residential Market Analysis and Highest and Best Use	Indiana
Residential Sales Comparison and Income Approaches	Indiana
2016-2017 15 Hour Equivalent USPAP Course	Iowa
Basic Appraisal Principles	Iowa
Basic Appraisal Procedures	Iowa
Residential Appraiser Site Valuation and Cost Approach	Iowa
Residential Market Analysis and Highest and Best Use	Iowa
Residential Report Writing and Case Studies	Iowa
Residential Sales Comparison and Income Approaches	Iowa
2016-2017 15 Hour Equivalent USPAP Course	Kansas
Basic Appraisal Principles	Kansas
Basic Appraisal Procedures	Kansas
Residential Sales Comparison and Income Approaches	Kansas
Residential Appraiser Site Valuation and Cost Approach	Kansas
Residential Market Analysis and Highest and Best Use	Kansas
Residential Report Writing and Case Studies	Kansas
2016-2017 15 Hour Equivalent USPAP Course	Kentucky
Basic Appraisal Principles	Kentucky
Basic Appraisal Procedures	Kentucky
Residential Market Analysis and Highest and Best Use	Kentucky
Residential Sales Comparison and Income Approaches	Kentucky
2016-2017 15 Hour Equivalent USPAP Course	Louisiana
Basic Appraisal Principles	Louisiana
Basic Appraisal Procedures	Louisiana
Residential Market Analysis and Highest and Best Use	Louisiana
Residential Sales Comparison and Income Approaches	Louisiana
2016-2017 15 Hour Equivalent USPAP Course	Maine
Basic Appraisal Procedures	Maine
Basic Appraisal Principles	Maine
Residential Sales Comparison and Income Approaches	Maine
2016-2017 15 Hour Equivalent USPAP Course	Maryland
Basic Appraisal Principles	Maryland
Basic Appraisal Procedures	Maryland
Residential Sales Comparison and Income Approaches	Maryland
2016-2017 15 Hour Equivalent USPAP Course	Michigan
Basic Appraisal Principles	Michigan
Basic Appraisal Procedures	Michigan
Residential Appraiser Site Valuation and Cost Approach	Michigan



Course Title	State
Residential Sales Comparison and Income Approaches	Michigan
2016-2017 15 Hour Equivalent USPAP	Minnesota
Basic Appraisal Principles	Minnesota
Basic Appraisal Procedures	Minnesota
Residential Site Valuation and Cost Approach	Minnesota
Residential Market Analysis and Highest and Best Use	Minnesota
Residential Report Writing and Case Studies	Minnesota
Residential Sales Comparison and Income Approach	Minnesota
2016-2017 15 Hour Equivalent USPAP Course	Mississippi
Basic Appraisal Principles	Mississippi
Basic Appraisal Procedures	Mississippi
Residential Appraiser Site Valuation and Cost Approach	Mississippi
Residential Report Writing and Case Studies	Mississippi
Residential Sales Comparison and Income Approaches	Mississippi
2016-2017 15 Hour Equivalent USPAP Course	Missouri
Basic Appraisal Principles	Missouri
Basic Appraisal Procedures	Missouri
Residential Report Writing and Case Studies	Missouri
Residential Sales Comparison and Income Approaches	Missouri
Residential Market Analysis and Highest and Best Use	Missouri
Residential Appraiser Site Valuation and Cost Approach	Missouri
Basic Appraisal Principles	Montana
Basic Appraisal Procedures	Montana
Residential Appraiser Site Valuation and Cost Approach	Montana
Residential Market Analysis and Highest and Best Use	Montana
Residential Sales Comparison and Income Approaches	Montana
2016-2017 15 Hour Equivalent USPAP Course	Nevada
Basic Appraisal Principles	Nevada
Basic Appraisal Procedures	Nevada
Residential Appraiser Site Valuation and Cost Approach	Nevada
Residential Market Analysis and Highest and Best Use	Nevada
Residential Sales Comparison and Income Approaches	Nevada
2016-2017 15 Hour Equivalent USPAP Course	New Jersey
Basic Appraisal Principles	New Jersey
Basic Appraisal Procedures	New Jersey
Residential Appraiser Site Valuation and Cost Approach	New Jersey
Residential Market Analysis and Highest and Best Use	New Jersey

Course Title	State
Residential Sales Comparison and Income Approaches	New Jersey
2016-2017 15 Hour Equivalent USPAP Course	New Mexico
Basic Appraisal Principles	New Mexico
Basic Appraisal Procedures	New Mexico
Residential Appraiser Site Valuation and Cost Approach	New Mexico
Residential Report Writing and Case Studies	New Mexico
Residential Appraiser Site Valuation and Cost Approach	North Carolina
Residential Report Writing and Case Studies	North Carolina
2016-2017 15 Hour Equivalent USPAP Course	North Dakota
Basic Appraisal Principles	North Dakota
Basic Appraisal Procedures	North Dakota
Residential Appraiser Site Valuation and Cost Approach	North Dakota
Residential Market Analysis and Highest and Best Use	North Dakota
Residential Sales Comparison and Income Approaches	North Dakota
2016-2017 15 Hour Equivalent USPAP Course	Ohio
Basic Appraisal Principles	Ohio
Basic Appraisal Procedures	Ohio
Residential Sales Comparison and Income Approaches	Ohio
2016-2017 15 Hour Equivalent USPAP Course	Oklahoma
Basic Appraisal Principles	Oklahoma
Basic Appraisal Procedures	Oklahoma
Residential Report Writing and Case Studies	Oklahoma
Residential Sales Comparison and Income Approaches	Oklahoma
2016-2017 15 Hour Equivalent USPAP Course	Oregon
Basic Appraisal Principles	Oregon
Basic Appraisal Procedures	Oregon
Residential Appraiser Site Valuation and Cost Approach	Oregon
Residential Market Analysis and Highest and Best Use	Oregon
Residential Report Writing and Case Studies	Oregon
Residential Sales Comparison and Income Approaches	Oregon
2016-2017 15 Hour Equivalent USPAP Course	Pennsylvania
Basic Appraisal Principles	Pennsylvania
Basic Appraisal Procedures	Pennsylvania
Residential Appraiser Site Valuation and Cost Approach	Pennsylvania
Residential Sales Comparison and Income Approaches	Pennsylvania
2016-2017 15 Hour Equivalent USPAP Course	Rhode Island
Basic Appraisal Principles	Rhode Island
Basic Appraisal Procedures	Rhode Island

Course Title	State
Residential Sales Comparison and Income Approaches	Rhode Island
2016-2017 15 Hour Equivalent USPAP Course	South Carolina
Basic Appraisal Principles	South Carolina
Basic Appraisal Procedures	South Carolina
Residential Appraiser Site Valuation and Cost Approach	South Carolina
Residential Market Analysis and Highest and Best Use	South Carolina
Residential Report Writing and Case Studies	South Carolina
Residential Sales Comparison and Income Approaches	South Carolina
2016-2017 15 Hour Equivalent USPAP Course	South Dakota
Basic Appraisal Principles	South Dakota
Basic Appraisal Procedures	South Dakota
Residential Report Writing and Case Studies	South Dakota
Residential Sales Comparison and Income Approaches	South Dakota
2016-2017 15 Hour Equivalent USPAP Course	Texas
Basic Appraisal Principles	Texas
Basic Appraisal Procedures	Texas
Residential Appraiser Site Valuation and Cost Approach	Texas
Residential Report Writing and Case Studies	Texas
Residential Sales Comparison and Income Approaches	Texas
2016-2017 15 Hour Equivalent USPAP Course	Utah
Basic Appraisal Principles	Utah
Basic Appraisal Procedures	Utah
Residential Appraiser Site Valuation and Cost Approach	Utah

Course Title	State
Residential Market Analysis and Highest and Best Use	Utah
Residential Report Writing and Case Studies	Utah
Residential Sales Comparison and Income Approaches	Utah
Basic Appraisal Principles	Vermont
Basic Appraisal Procedures	Vermont
Residential Appraiser Site Valuation and Cost Approach	Vermont
Residential Report Writing and Case Studies	Vermont
Residential Sales Comparison and Income Approaches	Vermont
2016-2017 15 Hour Equivalent USPAP Course	Virginia
Basic Appraisal Principles	Virginia
Basic Appraisal Procedures	Virginia
Residential Appraiser Site Valuation and Cost Approach	Virginia
Residential Sales Comparison and Income Approaches	Virginia
2016-2017 15 Hour Equivalent USPAP Course	Washington
Basic Appraisal Principles	Washington
Basic Appraisal Procedures	Washington
Residential Appraiser Site Valuation and Cost Approach	Washington
Residential Report Writing and Case Studies	Washington
Residential Sales Comparison and Income Approaches	Washington
2016-2017 15 Hour Equivalent USPAP Course	West Virginia
Basic Appraisal Principles	West Virginia
Basic Appraisal Procedures	West Virginia
Residential Appraiser Site Valuation and Cost Approach	West Virginia
Residential Market Analysis and Highest and Best Use	West Virginia
Residential Report Writing and Case Studies	West Virginia
Residential Sales Comparison and Income Approaches	West Virginia
2016-2017 15 Hour Equivalent USPAP Course	Wisconsin
Basic Appraisal Principles	Wisconsin
Basic Appraisal Procedures	Wisconsin
Residential Market Analysis and Highest and Best Use	Wisconsin
Residential Sales Comparison and Income Approaches	Wisconsin
2016-2017 15 Hour Equivalent USPAP Course	Wyoming
Basic Appraisal Principles	Wyoming
Basic Appraisal Procedures	Wyoming
Residential Appraiser Site Valuation and Cost Approach	Wyoming
Residential Market Analysis and Highest and Best Use	Wyoming
Residential Sales Comparison and Income Approaches	Wyoming





# Online Appraisal Exam Prep

## Online Appraisal Exam Prep

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OnCourse Learning Real Estate offers online exam prep courses in all 50 states and the District of Columbia.

Prepare your learners for success. Help your students be confident in their understanding of appraisal with our best-in-class online exam prep.

All courses are available online 24/7 and allow the learner to work at their own pace.

# Online Appraisal Continuing Education Courses

## Online Appraisal Continuing Education Courses

Course Title	State
A URAR Form Review	Alabama
2016-2017 7-Hour Equivalent USPAP	Alabama
Appraisal Math and Statistics	Alabama
Cost Approach Overview	Alabama
Income Capitalization Overview	Alabama
Sales Comparison Approach	Alabama
A URAR Form Review	Alaska
Residential Appraiser Site Valuation and Cost Approach	Alaska
Residential Market Analysis and Highest and Best Use	Alaska
Residential Report Writing and Case Studies	Alaska
A URAR Form Review	Arizona
Appraisal Math and Statistics	Arizona
Cost Approach Overview	Arizona
Income Capitalization Overview	Arizona
Residential Market Analysis and Highest and Best Use	Arizona
Residential Report Writing and Case Studies	Arizona
Sales Comparison Approach	Arizona
A URAR Form Review	Arkansas
Appraisal Math and Statistics	Arkansas
Cost Approach Overview	Arkansas
Income Capitalization Overview	Arkansas
Residential Market Analysis and Highest and Best Use	Arkansas
Residential Report Writing and Case Studies	Arkansas
Sales Comparison Approach	Arkansas
2016-2017 7-Hour Equivalent USPAP	California
Appraisal Math and Statistics	California
A URAR Form Review	California
California Appraisal Laws and Regulations	California
Cost Approach Overview	California
Income Capitalization Overview	California
Sales Comparison Approach	California
2016-2017 7-Hour Equivalent USPAP	Colorado
A URAR Form Review	Colorado
Appraisal Math and Statistics	Colorado
Cost Approach Overview	Colorado
Income Capitalization Overview	Colorado
Sales Comparison Approach	Colorado
2016-2017 7-Hour Equivalent USPAP	Connecticut
A URAR Form Review	Connecticut
Appraisal Math and Statistics	Connecticut
Cost Approach Overview	Connecticut
Income Capitalization Overview	Connecticut
Residential Appraiser Site Valuation and Cost Approach	Connecticut
Residential Market Analysis and Highest and Best Use	Connecticut
Sales Comparison Approach	Connecticut
A URAR Form Review	Delaware
2016-2017 7-Hour Equivalent USPAP	Delaware
Appraisal Math and Statistics	Delaware

Course Title	State
A URAR Form Review	Delaware
Cost Approach Overview	Delaware
Income Capitalization Overview	Delaware
Residential Appraiser Site Valuation and Cost Approach	Delaware
Residential Market Analysis and Highest and Best Use	Delaware
Residential Report Writing and Case Studies	Delaware
Sales Comparison Approach	Delaware
2016-2017 7-Hour Equivalent USPAP	District of Columbia
A URAR Form Review	District of Columbia
Appraisal Math and Statistics	District of Columbia
Cost Approach Overview	District of Columbia
Income Capitalization Overview	District of Columbia
Residential Appraiser Site Valuation and Cost Approach	District of Columbia
Residential Market Analysis and Highest and Best Use	District of Columbia
Sales Comparison Approach	District of Columbia
2016-2017 7-Hour Equivalent USPAP	Florida
Sales Comparison Approach	Florida
A URAR Form Review	Florida
Appraisal Math and Statistics	Florida
Cost Approach Overview	Florida
Income Capitalization Overview	Florida
2016-2017 7-Hour Equivalent USPAP	Georgia
A URAR Form Review	Georgia
Appraisal Math and Statistics	Georgia
Cost Approach Overview	Georgia
Income Capitalization Overview	Georgia
Residential Appraiser Site Valuation and Cost Approach	Georgia
Sales Comparison Approach	Georgia
A URAR Form Review	Hawaii
2016-2017 7-Hour Equivalent USPAP	Hawaii
Appraisal Math and Statistics	Hawaii
Cost Approach Overview	Hawaii
Income Capitalization Overview	Hawaii
Sales Comparison Approach	Hawaii
2016-2017 7-Hour Equivalent USPAP	Idaho
A URAR Form Review	Idaho
Appraisal Math and Statistics	Idaho
Cost Approach Overview	Idaho
Income Capitalization Overview	Idaho
Residential Market Analysis and Highest and Best Use	Idaho
Residential Report Writing and Case Studies	Idaho
Sales Comparison Approach	Idaho
2016-2017 7-Hour Equivalent USPAP	Illinois

Online Appraisal Continuing Education Courses

Course Title	State
Appraisal Math and Statistics	Illinois
A URAR Form Review	Illinois
Cost Approach Overview	Illinois
Income Capitalization Overview	Illinois
Residential Appraiser Site Valuation and Cost Approach	Illinois
Residential Market Analysis and Highest and Best Use	Illinois
Sales Comparison Approach	Illinois
Sales Comparison Approach	Indiana
2016-2017 7-Hour Equivalent USPAP	Indiana
A URAR Form Review	Indiana
Appraisal Math and Statistics	Indiana
Cost Approach Overview	Indiana
Income Capitalization Overview	Indiana
Residential Appraiser Site Valuation and Cost Approach	Indiana
2016-2017 7-Hour Equivalent USPAP	Iowa
A URAR Form Review	Iowa
Appraisal Math and Statistics	Iowa
Cost Approach Overview	Iowa
Income Capitalization Overview	Iowa
Sales Comparison Approach	Iowa
2016-2017 7-Hour Equivalent USPAP	Kansas
A URAR Form Review	Kansas
Appraisal Math and Statistics	Kansas
Cost Approach Overview	Kansas
Income Capitalization Overview	Kansas
Sales Comparison Approach	Kansas
2016-2017 7-Hour Equivalent USPAP	Kentucky
A URAR Form Review	Kentucky
Appraisal Math and Statistics	Kentucky
Cost Approach Overview	Kentucky
Income Capitalization Overview	Kentucky
Residential Appraiser Site Valuation and Cost Approach	Kentucky
Residential Report Writing and Case Studies	Kentucky
Sales Comparison Approach	Kentucky
2016-2017 7-Hour Equivalent USPAP	Louisiana
A URAR Form Review	Louisiana
Appraisal Math and Statistics	Louisiana
Cost Approach Overview	Louisiana
Income Capitalization Overview	Louisiana
Residential Appraiser Site Valuation and Cost Approach	Louisiana
Residential Report Writing and Case Studies	Louisiana
Sales Comparison Approach	Louisiana
Appraisal Math and Statistics	Maine
2016-2017 7-Hour Equivalent USPAP	Maine
A URAR Form Review	Maine
Cost Approach Overview	Maine
Income Capitalization Overview	Maine
Residential Appraiser Site Valuation and Cost Approach	Maine



Online Appraisal Continuing Education Courses

Course Title	State
Residential Market Analysis and Highest and Best Use	Maine
Residential Report Writing and Case Studies	Maine
Sales Comparison Approach	Maine
Appraisal Math and Statistics	Maryland
2016-2017 7-Hour Equivalent USPAP	Maryland
A URAR Form Review	Maryland
Cost Approach Overview	Maryland
Income Capitalization Overview	Maryland
Residential Appraiser Site Valuation and Cost Approach	Maryland
Residential Market Analysis and Highest and Best Use	Maryland
Residential Report Writing and Case Studies	Maryland
Sales Comparison Approach	Maryland
A URAR Form Review	Massachusetts
2016-2017 7-Hour Equivalent USPAP	Massachusetts
Sales Comparison Approach	Massachusetts
A URAR Form Review	Massachusetts
Cost Approach Overview	Massachusetts
Income Capitalization Overview	Massachusetts
Residential Appraiser Site Valuation and Cost Approach	Massachusetts
Residential Market Analysis and Highest and Best Use	Massachusetts
Residential Report Writing and Case Studies	Massachusetts
2016-2017 7-Hour Equivalent USPAP	Michigan
A URAR Form Review	Michigan
Appraisal Math and Statistics	Michigan
Cost Approach Overview	Michigan
Income Capitalization Overview	Michigan
Residential Market Analysis and Highest and Best Use	Michigan
Residential Report Writing and Case Studies	Michigan
Sales Comparison Approach	Michigan
2016-2017 7 Hour Equivalent USPAP Update	Minnesota
A URAR Form Review	Minnesota
Appraisal Math and Statistics	Minnesota
Cost Approach Overview	Minnesota
Income Capitalization Overview	Minnesota
Residential Appraiser Site Valuation and Cost Approach	Minnesota
Residential Market Analysis and Highest and Best Use	Minnesota
Residential Report Writing and Case Studies	Minnesota
Sales Comparison Approach	Minnesota
2016-2017 7-Hour Equivalent USPAP	Mississippi
A URAR Form Review	Mississippi
Appraisal Math and Statistics	Mississippi
Cost Approach Overview	Mississippi
Income Capitalization Overview	Mississippi
Residential Market Analysis and Highest and Best Use	Mississippi
Sales Comparison Approach	Mississippi
2016-2017 7-Hour Equivalent USPAP	Missouri
A URAR Form Review	Missouri
Appraisal Math and Statistics	Missouri

Course Title	State
Cost Approach Overview	Missouri
Income Capitalization Overview	Missouri
Sales Comparison Approach	Missouri
A URAR Form Review	Montana
Appraisal Math and Statistics	Montana
Cost Approach Overview	Montana
Income Capitalization Overview	Montana
Residential Report Writing and Case Studies	Montana
Sales Comparison Approach	Montana
A URAR Form Review	Nebraska
Appraisal Math and Statistics	Nebraska
Cost Approach Overview	Nebraska
Income Capitalization Overview	Nebraska
Residential Appraiser Site Valuation and Cost Approach	Nebraska
Residential Market Analysis and Highest and Best Use	Nebraska
Residential Report Writing and Case Studies	Nebraska
Sales Comparison Approach	Nebraska
2016-2017 7-Hour Equivalent USPAP	Nevada
A URAR Form Review	Nevada
Appraisal Math and Statistics	Nevada
Cost Approach Overview	Nevada
Income Capitalization Overview	Nevada
Residential Report Writing and Case Studies	Nevada
Sales Comparison Approach	Nevada
2016-2017 7-Hour Equivalent USPAP	New Hampshire
A URAR Form Review	New Hampshire
Appraisal Math and Statistics	New Hampshire
Cost Approach Overview	New Hampshire
Income Capitalization Overview	New Hampshire
Residential Appraiser Site Valuation and Cost Approach	New Hampshire
Residential Market Analysis and Highest and Best Use	New Hampshire
Residential Report Writing and Case Studies	New Hampshire
Sales Comparison Approach	New Hampshire
2016-2017 7-Hour Equivalent USPAP	New Jersey
A URAR Form Review	New Jersey
Appraisal Math and Statistics	New Jersey
Cost Approach Overview	New Jersey
Income Capitalization Overview	New Jersey
New Jersey 2-Hour Appraisal Law and Regulations Course	New Jersey
Residential Report Writing and Case Studies	New Jersey
Sales Comparison Approach	New Jersey
Cost Approach Overview	New Mexico
Income Capitalization Overview	New Mexico
Residential Market Analysis and Highest and Best Use	New Mexico
Sales Comparison Approach	New Mexico
A URAR Form Review	New York
2016-2017 7-Hour Equivalent USPAP	New York

## Online Appraisal Continuing Education Courses

Course Title	State
Appraisal Math and Statistics	New York
Cost Approach Overview	New York
Income Capitalization Overview	New York
Sales Comparison Approach	New York
A URAR Form Review	North Carolina
2016-2017 7-Hour Equivalent USPAP	North Carolina
Appraisal Math and Statistics	North Carolina
Residential Market Analysis and Highest and Best Use	North Carolina
Cost Approach Overview	North Carolina
Income Capitalization Overview	North Carolina
Sales Comparison Approach	North Carolina
2016-2017 7-Hour Equivalent USPAP	North Dakota
Appraisal Math and Statistics	North Dakota
Cost Approach Overview	North Dakota
Income Capitalization Overview	North Dakota
Residential Report Writing and Case Studies	North Dakota
Sales Comparison Approach	North Dakota
2016-2017 7-Hour Equivalent USPAP	Ohio
A URAR Form Review	Ohio
Appraisal Math and Statistics	Ohio
Cost Approach Overview	Ohio
Income Capitalization Overview	Ohio
Residential Appraiser Site Valuation and Cost Approach	Ohio
Residential Market Analysis and Highest and Best Use	Ohio
Residential Report Writing and Case Studies	Ohio
Sales Comparison Approach	Ohio

Course Title	State
2016-2017 7-Hour Equivalent USPAP	Oklahoma
A URAR Form Review	Oklahoma
Appraisal Math and Statistics	Oklahoma
Cost Approach Overview	Oklahoma
Income Capitalization Overview	Oklahoma
Residential Appraiser Site Valuation and Cost Approach	Oklahoma
Residential Market Analysis and Highest and Best Use	Oklahoma
Sales Comparison Approach	Oklahoma
2016-2017 7-Hour Equivalent USPAP	Oregon
A URAR Form Review	Oregon
Appraisal Math and Statistics	Oregon
Cost Approach Overview	Oregon
Income Capitalization Overview	Oregon
Sales Comparison Approach	Oregon
A URAR Form Review	Pennsylvania
2016-2017 7-Hour Equivalent USPAP	Pennsylvania
Appraisal Math and Statistics	Pennsylvania
Cost Approach Overview	Pennsylvania
Income Capitalization Overview	Pennsylvania
Residential Market Analysis and Highest and Best Use	Pennsylvania
Residential Report Writing and Case Studies	Pennsylvania
Sales Comparison Approach	Pennsylvania
2016-2017 7-Hour Equivalent USPAP	Rhode Island
A URAR Form Review	Rhode Island
Appraisal Math and Statistics	Rhode Island
Residential Appraiser Site Valuation and Cost Approach	Rhode Island
Residential Market Analysis and Highest and Best Use	Rhode Island
Residential Report Writing and Case Studies	Rhode Island
Appraisal Math and Statistics	South Carolina
2016-2017 7-Hour Equivalent USPAP	South Carolina
A URAR Form Review	South Carolina
Cost Approach Overview	South Carolina
Income Capitalization Overview	South Carolina
Sales Comparison Approach	South Carolina
A URAR Form Review	South Dakota
2016-2017 7-Hour Equivalent USPAP	South Dakota
Appraisal Math and Statistics	South Dakota
Cost Approach Overview	South Dakota
Income Capitalization Overview	South Dakota
Residential Appraiser Site Valuation and Cost Approach	South Dakota
Residential Market Analysis and Highest and Best Use	South Dakota
Sales Comparison Approach	South Dakota
A URAR Form Review	Tennessee
2016-2017 7-Hour Equivalent USPAP	Tennessee
Appraisal Math and Statistics	Tennessee
Cost Approach Overview	Tennessee
Income Capitalization Overview	Tennessee
Residential Appraiser Site Valuation and Cost Approach	Tennessee

Course Title	State
Residential Market Analysis and Highest and Best Use	Tennessee
Residential Report Writing and Case Studies	Tennessee
Sales Comparison Approach	Tennessee
Appraisal Math and Statistics	Texas
2016-2017 7-Hour Equivalent USPAP	Texas
A URAR Form Review	Texas
Cost Approach Overview	Texas
Income Capitalization Overview	Texas
Residential Market Analysis and Highest and Best Use	Texas
Sales Comparison Approach	Texas
2016-2017 7-Hour Equivalent USPAP	Utah
A URAR Form Review	Utah
Appraisal Math and Statistics	Utah
Cost Approach Overview	Utah
Income Capitalization Overview	Utah
Sales Comparison Approach	Utah
2016-2017 7-Hour Equivalent USPAP	Vermont
A URAR Form Review	Vermont
Appraisal Math and Statistics	Vermont
Cost Approach Overview	Vermont
Income Capitalization Overview	Vermont
Residential Market Analysis and Highest and Best Use	Vermont
Sales Comparison Approach	Vermont
2016-2017 7-Hour Equivalent USPAP	Virginia
Appraisal Math and Statistics	Virginia
A URAR Form Review	Virginia
Cost Approach Overview	Virginia
Income Capitalization Overview	Virginia
Residential Market Analysis and Highest and Best Use	Virginia
Residential Report Writing and Case Studies	Virginia
Sales Comparison Approach	Virginia
A URAR Form Review	Washington
2016-2017 7-Hour Equivalent USPAP	Washington
Appraisal Math and Statistics	Washington
Cost Approach Overview	Washington
Income Capitalization Overview	Washington
Residential Market Analysis and Highest and Best Use	Washington
Sales Comparison Approach	Washington
2016-2017 7-Hour Equivalent USPAP	West Virginia
A URAR Form Review	West Virginia
Appraisal Math and Statistics	West Virginia
Cost Approach Overview	West Virginia
Income Capitalization Overview	West Virginia
Sales Comparison Approach	West Virginia
Appraisal Math and Statistics	Wisconsin
2016-2017 7-Hour Equivalent USPAP	Wisconsin
A URAR Form Review	Wisconsin
An FHA Single-Family Appraisal	Wisconsin

## Online Appraisal Continuing Education Courses

Course Title	State
Cost Approach Overview	Wisconsin
Sales Comparison Approach	Wisconsin
Income Capitalization Overview	Wisconsin
Residential Appraiser Site Valuation and Cost Approach	Wisconsin
Residential Report Writing and Case Studies	Wisconsin
2016-2017 7-Hour Equivalent USPAP	Wyoming
A URAR Form Review	Wyoming
Appraisal Math and Statistics	Wyoming
Cost Approach Overview	Wyoming
Income Capitalization Overview	Wyoming
Residential Report Writing and Case Studies	Wyoming
Sales Comparison Approach	Wyoming





# Home Inspection

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## One-stop training and support for home inspectors.

Rely on us for everything home inspectors need to build a successful business, from training and marketing materials to websites and reporting software.

Since 1993, we've been the nationwide leader in home inspector training and support. American Home Inspectors Training (AHIT) by OnCourse Learning provides a mix of live classroom and home study options to support all types of learners. Developed by real-world professionals and subject matter experts, we give learners the most current and comprehensive curriculum available, in relevant and easy-to-understand formats.

We offer more than **160 live classes in 70 cities** throughout the U.S. Our courses are recognized and approved by **ASHI, InterNACHI, CREIA, TREC** and other professional organizations.

# About AHIT

## Industry leading training since 1993

American Home Inspectors Training Institute is the largest provider of home inspection training in North America and has been training professional home inspectors for over twenty years.

AHIT's extensive experience in educating and supporting thousands of home inspectors, coupled with our wide variety of innovative products and services for those involved in the home inspection industry, gives students the knowledge and the tools needed to start their own successful home inspection business or to become significant contributors in existing home inspection businesses.

A home inspection is an all-encompassing examination of the condition of a home, and is often performed at the time of the sale of the home. A home is one of the largest and most important purchases one will make, so it is vital that an inspection is performed in order to discover the universal condition of the home and to prevent the costly mistake of purchasing a property in need of major repairs. Thus, home inspectors play a very important role in real estate transactions, and quality inspectors are needed to perform this valuable service.

Becoming a home inspector is a great way to become your own boss, and professional home inspecting is one of the fastest growing occupations in the country. Not only will the business make you the boss, it will allow you to have a home-based business with low overhead, have the ability to work your own hours, and have the potential to make a great living.

## Home inspection: A recession-proof career

Regardless of whether the real estate market is booming or in a recession, home inspections are always needed. Real estate transactions are always taking place, and a home inspection is typically a component of these transactions, if not required. With countless buildings and homes in need of an inspection at all times, including foreclosed and repossessed homes, there is never a shortage of work for home inspectors.

### THE AHIT ADVANTAGE:

**40,000+**  
Alumni since 1993

**Largest provider in North America**  
For home inspection training

**Approved by:**  
ASHI, CREIA, TREC, InterNACHI & others



## With your learners every step of the way

Whether you choose our classroom or web-based training program, instructors are available online and by telephone to answer your students' questions about course material, hands-on exercises, quizzes and certification exams.

## Business & Marketing Training

*Learn to successfully market, grow, & manage your business*

AHIT provides learners a blueprint for operating a successful business that includes a sales & marketing plan, inspection plan, office plan, and risk management overview. Not only will your students have the skills to inspect, but they'll also have the skills to run a great business.

### Students will come away with:

- Key steps to professionalism
- A professional 10-step marketing plan
- Ways to build a referral base
- An understanding of sales and marketing
- Communication basics
- Keys to building real estate agent relationships
- Time-tested and powerful marketing techniques

## Ongoing instructor support

*Help your learners go into business for themselves, not alone*

As an AHIT alum, our expert instructors are always available to answer students' questions about new situations they encounter in the field, business and marketing, gaining referrals, and any other type of assistance they may need throughout your inspection career.

### We're here to support students and alumni when:

- Encounter a new situation while inspecting
- Need help setting up your business
- Unsure how to complete a report
- Need help with our software
- Need help selecting marketing materials
- Want tips on how to become more successful



# Home Inspection Live Classroom & Field Training

Learn from industry professionals, face-to-face

A home inspection performed by a certified home inspector is a critical component for residential real estate. AHIT's unique, hands-on training introduces your learners to the goals and standards of the home inspection industry. From the moment your learners pull into a client's driveway, to writing up the final inspection report, and everything in between, our industry-expert instructors will provide your learners with a complete set of skills to conduct a professional home inspection, as well as start and run a successful business.

The curriculum is designed to target what a home inspector should know about structures, basements, exteriors, roofing, plumbing, electrical, and heating systems in a classroom environment, as well as out in the field in real, local homes.

## Hands-on learning experiences

### Attending a live classroom training course will teach your students how to:

- Operate furnaces
- View different electrical systems
- See different types of plumbing material
- Test gas and electric water heaters
- View roofing material of all types
- Conduct simulated inspections on real homes
- Properly complete an entire inspection report
- Learn to recognize & follow industry standards
- Properly present your findings to your clients

*AHIT holds live classroom training sessions in cities throughout the United States year-round. Gain revenue by partnering with AHIT and OnCourse Learning Real Estate to offer home inspection education.*

# Home Inspection Online Training

Conveniently online, self-paced and available 24/7.

Our new Professional Home Inspection Online Course delivers all of the advantages of our nationally certified home inspection classroom course with real-time web based convenience. The course is comprised of course books, audio and visual tutorials, exercises and practice questions, videos of numerous inspection scenarios, a final exam and valuable industry updates all delivered to students online.

## What you'll receive:

### Course Books and Study Modules

Learners will receive our new course book, A Practical Guide to Home Inspection, 4th Edition along with 14 study modules on all the different components of a home that will provide learners with the knowledge and skills necessary to perform a professional home inspection. For your students' convenience, they'll also have online access to the course books in electronic format.



### National Home Inspector Exam Manual and Guide

The NHIE Manual addresses the technical aspects of the NHIE and is a great resource to help students prepare for this exam. The NHIE Guide helps to familiarize students with the exam and the exam outline as well as administrative procedures.

### Inspection Reporting

Students will learn more than how to inspect the home. Learn how to use their people skills with the customer and write up a real inspection report.

### Marketing & Operational Manual

Marketing & Operating a Profitable Home Inspection Business is your learner's blueprint to a successful home inspection business. It includes their Sales & Marketing Plan, Inspection Plan, Office Plan and risk management.



## How it works

Depending on your state's requirements, most students will receive online course access, course books, and materials. With our thorough online training course, students will also have access to unlimited support from our training specialists throughout the duration of their independent studies. Students attending classroom/field training are advised to complete all portions of the online course prior to their classroom training.

### View state requirements at AHIT.com

### AHIT Home Inspection Curriculum Overview:

<b>Structural:</b>	Foundations • Framing • Roofs
<b>Exterior:</b>	Water Resistant Barrier • Siding • Wall Cladding • Windows • Trim • Exterior Structures • Garages
<b>Roofing:</b>	Asphalt • Wood • Concrete • Clay Tile • Slate • Asbestos Cement • Metal • Roll Roofing • Built-up • Tar & Gravel • Hot-mop • Membranes • Flashing • Chimneys • Roof Drainage
<b>Plumbing:</b>	Service Entrance Piping • Distribution Piping • Drain, Waste and Vent
<b>Heating:</b>	Combustion Appliances • Electric Appliances • Thermostats • Furnaces • Boilers • Wall Furnaces • Floor Furnaces • Hydro-Air Systems • Heat Pumps • Ductwork • Piping
<b>Cooling:</b>	Refrigeration Cycle • Split Systems • Package Units • Cooling Only • Heat Pumps • Standalone Systems • Ductless Mini-splits • Evaporative Coolers
<b>Electrical:</b>	Principles of Electricity • Overhead & Underground Service • Clearances • Main Panels • Sub-Panels • Fuses vs Breakers • Grounding • Branch Circuit Wiring • Fixtures • Receptacles & Switches
<b>Insulation:</b>	Materials • Vapor Retarders
<b>Ventilation:</b>	Attic • Crawl Space
<b>Interiors:</b>	Walls & Ceilings • Floors • Windows & Doors • Stairs & Railings • Room-by-Room Inspection
<b>Fireplaces &amp; Wood-burning Appliances:</b>	Masonry Fireplaces • Factory-built Fireplaces • Inserts • Pellet Stoves • Flues & Chimneys • Clearances
<b>Pools &amp; Spas:</b>	Liners • Finishes • Filters • Pumps • Skimmers • Self-fill Mechanisms • Pop-up heads • Vacuums & Cleaners





978-1-62980-054-7 | 4th Edition  
Copyright 2016 | 702 Pages | \$245.00



## A Practical Guide to Home Inspection, 4th Edition

**New!** By American Home Inspectors Training

*A Practical Guide to Home Inspection, 4th Edition* provides a broad technical background in home systems and includes all the other things you need to know to perform a thorough inspection of those systems. This book is intended for both beginning and experienced home inspectors. Whether you're studying home inspection for the first time or are using the materials as a refresher, this guide should be of assistance to you.

### Highlights

- Easy-to-understand technical explanations and definitions
- Diagrams and photos to enhance learning
- "Don't Ever Miss" lists
- How to report your findings
- Case studies
- Self-test

### Content

Chapter 1: The Structural Inspection. Chapter 2: The Exterior Inspection. Chapter 3: The Roof Inspection. Chapter 4: The Plumbing Inspection. Chapter 5: The Electrical Inspection. Chapter 6: The Heating Inspection. Chapter 7: The Interiors Inspection. Glossary. Index.



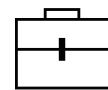


# InspectIT Reporting Software

Comprehensive inspection reports, made easy.

InspectIT™ is the easiest home inspection software application on the market today, with a simple user interface for maximum efficiency. Designed by industry professionals, this home inspection software will help make your home inspectors' job easier and your business more successful.

With InspectIT, home inspectors can:



**Perform daily business operations... from anywhere:**

Execute all activities in one place. Access, modify and create reports, contacts, and quotations from anywhere, on any compatible devices (tablet and smartphone).



**Make your reports your own:**

Each home inspector and home inspection business have a personality and a reputation to uphold. With customized reports, home inspectors have the flexibility to create reports that match your business, tastes, and type of inspection they are performing.



**Make it look so easy:**

We've worked real hard so your students don't have to. Developed by home inspectors, this software is the most user-friendly tool since the introduction of the power screwdriver. They'll never go back to another way of working.

## Key Features of InspectIT:

- ✓ **On-site** report deliverability
- ✓ **Unlimited** report generation
- ✓ **Customized** report templates
- ✓ **One time payment.**  
No monthly commitment\*
- ✓ **Free updates & support\***
- ✓ **The easiest home inspection app available**
- ✓ **Texas compliant**



\*Optional \$9.95 maintenance fee 1 year from purchase date.

**Email [eshepard@oncourselearning.com](mailto:eshepard@oncourselearning.com) for more information on partnering with us to offer InspectIT.**

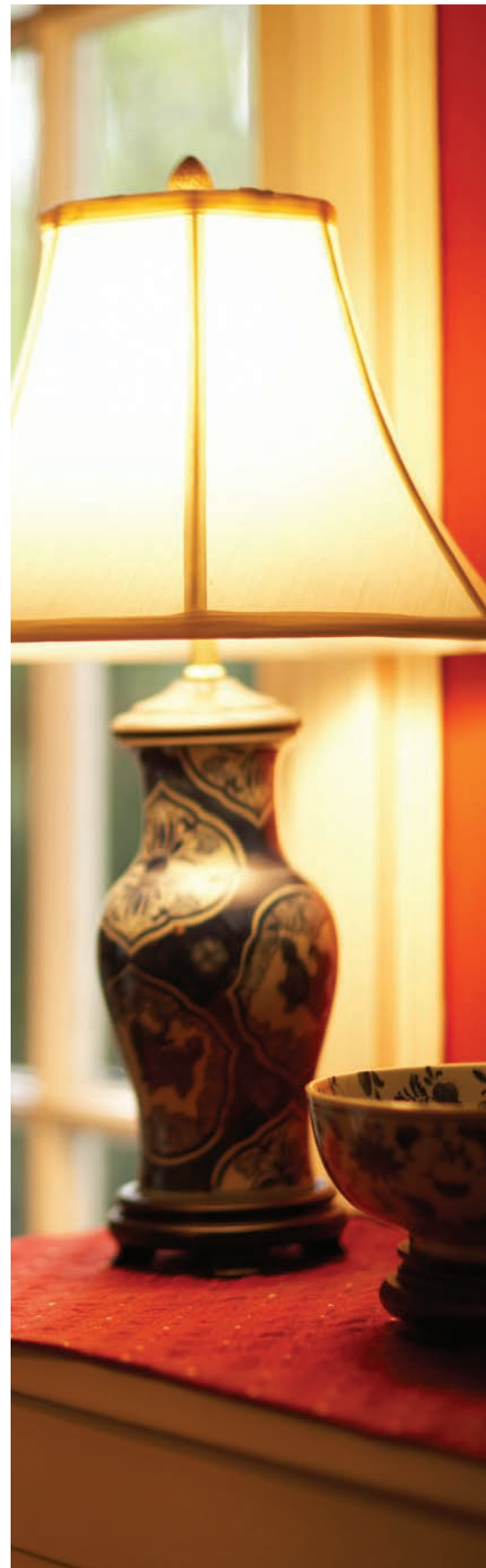
## Start-up Packages

<b>Essential Package</b>	Package includes: InspectIT Software App, 5 inspection report books, Code Check Complete, 2nd Ed., Video Mobile Website Setup, Technical Reference Guide
<b>Premier Package</b>	Includes everything from the Essential Package, Plus: 25 Home Maintenance Manuals, 1,000 Business Cards, 1,000 Brochures, Radon Measurement Operators Course (except for OH, FL, WV students)
<b>Inspector Reference</b>	Includes: Illustrated Home book, Code Check Complete, 2nd Ed., Technical Reference Guide
<b>Image Library</b>	Includes: Illustrated Home Image Library and Code Check Complete Image Library

# Business Success Materials

## Reference Materials

Product	Description
<b>Code Check Complete, 2nd Ed.</b>	This book combines the full versions of the individual Code Checks (Building, Electrical, Plumbing, Mechanical) into a complete, all-in-one guide to the most commonly cited code violations encountered by building inspectors. Website Setup, Technical Reference Guide
<b>Code Check Complete Image Library</b>	This CD contains 325 illustrations with captions for inclusion in home inspection reports. These are especially useful for demonstrating proper installation methods to clients.
<b>Code Check Commercial</b>	This guide to commercial inspections includes building types, setbacks, fire separation, egress, soils, concrete, glazing, fire protection, plumbing, commercial kitchens, water heaters, electrical safety, switchgear, wiring, transformers, lighting, and much more. This expanded version of the popular flip-chart format has 48 laminated pages rather than 32, for durability and field use.
<b>Home Reference Book</b>	The industry standard since 1989, this softcover Home Reference Book is an easy-to-use manual with over 450 informative pages and 550 color illustrations. The book is designed to be simple, attractive, and useful in educating clients about their homes.
<b>Technical Reference Guide</b>	When you have a heating or cooling question, don't guess! The Technical Reference Guide decodes model numbers and serial numbers to help you make an accurate evaluation. This pocket guide tells the age and capacity of hundreds of home and commercial heating and cooling systems.
<b>Illustrated Home Book</b>	Now home inspectors can really impress their clients with The Illustrated Home™ Book. At an inspection, just open the 300+ page book and show clients detailed illustrations of the inner workings of their home. Home inspectors won't have to make difficult or lengthy explanations any longer. A picture is worth a thousand words!
<b>Illustrated Home image Library</b>	The Illustrated Home™ Image Library is a great tool to add richness and clarity to home inspection reports. Home inspectors can download 1700 color illustrations found in the Illustrated Home Book.



## Basic Materials

Product	Description
<b>Inspection Report Books (25)</b>	Used by thousands of inspectors across the country, this comprehensive report is easy for the home inspector to use and for the clients to understand. Each report contains 35 pages.
<b>Maintenance Manuals (25)</b>	Maintenance manuals are simple, yet comprehensive guides for your client which present important homeowner information for them to reference post inspection.
<b>Presentation Folders (25)</b>	Inspection folders are a great way to present your Computerized Report or extra copies from the Inspection Report Form. They can also be used for REALTOR® office presentations, various meetings and much more. The right side of the folder is die-cut for your business card.

## Marketing Materials

Product	Description
<b>Business Cards (1,000)</b>	Our brochures and business cards are designed by professional graphic artists and written by experienced copywriters with word-for-word content that you can use. There's no need to waste precious hours trying to figure out how to get professional business cards and brochures.
<b>Brochures (1,000)</b>	Our brochures and business cards are designed by professional graphic artists and written by experienced copywriters with word-for-word content that you can use. There's no need to waste precious hours trying to figure out how to get professional business cards and brochures.
<b>Video Mobile Website</b>	Set yourself apart from the competition with this all-in-one website marketing solution. Package includes your own website, "about me" video, and mobile business card.

## Tools

Product	Description
<b>Inspector's Tool Kit</b>	Standard inspector's tool kit includes: bag, gas detector, LED flashlight, flashlight ring holder, infrared thermometer, mirror, GFCI tester, voltage detector and moisture meter.
<b>Radon Test Kit (Includes 2 canisters and lab results)</b>	RTCA's Charcoal Canisters contain small quantities of activated charcoal. Radon is adsorbed onto the charcoal and then measured by counting with a sodium iodide detector. This type of canister is recommended for a real estate transaction as it only needs to be in the home for 2 days.
<b>Radon in Water Test Kit (Includes lab results)</b>	RTCA's Radon in Water Test Kit is simple and inexpensive. The EPA recommends testing for radon in water when a water supply is from well water or when water from a public source is mixed with well water. All you have to do is follow the simple instructions for water sample collection, fill out the information card and send the sample back to our lab for analysis.

# AHITU Membership

Gain additional revenue by partnering with AHIT to offer home inspection continuing education.

## What is AHITU?

Your learners will receive unlimited access to online continuing education and personal development courses with an AHITU membership. Help your learners grow their home inspection business or earn CEU credits if required by their state!

**Full year & 6 month memberships available**



### Courses Available:

- |  |   |
|--|---|
| Inspecting New Construction                                  | Commercial Building Energy Conservation                                       |
| Report Writing for Risk Reduction                            | Direct and Alternating Current  |
| Advanced Heating Systems                                     | Electricity Distribution  |
| Advanced Electrical Systems                                  | Geothermal Energy   |
| Introduction to Green Building                               | Home Energy Use – Helping Lower Electricity Bills                             |
| Start Your Home Inspection Career Off Right                  | Smart Meters  |
| Get Into the Heads of Successful Realtors®                   | Solar Energy for Electricity and Heating                                      |
| How to be a Top-Performing Home Inspector                    | Voltage, Current and Resistance   |
| Marketing Solutions to Help Grow Your Home Inspection Career | Business Etiquette  |
| Relationship Selling Helps You Grow Your Business Fast       | Business Writing Skills   |
| Advanced National Home Inspection Exam Preparation           | Customer Service – Face to Face and on the Phone                              |
| Wood Destroying Organisms                                    | Direct Mail Marketing Techniques  |
| Bed Bug Inspections  | Oral Communication Skills   |
| Inspector Safety   | Stress Management   |
| Wind Mitigation  | Time Management   |
| Alternative, Renewable, Sustainable, and Green Energy        | Inspecting Solid Fuel Burning Appliances                                      |
| Atoms, Conductors, Insulators and Flow                       | Inspecting Heat Pumps, Air Conditioners, Furnaces and Air Handlers            |
| Biomass Energy   | Advanced Electrical – Understanding Arc Faults and New Protection Regulations |
| Circuits and Wires   | Expansive Soils and Their Effects/Evaluating Structural Conditions of a Home  |

## Wind Mitigation - Inspections in Florida

This comprehensive course will prepare students to properly complete the required OIR\_B1\_1802 for insurance discounts. This course covers the history of wind mitigation, the importance and the benefits of the inspection. Students will learn about hurricanes and much more.

## Bed Bug Inspections

This course will show students how to check for bed bugs step-by-step. Various detection methods are explained as well as how to eliminate the pesky creatures. This additional service can generate revenue testing hotels, motels and private residences.

## Inspecting New Construction

This course is designed for anyone wishing to improve their understanding of the components and systems of a residential structure. Students will learn the basics of the building process from Planning to Certificate of Occupancy, as well as gain a fuller understanding of the Code and how it is applied.

## An Introduction to Green Building

“What is Green?” This course offers an in-depth overview of what green building is and how the term relates to the home inspector. Students will be introduced to materials and systems the home inspector may see in the next 1-3 years during a property inspection, learn what the built structure has to do with global warming concerns, and how renewable energy and resources technologies will change the way homes use renewable energy.

## Inspecting Pools & Spas

Maximize your earning potential by adding Inspecting Pools and Spas to your service offerings. This course is taught by a seasoned inspector who has inspected thousands upon thousands of pools and spas. Learn about the complex and often misunderstood areas of Pool and Spa Inspections during this comprehensive yet fun course. Get ready to dive into an additional revenue source.

## Inspector Safety

This comprehensive course teaches home inspectors to be safe on an inspection and to avoid accidents that may lead to death. It covers personal protection equipment, ladder use, client safety, and much more. Also, this course will teach students how to offer safety inspections for home owners as an additional service.

## Alternative, Renewable, Sustainable, and Green Energy

This course discusses the commonly used energy terms alternative, renewable, sustainable, and green energy. The economic and environmental implications of the use or production of different energy sources is discussed.

## Start Your Home Inspection Career Off Right!

This course will provide tips and suggestions on how to successfully start a home inspection business. Students will learn the 12-week success plan enabling students to continue success throughout your students career. Taught by Elizabeth Feustel, a member of the National Association of REALTOR®, this course will also provide some tips on how to break into the REALTOR® market. Don't start your new career without this course.

## Get into the Heads of Successful REALTORS®

Use this course to learn how to position yourself for success in today's market with tips that really work to get you more REALTOR® business. Increase your students understanding of what REALTORS® expect and learn how to gain their trust.

## How to be a Top Performing Home Inspector

This course will provide proven tips to increase market share in your students area. Upon completion of this course students will be able to recognize opportunities and focus efforts to maximize results.

## Marketing Solutions to Help you Grow your Home Inspection Career

This course will provide solid solutions to build your students home inspection business. Learn how to develop a business vision to succeed in any market and increase your students effectiveness at overcoming common objectives.

## Relationship Selling Helps you Build your Business Fast

Learn how to profit from the current market options and how to build strong relationships for short and long term growth.

## Report Writing For Risk Reduction

Students will be taught specific word-for-word verbiage for reporting on various conditions observed during your students home inspections. Learn how to report on even the most disastrous conditions of a home in an objective, tactful, non-threatening manner.

## Advanced Electrical Systems

This course is designed for anyone wishing to improve their understanding of electrical systems and how to properly inspect them.

## Advanced Heating Systems

This online instructor-led course will provide students with the knowledge needed to properly inspect and report upon heating systems. Whether students are a seasoned professional or are just starting out, students will gain valuable information from this course

### Atoms, Conductors, Insulators and Flow

This course provides an overview of the fundamental nature of electricity in terms of atoms, conductors, insulators and flow.

### Biomass Energy

This course provides an overview of the uses of biomass for energy production.

### Circuits and Wires

This course discusses the fundamental nature of electricity by focusing on circuits and wires.

### Commercial Building Energy Conservation

This course describes resources available to learn about commercial building energy use and energy savings related to the building envelope. It also explains energy related lighting, daylighting and lighting controls and how to save energy with HVAC systems and design.

### Direct and Alternating Current

This course explains the two primary types of current - direct and alternating.

### Electricity Distribution

This course describes the systems used to distribute electricity to ultimate consumers using primary and secondary circuits. It also describes the primary types of switches and protective equipment, and the role of transformers.

### Geothermal Energy

This course discusses the technology and use of geothermal energy for electric production and other uses.

### Home Energy Use - Helping Lower Electricity Bills

This course provides information for electric utility employees who are responsible for helping consumers control electricity costs.

### Smart Meters

This course is designed to describe smart meters and explain why they are used. The course also discusses the advantages of smart meters and some concerns related to using them.

### Solar Energy for Electricity and Heating

This course provides a discussion of the use of solar energy for heating and electricity. It covers both old and new technologies.

### Voltage, Current and Resistance

This basic course in electricity covers voltage, current and resistance.

### Energy Audit Basic Certification

This training program will help students prepare for the Building Performance Institute's Building Analyst on-line and field tests, and will open your students eyes to a new way of thinking about residential buildings. They'll come to understand how the house works as a system, why some homes fail, and how to use the latest building science technology to help resolve residential heating, cooling, and base load air leakage problems.

### Inspecting Solid Fuel Burning Appliances

This course discusses all aspects of solid fuel burning appliances including types of devices, fuels used, types of flues, safety concerns, cleaning and maintenance issues and what should be inspected and reported.

### Inspecting Heat Pumps, Air Conditioners, Furnaces and Air Handlers

This course discusses inspecting air conditioners, heat pumps, furnaces and air handlers. Students will be taught how to identify, evaluate and report their findings on these different appliances.

### Advanced Electrical - Understanding Arc Faults and New Protection Regulations

This course will help students understand GFCI's, AFCI's and new protection regulations as well as how to properly report their findings.

### Expansive Soils and Their Effects/ Evaluating Structural Conditions of a Home

This course will help students to understand the different types of expansive soils, the regions affected, and the issues caused. Students will also learn about post tension slabs, how to inspect them, and recommended reporting comments.



Course Title	State
Energy Audit Basic Certification	Alaska
Report Writing for Risk Reduction	Alaska
Introduction to Green Building	Alaska
Inspecting New Construction	Alaska
Inspecting Pools and Spas	Alaska
Safety Hazards and Accident Prevention for Home Inspectors	Alaska
Report Writing for Risk Reduction	Connecticut
Advanced Electrical Systems	Connecticut
Inspecting Pools and Spas	Connecticut
Inspecting New Construction	Connecticut
Advanced Heating Systems	Connecticut
Introduction to Green Building	Connecticut
Hurricane Mitigation Inspections in Florida	Florida
Report Writing for Risk Reduction	Florida
Inspecting Pools and Spas	Florida
Inspector Safety	Florida
Energy Audit Basic Certification	Florida
Inspecting New Construction	Florida
Energy Audit Basic Certification	Illinois
Advanced Electrical Systems	Illinois
Inspecting Pools and Spas	Illinois
Introduction to Green Building	Illinois
Advanced Heating Systems	Illinois
Bed Bug Inspections	Illinois
Manufactured Homes	Illinois
Inspector Safety	Illinois
Inspecting New Construction	Illinois
Report Writing for Risk Reduction	Illinois
Inspector Safety	Indiana
Energy Audit Basic Certification	Indiana
Start Your Home Inspection Career Off Right	Indiana
Get Into the Heads of Successful Realtors®	Indiana
How to be a Top-Performing Home Inspector	Indiana
Marketing Solutions to Help You Grow Your Home Inspection Career	Indiana
Relationship Selling Helps you Build Your Business Fast	Indiana
Inspecting New Construction	Indiana
Report Writing for Risk Reduction	Indiana
Advanced Electrical Systems	Indiana
Advanced Heating Systems	Indiana
Inspecting Pools and Spas	Indiana
Introduction to Green Building	Indiana
Inspector Safety	Maryland
Inspecting New Construction	Maryland
Report Writing for Risk Reduction	Maryland
Advanced Electrical Systems	Maryland
Advanced Heating Systems	Maryland

Course Title	State
Inspecting New Construction	New Hampshire
Report Writing for Risk Reduction	New Hampshire
Advanced Electrical Systems	New Hampshire
Inspecting Pools and Spas	New Hampshire
Advanced Heating Systems	New Hampshire
Introduction to Green Building	New Hampshire
Inspector Safety	New Jersey
Inspecting New Construction	New Jersey
Report Writing for Risk Reduction	New Jersey
Advanced Electrical Systems	New Jersey
Advanced Heating Systems	New Jersey
Advanced Electrical Systems	Oklahoma
Report Writing for Risk Reduction	Oklahoma
Inspector Safety	Oregon
Bed Bug Inspections	Oregon
Energy Audit Basic Certification	Oregon
Start Your Home Inspection Career Off Right	Oregon
How to be a Top-Performing Home Inspector	Oregon
Inspecting New Construction	Oregon
Report Writing for Risk Reduction	Oregon
Advanced Electrical Systems	Oregon
Advanced Heating Systems	Oregon
Inspecting Pools and Spas	Oregon
Introduction to Green Building	Oregon
Inspector Safety	South Dakota
Inspecting New Construction	South Dakota
Report Writing for Risk Reduction	South Dakota
Advanced Heating Systems	South Dakota
Inspecting Pools and Spas	South Dakota
Introduction to Green Building	South Dakota
Advanced Electrical Systems	South Dakota
Energy Audit Basic Certification	Tennessee
Report Writing for Risk Reduction	Tennessee
Advanced Electrical Systems	Tennessee
Advanced Heating Systems	Tennessee
Inspecting Pools and Spas	Tennessee
Home Inspection Business Marketing Skills	Texas
Inspecting New Construction	Texas
Report Writing for Risk Reduction	Texas
Advanced Electrical Systems	Texas
Inspecting Pools and Spas	Texas
Inspector Safety	Texas
Inspector Safety	Virginia
Inspecting New Construction	Virginia
Report Writing for Risk Reduction	Virginia
Advanced Electrical Systems	Virginia
Advanced Heating Systems	Virginia
Inspecting Pools and Spas	Virginia

Course Title	State
Inspector Safety	Washington
Report Writing for Risk Reduction	Washington
Advanced Heating Systems	Washington
Advanced Electrical Systems	Washington
Bed Bug Inspections	Washington
Washington State Statutes: Laws and Regulations of Home Inspection	Washington
Inspecting New Construction	Washington
Inspector Safety	West Virginia
Bed Bug Inspections	West Virginia
Energy Audit Basic Certification	West Virginia
Inspecting New Construction	West Virginia
Report Writing for Risk Reduction	West Virginia

Course Title	State
Advanced Electrical Systems	West Virginia
Advanced Heating Systems	West Virginia
Inspecting Pools and Spas	West Virginia
Introduction to Green Building	West Virginia
Inspector Safety	Wisconsin
Bed Bug Inspections	Wisconsin
Energy Audit Basic Certification	Wisconsin
Inspecting New Construction	Wisconsin
Report Writing for Risk Reduction	Wisconsin
Advanced Electrical Systems	Wisconsin
Inspecting Pools and Spas	Wisconsin
Advanced Heating Systems	Wisconsin
Introduction to Green Building	Wisconsin



## Additional Education

Product	Description
<b>AHITU Membership (6 months)</b>	Receive unlimited access to over 35 online continuing education and personal development courses with an AHITU membership. Help your learners home inspection business or earn CEU credits if required by their state!
<b>AHITU Membership (1 year)</b>	Receive unlimited access to over 35 online continuing education and personal development courses with an AHITU membership. Help your learners home inspection business or earn CEU credits if required by their state!
<b>Radon and Radon Decay Product Measurement Course</b>	This NRPP approved course includes a comprehensive and easy-to-use format of video instruction which allows you to study the material at your own pace. Also included: Course Manual and extra supplemental resources such audio interviews with radon industry experts. This course has an impressive 92% passing rate on the certification exams.
<b>Advanced Radon Measurement for Multi-Family and other Large Buildings</b>	With the expanding need for radon measurements in apartment buildings as is now required by HUD, students taking this course learn about the different approaches for testing apartment buildings, as well as, the additional complexity involved with working with tenants as well as clients. Using both US EPA protocols and the newly created AARST Multi-Family Measurement protocols, students completing this course will have the tools to expand their radon measurement into this growing segment of the radon industry.
<b>Workbook for AARST/NRPP Advanced Multi-Family Measurement Listing</b>	This four-hour course includes the Workbook (exam) for the AARST/NRPP Advanced Multi-Family Measurement Listing. A prerequisite to this course is either Advanced Radon Measurements OR Conducting Radon Surveys in Schools and Large Buildings. After completion of either of those courses and this Workbook Course students are eligible to apply for the Advanced Multi-Family Measurement Listing with NRPP.
<b>Termite Course</b>	A professional correspondence course in Integrated Pest Management of wood and wood products. For pest management professional, home inspection professionals and urban foresters.
<b>Home Energy Audit Course</b>	With our home energy audit and building inspection training your students will learn how various systems interact, and how a flaw in one area can compromise the performance in another system. Home inspectors don't fix the symptoms without knowing the problems' root causes. Our energy auditor training teaches you the fundamentals of home performance evaluation, home performance assessments and more.
<b>Certified Mold Inspector Course</b>	The most in-depth, comprehensive mold assessment course on the market today. Using the latest standards of inspection, students will receive our detailed training manual, other important course materials, 24/7 online access to the course, and free phone consultation from our expert instructors.
<b>Certified Mold Remediation Contractor Course</b>	This course is the most in-depth, comprehensive mold remediation course on the market today. Using the latest standards of remediation, your learners will receive our detailed training manual, other important course materials, 24/7 online access to the course, and free phone consultation from our expert instructors.
<b>Certified Mold Inspector &amp; Remediation Contractor Courses</b>	Includes both the Certified Mold Inspector and Certified Mold Remediation Contractor Courses, for one low price.

# AHIT's Mentorship Program

Personalized support to help your students get started and excel as a home inspector. This is a great add-on product for home inspection partners!

**AHIT's mission is simple:** to train and provide ongoing support to individuals to enable them to start and operate their own successful home inspection business, or to be a significant contributor in an established home inspection company.

We take total accountability in the success of students' home inspection business for as long as they aspire to become successful in this industry. Let's be honest, changing career and starting a new business is a big decision. Give your students the best chance for success by partnering with AHIT.

## One on One Support

AHIT will provide students with a personal mentor/instructor who will give your learners one-on-one support to assure they are:

- Technically proficient in the home inspection process
- Accurately reporting the results of a home inspection
- Clearly communicating the results of inspection to customers
- Proactively and aggressively marketing students' brand and business

An AHIT technical representative will also assist students with your InspectIT Home Inspection Report Software/ Application. These one-on-one phone support sessions will help students:

- Download and install the InspectIT app on phone or tablet
- Navigate within the already, easy-to-use home inspection app
- Set up the app with business profile and logo files
- Customize the software to fit business needs



## Personalized Inspector Reviews

Students AHIT Mentor will personally review 10 practice inspections that learners set up with friends or family members. This review will include written or verbal feedback about how students filled out the inspection report to assure students improve as they continue to hone their report writing skills.

Next, the AHIT Mentor will personally review the very first fee paid inspection to give students the confidence and assurance that the customer is receiving a home inspection report that is accurate and professional.

## Custom Branding Consulting

You are your brand. AHIT and a personal Mentor will help your students build their brands in their community. In doing so, we can provide your learners with various resources that will help make them stand out as a reputable business amongst potential home owners and REALTORS®.

- Your students Mentor will provide students with strategies about how to get in front of Realtors®.
- AHIT will teach students how to prepare themselves for these very important realty office visits and supply them with the presentations required to perform a successful visit.
- The AHIT Marketing Team will give personal feedback on the content and design of your business cards, brochures, and website.
- Each student Mentor will also provide students with a full library of business and marketing forms necessary to keep your business growing and running smoothly.

## Radon Courses/Products

Course/Product	Description
<b>Radon and Radon Decay Product Measurement Course</b>	This NRPP approved course includes a comprehensive and easy-to-use format of video instruction which allows you to study the material at your own pace. Also included: Course Manual and extra supplemental resources such audio interviews with radon industry experts. This course has an impressive 92% passing rate on the certification exams.
<b>Advanced Radon Measurements for Multi-Family and other Large Buildings*</b>	With the expanding need for radon measurements in apartment buildings as is now required by HUD, students taking this course learn about the different approaches for testing apartment buildings, as well as, the additional complexity involved with working with tenants as well as clients. Using both US EPA protocols and the newly created AARST Multi-Family Measurement protocols, students completing this course will have the tools to expand their radon measurement into this growing segment of the radon industry.
<b>Workbook for AARST/NRPP Advanced Multi-Family Measurement Listing</b>	This four-hour course includes the Workbook (exam) for the AARST/NRPP Advanced Multi-Family Measurement Listing. A prerequisite to this course is either Advanced Radon Measurements OR Conducting Radon Surveys in Schools and Large Buildings. After completion of either of those courses and this Workbook Course students are eligible to apply for the Advanced Multi-Family Measurement Listing with NRPP.
<b>Radon Test Kit</b>	RTCA's Charcoal Canisters contain small quantities of activated charcoal. Radon is adsorbed onto the charcoal and then measured by counting with a sodium iodide detector. This type of canister is recommended for a real estate transaction as it only needs to be in the home for 2 days.
<b>Radon in Water Test Kit</b>	RTCA's Radon in Water Test Kit is simple and inexpensive. The EPA recommends testing for radon in water when a water supply is from well water or when water from a public source is mixed with well water. All you have to do is follow the simple instructions for water sample collection, fill out the information card and send the sample back to our lab for analysis.

\*This course is approved as a pre-requisite for AARST/NRPP Advanced Measurement Certification.

# Partner with us.

**Gain additional revenue by partnering with OnCourse Learning to offer online real estate, appraisal and home inspection courses as well as publishing products.**

- National footprint
- Superior partner support
- Build robust recruitment or member services programs
- Flexible revenue share options
- Customized website portals

**Trust our experience and expertise.**

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## Stay ahead of the regulatory curve

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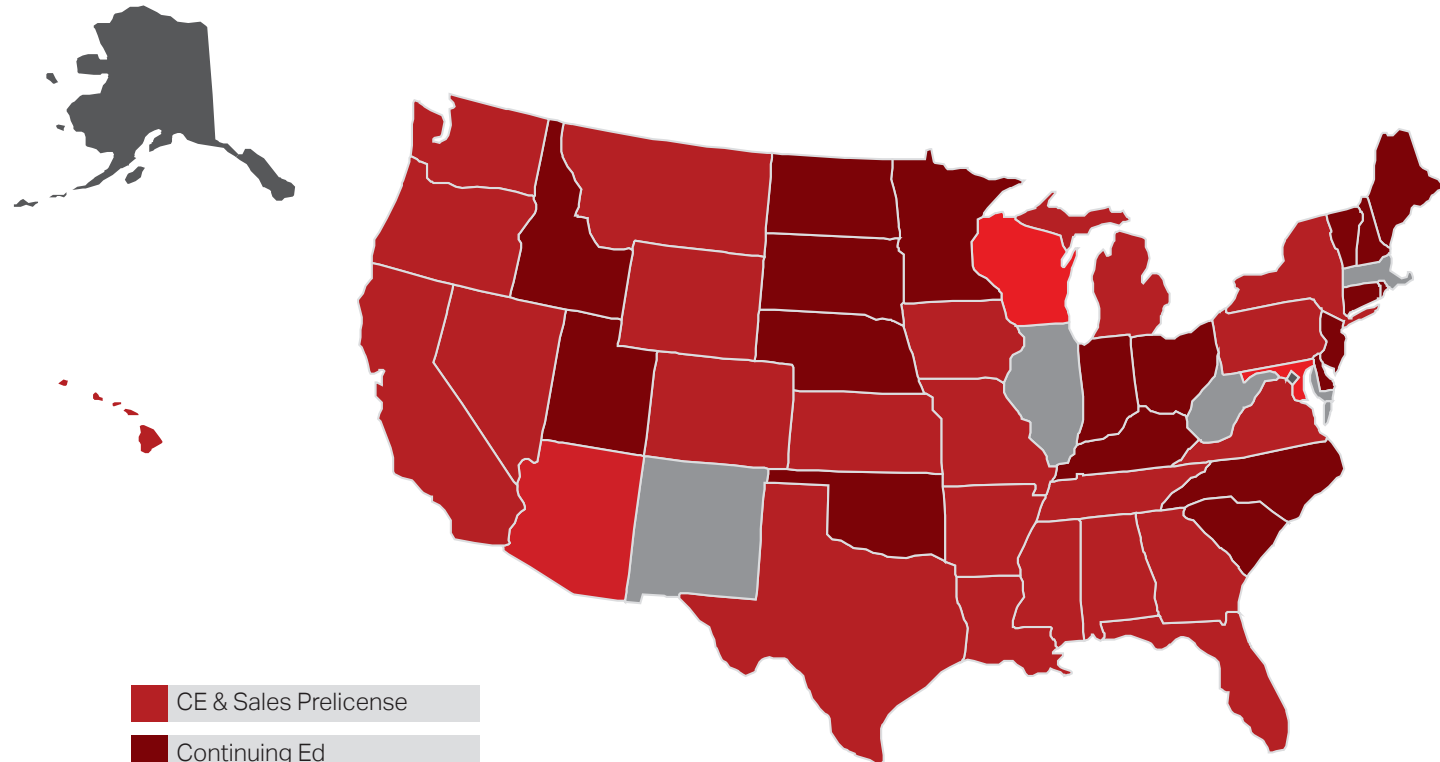
### Partnership Inquiries:

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# OnCourse National Real Estate Footprint by State

Most Comprehensive Education Coverage in America



- CE & Sales Prelicense
- Continuing Ed
- Sales Prelicense
- Coming Soon
- No Coverage

### Our Advantages

- New E-Learning Technology Platform
- Convenient Learning with 24/7 Course Access
- Fully Approved Courses
- Curriculum Designed for Student Success
- Mastery & Fluency Methodology
- Personally-Paced Delivery
- Quality Guaranteed

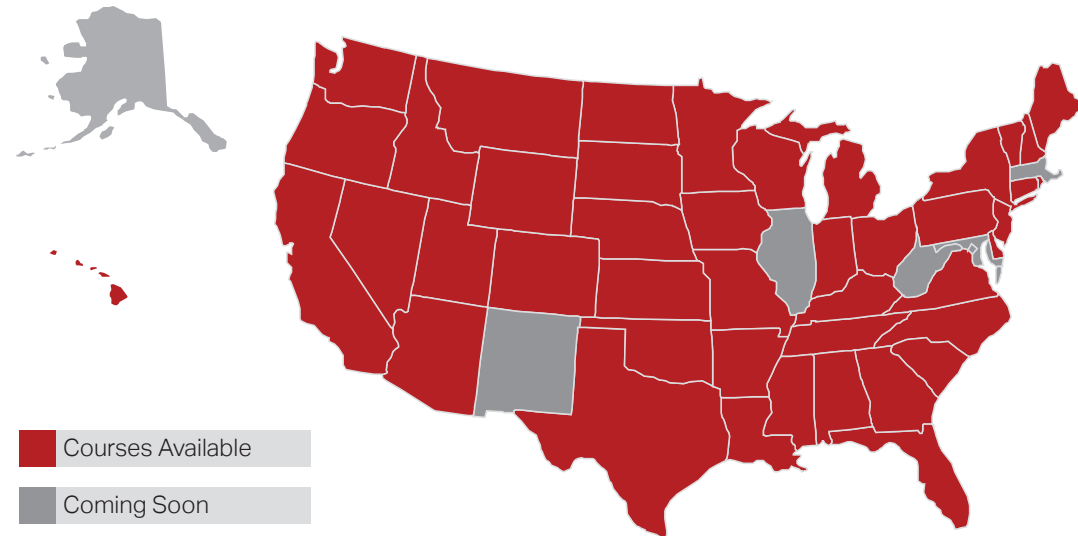
State	Continuing Ed	Sales Prelicense	Broker Prelicense
Alabama	✓	✓	✓
Alaska			
Arizona	✓		
Arkansas	✓	✓	
California	✓	✓	✓
Colorado	✓	✓	
Connecticut	✓		
Delaware	✓		
Florida	✓	✓	✓
Georgia	✓	✓	✓
Hawaii	✓	✓	✓
Idaho	✓		
Illinois	Coming Soon		Coming Soon
Indiana	✓		
Iowa	✓	✓	
Kansas	✓	✓	
Kentucky	✓		
Louisiana	✓	✓	
Maine	✓		
Maryland		✓	
Massachusetts	Coming Soon		
Michigan	✓	✓	✓
Minnesota	✓		
Mississippi	✓	✓	
Missouri	✓	✓	
Montana	✓	✓	

State	Continuing Ed	Sales Prelicense	Broker Prelicense
Nebraska	✓		
Nevada	✓	✓	
New Hampshire	✓		
New Jersey	✓		
New Mexico			
New York	✓	✓	✓
North Carolina	✓		
North Dakota	✓		
Ohio	✓		
Oklahoma	✓		
Oregon	✓	✓	✓
Pennsylvania	✓	✓	✓
Rhode Island	✓		
South Carolina	✓		
South Dakota	✓		
Tennessee	✓	✓	✓
Texas	✓	✓	
Utah	✓		
Vermont	✓		
Virginia	✓	✓	✓
Washington	✓	✓	✓
Washington DC			
West Virginia	Coming Soon		
Wisconsin		✓	
Wyoming	✓	✓	

# Real Estate License Requirements

The requirements for licensing and renewal in the real estate industry are set on a state level. The requirements below are current as of spring 2016. Requirements are subject to change. Check your state's regulating commission or agency to ensure you have up-to-date information.

## Most Comprehensive Education Coverage in America



State	Prelicense Requirements	Continuing Ed Requirements	Prelicense Distance Allowed?	CE Distance Allowed?
Alabama	60 hours	15 hours by August 31 even years Aug 30 renew/Sept 30 education due	Yes	Yes
Alaska	40 hours	20 hours every two years by January 31 even number years	Yes	Yes
Arizona	90 hours	24 hours every two years	No	Yes
Arkansas	60 hours	7 hours total: 6 elective, 1 core	Yes	Yes
California	135 hours	45 hours every four years	Yes	Yes
Colorado	168 hours	24 hours every three years	Yes	Yes
Connecticut	60 hours	12 hours by May 31 even years (Salesperson) and March 31 even years (Broker)	No	Yes
D.C.	60 hours	15 hours every two years	No	Yes
Delaware	99 hours	21 hours by April 30 even years	Yes	Yes
Florida	63 hours	14 hours every two years	Yes	Yes
Georgia	75 hours	36 hours every four years	Yes	Yes
Hawaii	60 hours	20 hours by November 30 even years	Yes	Yes
Idaho	90 hours	20 hours total: 12 elective, 8 core	Yes	Yes
Illinois	90 hours	12 hours by April 30 even years	Yes	Yes

Indiana	90 hours	12 hours every year from July 1 to June 30	No	Yes
Iowa	96 hours	36 hours every three years	Yes	Yes
Kansas	60 hours	12 hour every two years	Yes	Yes
Kentucky	96 hours	6 hours every year by December 31	Yes	Yes
Louisiana	90 hours	12 hours every year	Yes	Yes
Maine	55 hours	21 hours every two years	Yes	Yes
Maryland	60 hours	15 hours every two years	Yes	Yes
Massachusetts	40 hours	12 hours every two years	No	Yes
Michigan	40 hours	18 hours every 3 yearswith this cycle ending October 31, 2018	Yes	Yes
Minnesota	90 hours	15 hours every year	Yes	Yes
Mississippi	60 hours	16 hours every two years	Yes	Yes
Missouri	72 hours	12 hours every two years	Yes	Yes
Montana	60 hours	12 hours every year by October 31	Yes	Yes
Nebraska	60 hours	18 hours every two years by November 30	Yes	Yes
Nevada	90 hours	24 hours every two years	Yes	Yes
New Hampshire	40 hours	15 hours every two years	No	Yes
New Jersey	75 hours	12 hours every two years by June 30	No	Yes
New Mexico	90 hours	30 hours every three years	Yes	Yes
New York	75 hours	22.5 hours every two years	Yes	Yes
North Carolina	75 hours	8 hours every year by June 15	No	Yes
North Dakota	45 hours	9 hours every year by December 31	Yes	Yes
Ohio	120 hours	30 hours every three years	No	Yes
Oklahoma	90 hours	21 hours every three years	Yes	Yes
Oregon	150 hours	30 hours every two years	Yes	Yes
Pennsylvania	60 hours	14 hours by May 31 even years	Yes	Yes
Rhode Island	45 hours	24 hours by April 30 even years	No	Yes
South Carolina	60 hours	8 hours every two years by June 30	No	Yes
South Dakota	116 hours	24 hours every two years by November 30	Yes	Yes
Tennessee	90 hours	16 hours every two years	Yes	Yes
Texas	180 hours	18 hours every two years	Yes	Yes
Utah	120 hours	18 hours every two years	Yes	Yes
Vermont	40 hours	16 hours every two years, May 31 even years for sales and March 31 even years for brokers	Yes	Yes
Virginia	60 hours	16 hours every two years	Yes	Yes
Washington	90 hours	30 hours every two years	Yes	Yes
West Virginia	90 hours	7 hours every year by June 30	Yes	Yes
Wisconsin	72 hours	18 hours by December 14 even years	Yes	Yes
Wyoming	54 hours	45 hours every two years	Yes	Yes

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