



Real Estate Principles & Practices

Geschwender

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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. Features:

- Provides a unique approach for the introductory student since the book follows the natural sequence of a real estate transaction
- Features an open-faced layout and wide margins 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
- Engages classroom discussions and promotes real-world application with end-of-chapter review questions and discussion points
- A separate workbook is available to complement this text, delivering additional reinforcement exercises and practice exam questions for self-paced learning.

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