

Real Estate 2021 Catalog

Your future starts here.



Directory

Real Estate Partnerships:
404-476-3402

Real Estate Education:
800-532-7649

Publishing Orders/Inquiries:
855-733-7239



Table of Contents

Overview

- 3 | Real Estate Education
- 4 | Mbition Learning Advantages
- 5 | Partnership Opportunities
- 7 | Partner Resources

Real Estate

- 9 | National Footprint
- 11 | Online Pre-licensing Education
- 12 | Pre-licensing Textbooks
- 23 | Exam Prep
- 24 | Exam Prep Textbooks
- 25 | Online Post Licensing Education
- 26 | Online Broker Pre-licensing Education
- 27 | Online Continuing Education
- 28 | Online Professional Development Education
- 29 | Professional Development Textbooks
- 31 | Online Commercial Education
- 32 | Commercial Textbook
- 33 | Higher Education Textbooks

Appraisal

- 38 | National Footprint
- 40 | Online Qualifying Education
- 41 | Qualifying Textbook
- 42 | Online Continuing Education

Home Inspection

- 44 | About AHIT
- 45 | Live Classroom & Field Training
- 46 | Online Training
- 47 | Textbook
- 48 | Additional Education
- 49 | Online Commercial Inspection Education

- 50 | Index

Real Estate Education.

Created for success. Convenient for busy lives.

Mission

Mbition helps both professionals and companies navigate regulatory training, certification and compliance requirements. Utilizing real world professionals, subject matter experts and leading instructional designers, Mbition 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 and we help our partners grow their business.

About Us

Mbition is the industry-leading resource for licensing and continuing education for real estate, appraisal and home inspection professionals and organizations. We have helped more than 750,000 people earn licenses, advance their careers, and even start new businesses. We provide access to convenient, cost-effective education resources.

Our Products and Services

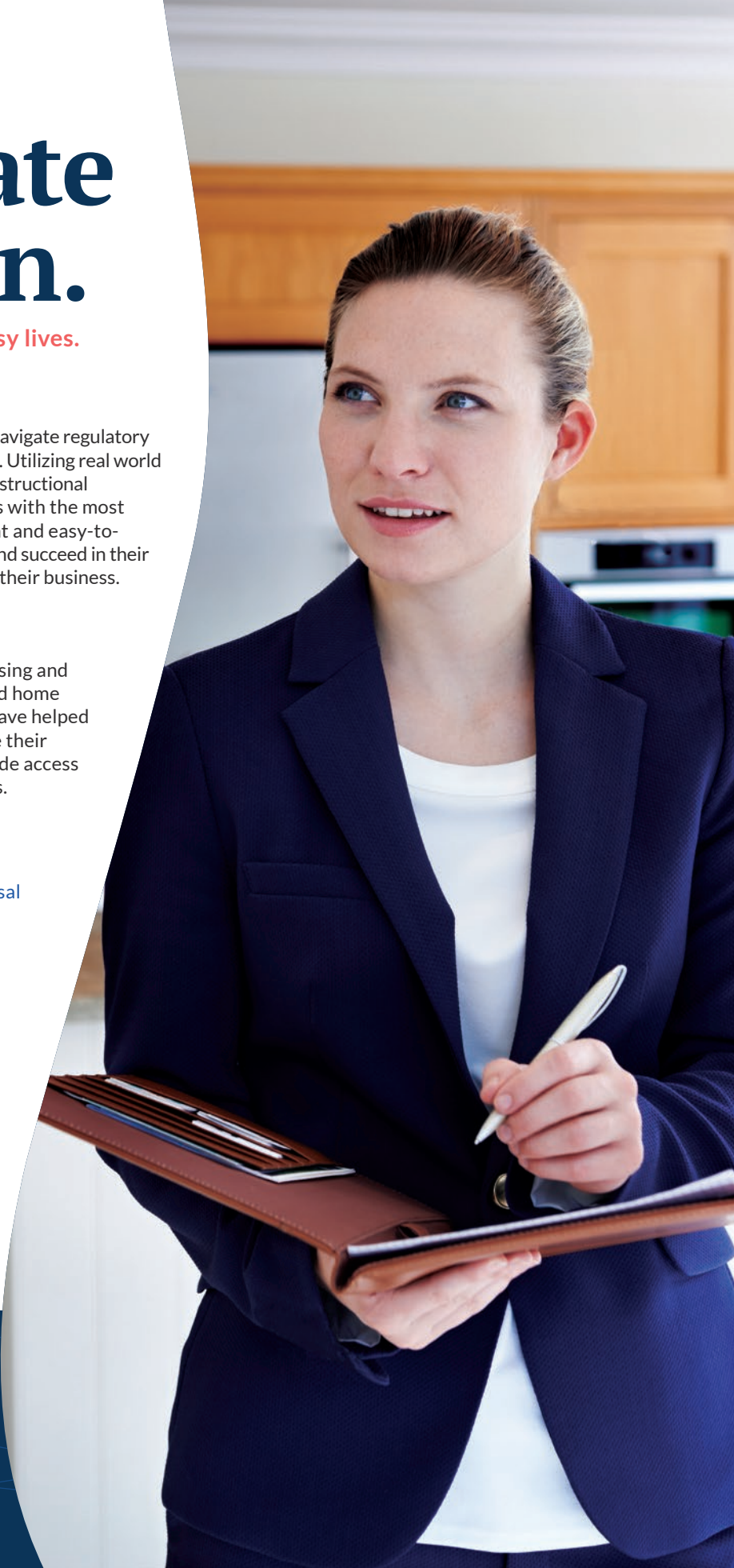
Partner with Mbition to offer real estate, appraisal and home inspection education including:

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

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

40+ years

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





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 online, anytime, anywhere.

Fully Approved

Our courses are approved by state regulatory agencies and ARELLO.

Personally-Paced Delivery

Our 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.

Curriculum Designed for Student Success

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

Our 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.

Pass the First Time Guarantee

We have complete confidence in our education, exam prep and in our students. That is why all of our pre-license packages that contain our exam prep tool come with our Pass the First Time Guarantee. To qualify, students must:

LEARN: Complete an Mbition pre-licensing course with at least a score of 80% on all the in-course exams.

PREPARE: Use exam prep tool to prepare for the state licensing exam and complete at least 80% in their study plan progress and score 80% on their exam prep exams.

TEST: Take the state exam within 6 months of completing the Mbition pre-licensing course and their exam prep study plan.

REFUND: If they do not pass their first state exam attempt and they meet the above criteria, Mbition will refund their state exam fee.

Partner with us.

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

Stay ahead of the regulatory curve

Our subject matter and compliance experts monitor regulatory changes and routinely update course content as new legislation is passed. By partnering with Mbition, you'll ensure your organization stays on top of industry standards and best practices.

Experts always at your side

When you partner with us, you're backed by outstanding customer service and technical support. Your dedicated service and support team - account executives, customer care representatives, technical support professionals and administrative trainers - work with you every step of the way. And as your e-learning strategy evolves, we'll be here to help guide your learning program to the next level.



Affiliate Partnerships

- Refer individuals to Mbition for real estate, appraisal, and home inspection education
- Mbition manages student administration and national and state compliance matters
- Flexible revenue share options to meet your business requirements
- Marketing support to help promote education products
- Best-in-class education and support
- Quick start-up time

Wholesale Partnerships

- Become an approved real estate education provider in the state(s) in which you are established
- Manage your own students
- Customize and bundle online course packages with the ability to include print products
- Manage and set your own online retail pricing strategy
- Robust reporting to assist with state-specific reporting needs
- Best-in-class education and support



Marketing tools and resources at your fingertips.

As a partner of Mbition you get so much more than online education solutions.

Attract new students, agents or members, promote courses and drive revenue with our ready-to-use marketing assets to help drive success.



1

Email Banners

Get a variety of banners you can add to any email template.

2

Flyers

Promote a new course, pre-license and continuing education.

3

Web Banners

Advertise your courses on a variety of websites.

4

Resources

Gain insights into enhancing your workforce, managing compliance and professional development solutions.

Real Estate

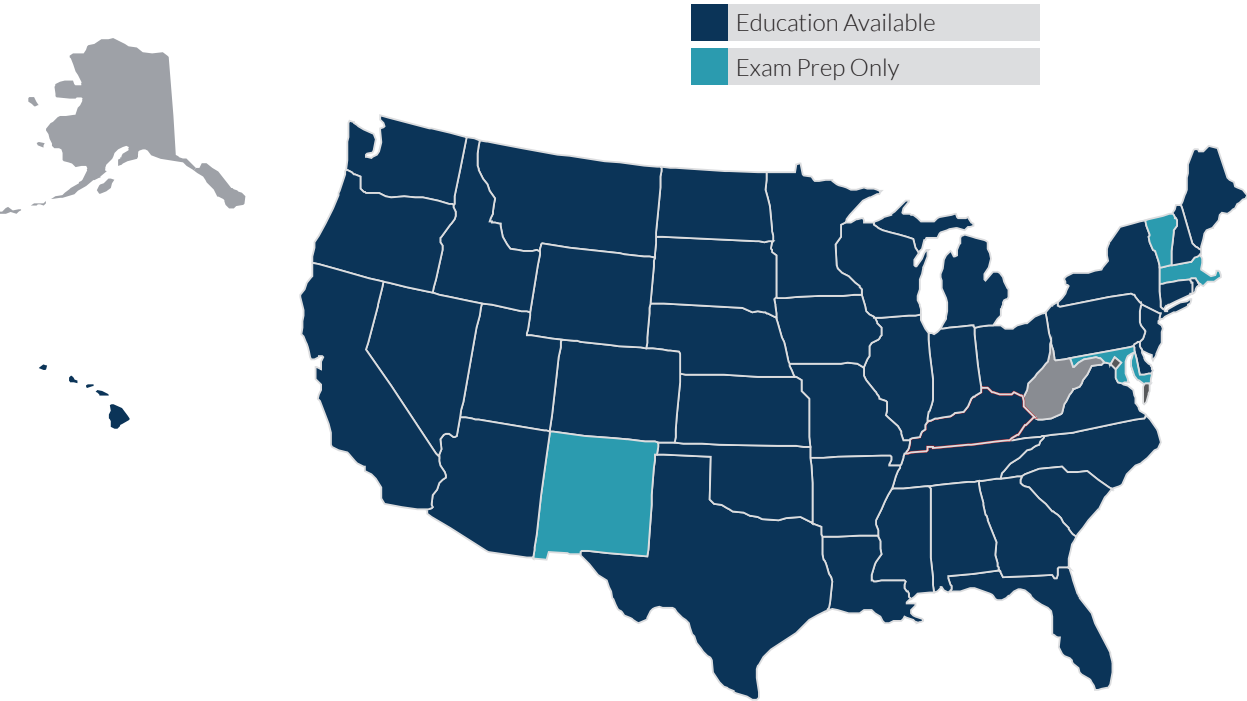
Online Education, Textbooks
and Professional Development



Real Estate

Mbition National Footprint by State

Most Comprehensive Real Estate Education Coverage in America



Real Estate Education Offerings by State

State	Sales Pre-licensing	Exam Prep	Post Licensing	Broker Pre-licensing	Continuing Education
Alabama	X	X	X	X	X
Alaska					
Arizona		X			X
Arkansas	X	X			X
California	X	X		X	X

State	Sales Pre-licensing	Exam Prep	Post Licensing	Broker Pre-licensing	Continuing Education
Colorado	X	X			X
Connecticut		X			X
Delaware		X			X
District of Columbia					
Florida	X	X	X	X	X
Georgia	X	X	X	X	X
Hawaii	X	X		X	X
Idaho		X			X
Illinois		X			X
Indiana		X			X
Iowa	X	X			X
Kansas	X	X			X
Kentucky		X			X
Louisiana	X	X			X
Maine		X			X
Maryland		X			
Massachusetts		X			
Michigan	X	X		X	X
Minnesota		X			X
Mississippi	X	X			X
Missouri	X	X			X
Montana	X	X			X
Nebraska		X			X
Nevada	X	X			X
New Hampshire		X			X
New Jersey		X			X
New Mexico		X			
New York	X	X		X	X
North Carolina		X			X
North Dakota		X			X
Ohio		X			X
Oklahoma		X			X
Oregon	X	X		X	X
Pennsylvania	X	X		X	X
Rhode Island		X			X
South Carolina		X			X
South Dakota		X			X
Tennessee	X	X			X
Texas	X	X	X		X
Utah		X			X
Vermont		X			
Virginia	X	X	X	X	X
Washington	X	X		X	X
West Virginia					
Wisconsin	X	X			
Wyoming		X			X



Real Estate

Online Pre-licensing Education

Have confidence in Mbition for real estate pre-licensing education

You want students to have confidence in their education provider. You want to make sure courses will prepare them not only to pass the state exam, but also prepare them for success in their new real estate career. Partnering with Mbition to provide pre-licensing education will give students that confidence.

Our self-paced, online pre-licensing courses—coupled with our state-of-the-art learning management system and textbooks—meet the high standards set for both the course content and the student experience.

Courses written by experienced subject matter experts

Content presented in small pieces designed to maximize retention

Mbition offers a full online pre-licensing solution in the following states:

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

Real Estate Pre-licensing Textbooks



978-1-62980-993-9 | 13th Edition
Copyright 2018 | 608 Pages | \$137.95

eBOOK AVAILABLE
INSTRUCTOR RESOURCES

Real Estate Principles

By Charles Jacobus

Today's real estate consumers are very unique. They grew up with technology and their speedy access to information drives consumer habits. The role of the real estate professional has progressed because of technology, as well as increased governmental regulations. With the evolution of the Consumer Financial Protection Bureau and continued emphasis on consumer protection, real estate professionals work in a changing and exciting world. This principles book was written to help today's students become tomorrow's professionals. It lays the foundation of the market giving readers the tools on which to base a successful career.

Highlights:

- Updated discussions of water rights, concurrent ownership, the Consumer Financial Protection Bureau, licensing laws, and data on real estate and the economy.
- Additional Study Material at the end of each chapter includes a vocab review of key terms, questions and problems to reinforce learning objectives, and additional readings for deeper research.
- Instructor resources for adopting schools include chapter outlines, teaching tips and a bank of test questions for classroom assessment.

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 Time-Shares. 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 Answers to Chapter Questions and Problems. Index & Glossary.





978-1-62980-217-6 | 12th Edition
Copyright 2018 | 608 Pages | \$81.95

eBOOK AVAILABLE
INSTRUCTOR RESOURCES

Real Estate: An Introduction to the Profession

By Charles J. Jacobus

Thousands of professionals like you have built their career on the foundation this popular principles book provides you – unlocking the key to your success in real estate. In this book you will learn about real estate brokerage, financing, contracts, closing, investment, fair housing, licensing, and rights and interests.

Updates include:

- Updated discussions of water rights, concurrent ownership, the Consumer Financial Protection Bureau, licensing laws, and the Code of Ethics.
- Additional Study Material for each chapter includes learning objectives and key terms, along with comprehensive chapter review questions in the appendix to reinforce those learning objectives.
- Instructor resources for adopting schools include chapter outlines, teaching tips and a bank of test questions for classroom assessment.

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 Time-Shares. 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: Chapter Review Questions. Appendix E: Answer Key. Index & Glossary.



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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

Real Estate Principles & Practices

By Arlyne Geschwender

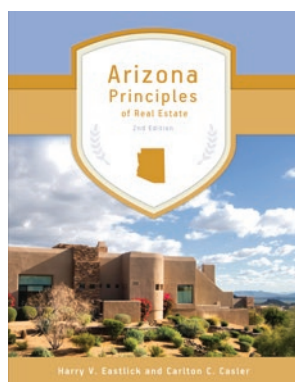
Organized around the natural flow and sequence of events in a real estate transaction, this text employs a realistic and practical approach to learning the basics of real estate. Students will appreciate Arlyne Geschwender's friendly tone and accessible reading style. Recent changes in modern real estate 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.



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

INSTRUCTOR RESOURCES

Arizona Principles of Real Estate

By Harry V. Eastlick & Carlton C. Casler

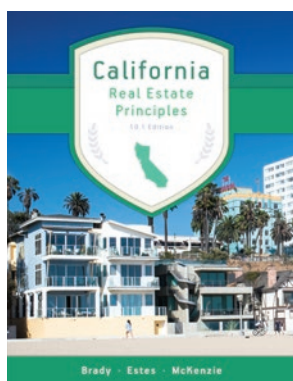
Arizona Principles of Real Estate, 2nd Edition provides current and complete coverage of Arizona real estate pre-license requirements. The helpful graphics, key terms, chapter summaries, and extensive review questions give readers a solid understanding of current national and Arizona-specific real estate 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.



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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

California Real Estate Principles

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.
- 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.



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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

California Real Estate Finance

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. 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.



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

INSTRUCTOR RESOURCES

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

INSTRUCTOR RESOURCES

eBOOK AVAILABLE

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.



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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

California Mortgage Loan Origination & Lending

By D.L. Grogan & M.C. Buzz Chambers

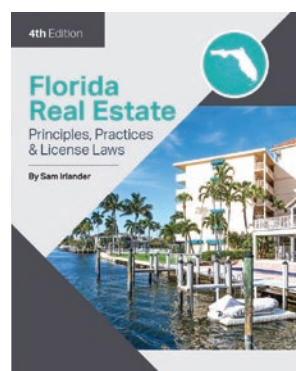
California Mortgage Loan Origination & Lending provides a comprehensive overview of the loan process and discusses the mortgage loan business, exploring career opportunities in this competitive and dynamic industry. The authors lead readers through the challenging field of mortgage brokering, detailing 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 (CalBRE) 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.



978-1-62980-956-4 | 4th Edition
Copyright 2019 | 512 Pages | \$60.95

INSTRUCTOR RESOURCES

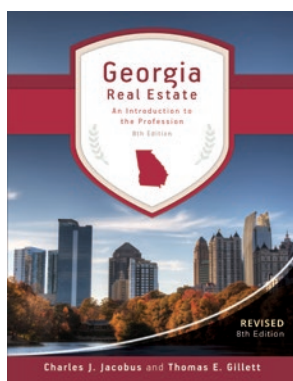
Florida Real Estate Principles, Practices & License Laws

By Sam Irlander

This fresh, comprehensive Florida real estate book provides up-to-date content with real-world examples. Written with the student in mind, it provides the necessary essentials required for one to practice real estate in Florida. This edition has been written and organized to help the real estate license applicant to better prepare for the state exam by following the topics of the state outline. Key terms, summaries and extensive review questions for each chapter allow users to check their understanding. A 100-question practice exam at the end of the book tests student knowledge of key concepts.

Highlights

- Fully updated with new information on the real estate business and market analysis, including financing, consulting, and housing topics
- Updated information on real estate investments and business opportunity brokerage to help analyze risk and distinguish among ways to appraise businesses and opportunities
- New discussion on tax cuts, the Jobs Act, and the Tax Reform Act and how those impact the industry
- Helpful “Math Buster” appendix provides keen insights to learning and using fundamental math formulas used on the real estate exam
- Useful “Coaching Tips” highlight practical application of the key principles using real-life scenarios to fully prepare users for their new real estate careers



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

NEW EDITION **COMING SOON**
INSTRUCTOR RESOURCES
eBOOK AVAILABLE

Georgia Real Estate: An Introduction to the Profession

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.



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

NEW EDITION **COMING SOON**
INSTRUCTOR RESOURCES
eBOOK AVAILABLE

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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

New York Real Estate for Salespersons

By **Marcia Darvin Spada**

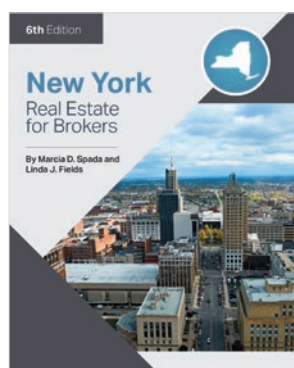
Comprehensive, yet concise and clearly written, this best-selling textbook covers the NYS curriculum for the required 75-hour real estate salesperson qualifying course. This new edition includes numerous examples, forms, and illustrations to prepare applicants for success in the classroom and on the 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)
- New chapter on licensee safety to not only meet the current state outline but discuss this important topic

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.



978-1-629-80998-4 | 6th Edition
Copyright 2018 | 496 Pages | \$67.95

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

New York Real Estate for Brokers

By **Marcia Darvin Spada & Linda J. Fields**

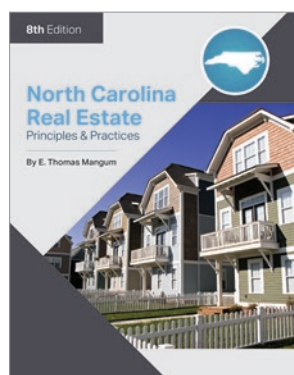
Fully streamlined and revised to meet the updated New York mandated curriculum, this textbook is the best source of information for the real estate licensee. It will prepare students for the state exam as well as a successful career using an interactive learning experience. Following the state outline, the book takes the reader through topics that are important to brokers as well as summarizes key terms and concepts with Marcia's and Lin's List which will greatly help in exam preparation and topic comprehension.

Highlights

- New chapter outline which follows the revised curriculum from NYSDOS including a new chapter on Transaction Analysis
- New chapter on Advanced Fair Housing and Fair Lending including discussion on the federal and state levels and protected classes
- Guided Learning icons throughout the book point out the most important facts to reinforce learning
- The Night Before the Exam Cram is available to students upon request

Content

1. Agency Law, License Law, and Operating a Real Estate Office. 2. Real Estate Finance. 3. Real Property Investment. 4. General Business Law. 5. Construction and Development. 6. Conveyance of Real Property. 7. Real Property Management. 8. Taxes and Assessments. 9. Advanced Fair Housing and Fair Lending. 10. Achieving Agreements through Transaction Analysis. 11. Real Estate Math. Appendix A. Marcia and Lin's List. Appendix B: Sample Practice Broker Exam. Appendix C. Answer Key. Appendix D. Answer Key. Glossary. Index.



978-1-62980-231-2 | 8th Edition
Copyright 2019 | 1040 Pages | \$69.95

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

North Carolina Real Estate: Principles & Practices, 8th Edition

By **E. Thomas Mangum**

Revised and fully updated, North Carolina Real Estate: Principles and Practices, Eighth Edition is approved by the North Carolina Real Estate Commission. This text blends information regarding national laws and concepts with information specific to North Carolina statutes, principles, and practices, identified by icons in the margins. Following the state's Prelicensing Course Syllabus, the book provides the knowledge that is fundamental to a successful career in real estate and identifies key points of review to focus preparation efforts.

Highlights

- New chapter on Property Insurance and the various types of homeowner's insurance policies and concepts
- Updated discussion throughout on topics such as personal property, changes in the closing forms, and the Residential Rental Agreement Act including maximum amounts for deposit for pets and service animals
- Practical Advice including highlights of important points and test tips throughout along with a revised practice exam make this textbook a great guide for preparing to sit for the exam and make a career in real estate

Content

1. Basic Real Estate Concepts. 2. Property Ownership and Interests. 3. Property Taxation and Assessment. 4. Transfer of Title to Real Property. 5. Land Use Controls. 6. Environmental Issues in Real Estate. 7. Brokerage Relationships: Laws and Practices. 8. Agency Contracts (Sales) and Related Practices. 9. Basic Contract Law. 10. Sales Contracts and Related Procedures. 11. Real Estate Financing. 12. Closing a Sales Transaction. 13. Real Property Valuation. 14. Property Insurance. 15. Landlord and Tenant. 16. Property Management. 17. Fair Housing. 18. Federal Income Taxation of Home Ownership/Sale. 19. Basic Construction. 20. Basic Real Estate Investment. Appendix A: Exam Preparation Tips and Strategies and Practice National and State Examinations. Appendix B: Real Estate Math. Appendix C: North Carolina Real Estate License Law, North Carolina Real Estate Commission Rules, and License Law and Rule Comments. Appendix D: Residential Square Footage Guidelines. Appendix E: Safety Issues for Real Estate Brokers. Appendix F: Real Estate Forms and Addenda.



978-1-629-80234-3 | 13th Edition
Copyright 2019 | 672 Pages | \$76.95

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

Texas Real Estate

By **Charles J. Jacobus**

In this book you will learn about Texas real estate brokerage, appraisal, financing, contracts, closing, and investment. Additionally, you will learn about land descriptions, rights and interests, fair housing, taxes, leases, condominiums, zoning, and licensing. Focus on a real estate agent's professional obligation to buyers and sellers, buyer brokerage, foreclosure, and contract forms will help prepare you for a successful career. Included throughout the book are numerous examples from the actual practice of real estate in Texas. This edition has been realigned to match the order of topics set forth by the Texas Real Estate Commission's Education Standards Advisory Committee.

Highlights

- Updated discussion on Income taxation rules
- New information on Fair Housing Issues to include emotional support animal rules
- Updated TREC forms and rules on ethics of practice and the Texas Real Estate License Act

Content

1. Introduction to Modern Real Estate Practices 2. Real Property 3. Concepts and Responsibilities of Home Ownership 4. Real Estate Brokerage and Law of Agency 5. Fair Housing Laws 6. Ethics of Practice as a License Holder 7. Texas Real Estate License Act 8. Legal Descriptions 9. Real Estate Contracts 10. Interests In Real Estate 11. How Ownership is Held: Home and Business 12. Listing Agreements 13. Real Estate Math 14. Real Estate Appraisal 15. Mortgage Theory and Law 16. Real Estate Financing Principles 17. Control of Land Use 18. Specializations 19. Real Estate Investments 20. Leases 21. Property Management 22. Estates, Transfers, and Titles 23. Closing Procedures and Closing the Real Estate Transaction 24. Condominiums, Cooperatives, PUDs, and Timeshares



978-1-62980-004-2 | 1st Edition
Copyright 2016 | 352 Pages | \$43.00

UPDATED FORMS
ONLINE COURSES
INSTRUCTOR RESOURCES

Texas Real Estate Promulgated Contracts

By Johnnie Rosenauer and Melissa Weathersby

Texas Real Estate Promulgated Contracts familiarizes students with the forms and addenda put forth by the Texas Real Estate Commission (TREC), so they can knowledgeably represent real estate buyers and sellers. Licensees will learn which forms are appropriate in various situations, how to accurately complete these forms, and how to explain to all parties their options under those contracts. This text is designed to meet TREC's standards for the 30-hour Promulgated Contract Forms course, and is based on the teaching, brokerage, and writing experiences of two qualified, successful real estate educators.

Highlights

- Follows the TREC-mandated outline and walks readers through filling out forms such as the One- to Four-Family Residential Contract (Resale), the Farm and Ranch Contract, and the Seller Financing Addendum
- Offers realistic scenarios and practice sessions to help readers develop their analysis and application skills
- Includes Learning Objectives, Key Terms, Summaries, and Review Questions in every chapter to reinforce key concepts

Content

1. An Overview of Contracts. 2. Laws, Rules, and Regulations. 3. Parties, Property, and Financing. 4. Covenants, Commitments, and Notices. 5. Closing, Possession, and More. 6. The Remaining Promulgated Forms. 7. Promulgated Addenda, Notices, and Other Forms. 8. Other Real Estate Matters. 9. Practice Makes Perfect.



978-1-62980-233-6 | 5th Edition
Copyright 2019 | 352 Pages | \$43.00

INSTRUCTOR RESOURCES

Texas Real Estate Contracts, 5th Edition

By Michelle Evans

This book provides the fundamentals of contract law as well as an understanding of the contract forms themselves. The Texas Real Estate Commission requires all real estate licensees to have training in the law of contracts and promulgated contract forms. This text was designed as a resource and includes all the topics specified by the Texas Real Estate Commission for inclusion in the Law of Contracts course.

Highlights

- Reordered chapters and revised titles to match the state outline for improved presentation of topics
- Focus on Texas contract law, the basics of real estate law, and ownership rights to provide a strong introduction to contracts and how they are used
- Emphasis on the transaction process and closing, as well as common contract examples and mistakes, to illustrate how contracts are used in practice

Content

1. Texas Contract Law 2. Basics of Real Estate Law 3. Introduction to Contracts 4. Ownership Rights and Limitations 5. Contracts Used in Real Estate 6. The Sales Contract 7. Contingencies, Addenda, and Amendments 8. Financing Real Estate 9. Conveyance of Title 10. Transaction Process and Closing Appendix: Common Contract Examples and Mistakes



978-1-629-80209-1 | 7th Edition
Copyright 2019 | 368 Pages | \$36.95

INSTRUCTOR RESOURCES

Texas Real Estate Brokerage and Law of Agency

By Charles J. Jacobus & Melissa Weathersby

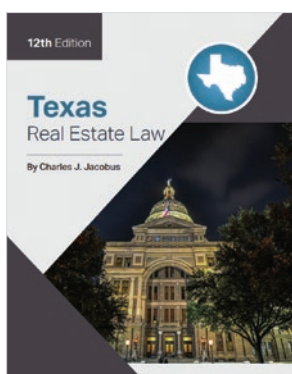
This book answers the major questions on how you establish agency and what the different types of agency are. Updated and reordered to match the Texas Real Estate Commission's Education Standards Advisory Committee (ESAC) outline, this book includes updated cases, revised discussion on dual agency, and a new chapter on practices of real estate license holders.

Highlights

- 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 for licensees

Content

1. Agency Concepts 2. Basic Agency Relationships, Disclosure, and Duties to the Client 3. Duties and Disclosures to Third Parties 4. Seller Agency 5. Buyer Agency 6. Representing More Than One Party in a Transaction: Intermediary Brokerage 7. Creation and Termination of Agency 8. Clarifying Agency Relationships 9. Employment Issues 10. Agency, Ethics, and the Law 11. Deceptive Trade Practices and Consumer Protection Act 12. Implementation and Presentation



978-1-62980-208-4 | 12th Edition
Copyright 2019 | 560 Pages | \$95.95

INSTRUCTOR RESOURCES

eBOOK AVAILABLE

Texas Real Estate Law, 12th Edition

By Charles J. Jacobus

Updated to reflect changing rules, statutes, and practices in the evolving real estate market, this book has been reorganized to comply with requirements established by the Texas Real Estate Commission's Education Standards Advisory Committee. The fundamentals remain the same as this book is the key resource in understanding the principles and practices in Texas Real Estate law.

Highlights

- Updated to include the latest TREC forms with revised explanations
- Updated cases and information on zoning and ground water ownership
- New online notary public rules

Content

1. Introduction to Legal Concepts of Real Estate. 2. Basic Contract Law and Promulgated Contracts. 3. Legal Descriptions. 4. Real Property Rights and How Ownership Is Held. 5. Regulations, Restrictions, and Land Use Controls. 6. Estates in Land—Freehold Estates. 7. Estates in Land—Statutory Estates. 8. Voluntary Conveyances. 9. Involuntary Conveyances. 10. Fixtures and Easements. 11. Real Estate Brokerage. 12. Agency. 13. Liens and Encumbrances. 14. Mortgages and Foreclosures. 15. Recording Procedures, Constructive Notice, and Acknowledgments. 16. Interest and Finance Charge. 17. Title Assurance, Evidence, and Transfer of Title. 18. Closings. 19. Landlord and Tenant Relationships. 20. Condominiums and Cooperatives. 21. Real Estate Taxation. Appendix A: Subchapter E. Deceptive Trade Practices and Consumer Protection. Appendix B: Table of Cases.

Real Estate

Online Exam Prep

The Gold Standard in Exam Prep

Mbition offers a powerful exam prep tool that leverages personalized learning technology to tailor practice questions and exams to meet the student's individual study needs. Its customized learning paths provide the optimal study experience to prepare students to pass the real estate exam—the first time!

Customized Study Plan

Learns what areas students need to focus on and serves up more opportunities to practice and master that content.

Easy Progress Dashboard

A personalized dashboard keeps track of progress and helps students plan how much to study based on the actual exam date.

Comprehensive Study Materials

Features full-length, timed exams that simulate an actual testing environment.

Pass the First Time Guarantee

Such a powerful tool, we guarantee students will pass their real estate exam first time or we'll reimburse their exam fee.

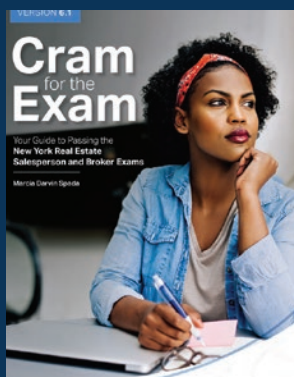
Master Exam Prep Package

The Master Exam Prep Package includes all the tools needed to prepare for the national information on the real estate license exam to help students pass the first time.

- **Exam Prep:** This sophisticated exam prep tool uses personalized learning technology to develop a customized study plan and tailor practice questions and exams to meet the student's individual needs.
- **Toolkit:** This unique toolkit includes flashcards to help review important national terminology, a course review of agency, contracts, finance and law, as well as helpful exam taking tips to maximize efficiency throughout the exam.
- **Mathmaster:** Clear and concise review of real estate math designed help ensure success on the state exam.



Real Estate Exam Prep Textbook



978-1-62980-221-3 | 6.1 Edition
Copyright 2018 | 304 pages

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

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.

Real Estate

Online Post Licensing Education

Mbition offers online post licensing courses that cover all of the topics required by the state real estate commission. Every real estate post license course offered by Mbition is approved by the real estate commission and ARELLO, ensuring the best quality in content and support is delivered to all students.

40+ years

Leader real estate education

Mbition offers online **post licensing** in the following states:

Alabama

Florida

Georgia

Texas

Virginia



Real Estate

Online Broker Pre-licensing Education

Taking real estate careers to the next level.

When a real estate professional is ready to take their career to the next level and upgrade to a broker license, call on Mbition.

We provide online, self-paced broker pre-licensing courses in a variety of states that will help any real estate professional further their career.

**Courses are fully approved
by state regulatory agencies
and ARELLO**

Mbition offers **online broker pre-licensing** education in the following states:

- Alabama
- California
- Florida
- Georgia
- Hawaii
- Michigan
- New York
- Pennsylvania
- Oregon
- Virginia
- Washington



Real Estate

Online Continuing Education

Join other real estate organizations who have confidence in real estate CE with Mbition.

Mbition offers online continuing education that is designed to grow real estate professionals' skills, help bring them up to speed on industry trends, and give knowledge needed to grow their real estate business.

Students can choose from packages that fulfill their entire continuing education requirement or pick topics of interest from our lineup of individual CE courses. All of our CE courses are approved by each state's real estate commission.

Thousands of courses
online nationally



Mbition offers a full line up of national continuing education courses including:

Course Title		
ADA and Fair Housing	Environmental Hazards Disclosure	Property Valuation: Income Capitalization Overview
Anti-Discrimination Laws	Ethical Real Estate: The NAR Code	Property Valuation: Sales Comparison Approach
Basic Real Estate Finance	Federal Law and Commercial Real Estate	Real Estate Math
Building A Green Home	Financing Residential Real Estate	Safety First: Crime Prevention and Self-Defense for Real Estate Pros
Business Management in a Real Estate Office	Green Home Features	Sales Comparison Approach
Check it Out: Home Inspection in Real Estate Practice	Income Capitalization Overview	Short Sales and Foreclosures
Commercial Finance and Investment Analysis	Leading and Communicating Effectively	Structuring Ownership in Commercial Real Estate
Commercial Leases	Listing and Selling HUD Homes	Tax Advantages of Home Ownership
Commercial Sales and Exchanges	Methods of Residential Finance	Tax Free Exchanges
Concepts in Appraising Green Residential Buildings	Minimizing Risk with Effective Practices	Tax Implications of Home Sales
Consensual Dual Agency	Prequalifying Your Buyer in Today's Market	Technology Trends in Real Estate
Cost Approach Overview	Pricing Property to Sell	
	Professional Property Management	
	Property Valuation: Cost Approach Overview	

Package and course offerings vary by state.

Real Estate

Online Professional Development Education

New professional development courses to help build better communication, teamwork and conflict management skills.

Mbition now offers new, video-based courses that effectively target improving soft skills including personal productivity, impactful communication, dynamic leadership and prescriptive selling.

These micro-courses are short in length and built with knowledge checkpoints throughout the courses, making our new soft skill training series interactive and engaging for each student.

New courses built to set 
your teams up for success

Mbition's online professional development courses cover a variety of topics including :

Dynamic Leadership	Impactful Communication	Personal Productivity	Prescriptive Selling
Key Leadership Qualities	Setting Proper Expectations	Goal & Task Prioritization	Goal & Metric Planning
Developing Trust	Creating Communication Rules	Block Scheduling	Probing for Needs
Creating Buy In	Keys to Successful Emails	Slush Time Management	Matching Benefits
Communicating Vision	Graduated Learning	Opportunities to Leverage	Building Urgency
Creating a Performance Culture	Effective Listening	When to Delegate	Situational Selling
Key Training Principles	Assertive Behavior	Planning your Schedule	Next Step Selling
Effective Meetings	Conflict: Why is it Important	Managing your Schedule	Trial Closing
Leadership Systems	Conflict: How to Identify & Hold	Email Management	Objection Handling
Coaching to Peak Performance	Intro to Public Speaking	Problem Solving	Preparing for a Sale
Employee Development Planning		Energy Management	Upselling
Performance Meetings			

Real Estate

Professional Development Textbooks



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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

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





978-1-62980-955-7 | 2nd Edition
Copyright 2018 | 688 pages | \$74.95

INSTRUCTOR RESOURCES

Real Estate Brokerage: A Guide to Success

By Dan Hamilton

The concepts in this book are for the startup real estate brokerage, the midsize brokerage, and the buyout of an existing brokerage. This book is beneficial for the real estate license holder, the associate broker who is contemplating owning or managing a real estate brokerage, and the veteran broker who is looking to invest. It discusses ethical and legal business practices, analyzing the market and competition, managing risk, recruitment and growth opportunities. This book is organized around the two main functions of a real estate broker: recruiting new and experienced salespeople and retaining great talent.

Highlights

- More detailed planning brokerage operations
- Case studies involving ethics
- Characteristics of a buyer's and seller's market as it relates to the real estate industry
- Focus on business insurance and risk analysis.

Content

1. The Real Estate Industry. 2. Starting a Brokerage Business . 3. Ethics and Legal Business Practices. 4. Analyzing the Market and Competition. 5. Managing Risk . 6. Financing Your Business. 7. Negotiating a Commercial Lease. 8. The Marketing Plan . 9. Management Style and Structure . 10. Employment Law and Compensation. 11. Recruiting Sales Agents. 12. Professional Brokerage Competency and Associate License Holder Productivity. 13. Evaluating the Business. 14. Growth Opportunities



978-1-62980-991-5 | 4th Edition
Copyright 2017 | 702 Pages | \$249.00

INSTRUCTOR RESOURCES

The Home Inspection Reference Guide

The Home Inspection Reference Guide covers all aspects of the general home. Each chapter focuses on major aspects of the inspection and includes easy-to-understand technical explanations.

Highlights

- Diagrams and photos enhance understanding
- "Don't Ever Miss" list highlights key points in an inspection
- Tips on how to report findings

Contents:

1.The Structural Inspection, 2. The Exterior Inspection, 3. The Roof Inspection, 4. The Plumbing, Inspection, 5. The Electrical Inspection, 6. The Heating Inspection, 7. The Interior Inspection



Real Estate

Online Commercial Education

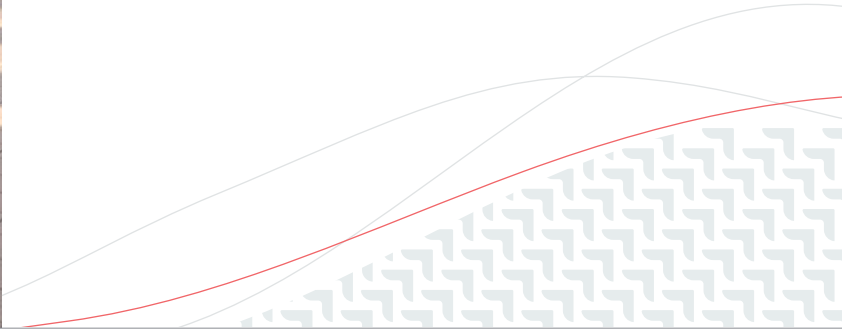
Mbition offers a variety of online education to help real estate professionals understand vital information about commercial real estate.

750,000+
real estate alumni
across the country

Mbition’s commercial online education includes the following courses:

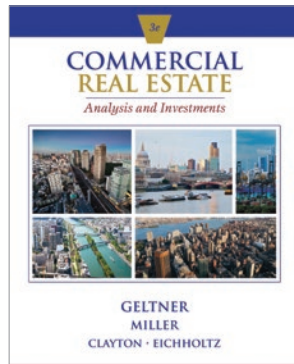
Course Title
Commercial Finance and Investment Analysis
Commercial Leases
Commercial Sales and Exchanges
Federal Law and Commercial Real Estate
Pennsylvania Commercial Module
Principles of Commercial Real Estate
Structuring Ownership in Commercial Real Estate

Package and course offerings vary by state.



Real Estate

Commercial Textbook



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

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

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.

Real Estate

Higher Education Textbooks



978-1-62980-993-9 | 13th Edition
Copyright 2018 | 608 Pages | \$137.95

INSTRUCTOR RESOURCES
eBOOK AVAILABLE

Real Estate Principles

By Charles Jacobus

Today's real estate consumers are very unique. They grew up with technology and their speedy access to information drives consumer habits. The role of the real estate professional has progressed because of technology, as well as increased governmental regulations. With the evolution of the Consumer Financial Protection Bureau and continued emphasis on consumer protection, real estate professionals work in a changing and exciting world.

This principles book was written to help today's students become tomorrow's professionals. It lays the foundation of the market giving readers the tools on which to base a successful career.

Highlights:

- Updated discussions of water rights, concurrent ownership, the Consumer Financial Protection Bureau, licensing laws, and data on real estate and the economy.
- Additional Study Material at the end of each chapter includes a vocab review of key terms, questions and problems to reinforce learning objectives, and additional readings for deeper research.
- Instructor resources for adopting schools include chapter outlines, teaching tips and a bank of test questions for classroom assessment.

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 Time-Shares. 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 Answers to Chapter Questions and Problems. Index & Glossary.





978-1-62980-994-6 | 8th Edition
Copyright 2019 | 624 Pages | \$181.95

INSTRUCTOR RESOURCES

eBOOK AVAILABLE

Real Estate Finance and Investment, 8th Edition

By Terrence M. Clauretie & G. Stacy Sirmans

Fully updated and revised, this 8th edition has a new title: Real Estate Finance and Investment which reflects the emphasis on real estate investment. A new chapter has been added to show a real estate investment example from beginning to end for real-world application. The material presented in this book is based on a strong foundation of economic and financial theory and how to put those theories into practice.

Highlights

- Divided into five parts, the book discusses finance and real estate, residential real estate finance, the secondary mortgage market, real estate investment, and topics in commercial real estate investment
- Updates to charts, examples, REIT requirements, and tax laws including the Tax Cuts and Jobs Act of 2017 are included

Content

PART 1 FINANCE AND REAL ESTATE. CHAPTER 1 Real Estate Finance and Investment: An Overview. CHAPTER 2 Money, Credit, and the Determination of Interest Rates. CHAPTER 3 Finance Theory and Real Estate. PART 2 RESIDENTIAL REAL ESTATE FINANCE. CHAPTER 4 Mortgage Financing in the United States. CHAPTER 5 Fixed-Rate Mortgage Mechanics. CHAPTER 6 Alternative Mortgage Instruments. CHAPTER 7 Federal Regulation of Financial Institutions Related to the Mortgage Market. CHAPTER 8 Federal Housing Policies: Part I. CHAPTER 9 Federal Housing Policies: Part II. CHAPTER 10 Controlling Default Risk Through Borrower Qualification, Loan Underwriting, and Contractual Relationships. CHAPTER 11 Loan Origination, Processing, and Closing. CHAPTER 12 Mortgage Default Insurance, Foreclosure, and Title Insurance. PART 3 THE SECONDARY MORTGAGE MARKET. CHAPTER 13 The Secondary Mortgage Market. CHAPTER 14 Mortgage-Derivative Securities and Structured Finance. PART 4 REAL ESTATE INVESTMENT. CHAPTER 15 Value, Leverage, and Capital Structure. CHAPTER 16 Federal Taxation and Real Estate Finance. CHAPTER 17 Anatomy of a Commercial Real Estate Project: Beginning to End. CHAPTER 18 Real Estate in a Portfolio Context. PART 5 TOPICS IN COMMERCIAL REAL ESTATE INVESTMENT. CHAPTER 19 Sources of Funds for Commercial Real Estate Investment. CHAPTER 20 Acquisition, Development, and Construction Financing for Real Estate Investments. CHAPTER 21 Permanent Financing of Commercial Real Estate Properties. CHAPTER 22 Ownership Structures for Financing and Holding Real Estate. Appendix 1: A Refresher on Time Value of Money and Related Concepts.



978-1-62980-999-1 | 8th Edition
Copyright 2019 | 400 Pages | \$89.95

INSTRUCTOR RESOURCES

eBOOK AVAILABLE

Real Estate Investment, 8th Edition

By Joseph E. Goeters & J. Keith Baker

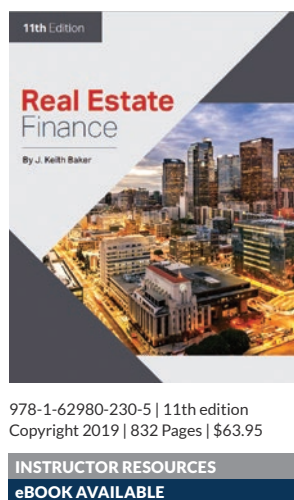
This much-anticipated edition continues to offer insights into real estate investing while analyzing the economic ups and downs that led us to present day. Fundamentals focus on real estate investment in a concise and practical way by explaining the key factors and financial analysis involved in making wise real property investments.

Highlights

- Topics and chapters have been reordered to improve learning and build upon these fundamentals
- Emphasis in later chapters walks readers through financing the investment, managing the property, and tax implications, focusing on the most significant overhaul of the IRS code in recent decades
- Case studies for use in individual study or a classroom setting enhance learning by developing critical-thinking skills

Content

1. Purpose and Function of Real Estate Investment. 2. Real Estate Investment Characteristics. 3. Residential, Land, and Commercial Investments. 4. Ownership Interests in Real Property. 5. Financing for Real Estate Investments. 6. Managing the Investment Property. 7. Techniques of Investment Analysis. 8. Time Value of Money, Discounted and Nondiscounted Investment Criteria, and Leverage. 9. Tax Characteristics and Strategies and Applications to Property Tax. 10. Managing Real Property Risk. 11. The Transaction: Contract to Closing. 12. Land Use Controls. 13. Environmental Constraints. 14. Special Income Tax Rules Applicable to Real Estate



Real Estate Finance, 11th Edition

By J Keith Baker

Updated to follow the guidelines for those pursuing a real estate license, this text has been reordered to improve the presentation of real estate finance needed by lenders, real estate agents, appraisers, and investors. In these ever-changing times, it is key to learn the fundamentals of real estate finance, how the market evolves, and what factors influence how it works.

Highlights

- Updates to loan programs and loan limits along with how to calculate payments for conventional mortgages
- Expanded discussion of the credit report in the lending process as well as how federal tax claims work and what every agent should know
- New sections on how delinquency and defaults impact lenders, major changes to loan terms, and changes due to the Tax Cuts and Job Act

Content

1. The Nature and Cycle of Real Estate Finance. 2. Money and the Monetary System. 3. Additional Government Influence. 4. The Secondary Mortgage Market. 5. Sources of Funds. 6. Instruments of Real Estate Finance. 7. Loan Types, Terms, and Issues. 8. Government Loans. 9. Lender Loan Processes. 10. Defaults and Foreclosures. 11. Property Analysis. 12. Commercial Loans: Construction and Land Loans. 13. Commercial Building and Farm Loans. 14. Environmental Issues. 15. Technology Advances in Mortgage Lending.



Essentials of Real Estate Economics, 7th Edition

By Richard M. Betts & Monte Cicino

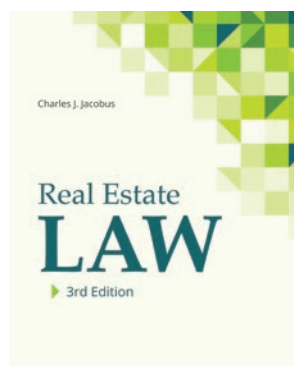
This practical-approach book is intended for real estate students who have little or no background in formal economics. It presents complex topics in a simple manner to provide the basics of real estate economics. It starts with the big picture and then narrows in on city patterns and growth, markets for various property types, governmental impacts, newest tax laws, zoning, and anticipating change.

Highlights

- Streamlined topics and combined chapters for easier comprehension
- Added discussion on important topics such as supply and demand, inflation, and business cycles
- Updated regulations to reflect the newest tax law changes, especially on capital gains rates
- Restructured chapter on anticipating change to look at short-term and long-term outlooks

Content

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



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

INSTRUCTOR RESOURCES

Real Estate Law

By Charles J Jacobus

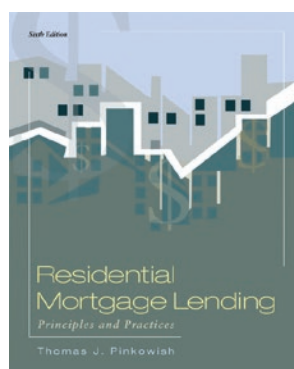
This much-anticipated new edition provides a well-written, detailed exploration of how real estate and the law interact. It includes new theories involving agency concepts, revised federal tax laws, arbitration and mediation concepts, electronically transmitted contracts and registration systems, and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



978-1-629-80207-7 | 7th Edition
Copyright 2020 | 816 Pages | \$123.95

INSTRUCTOR RESOURCES

eBOOK AVAILABLE

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.

Appraisal

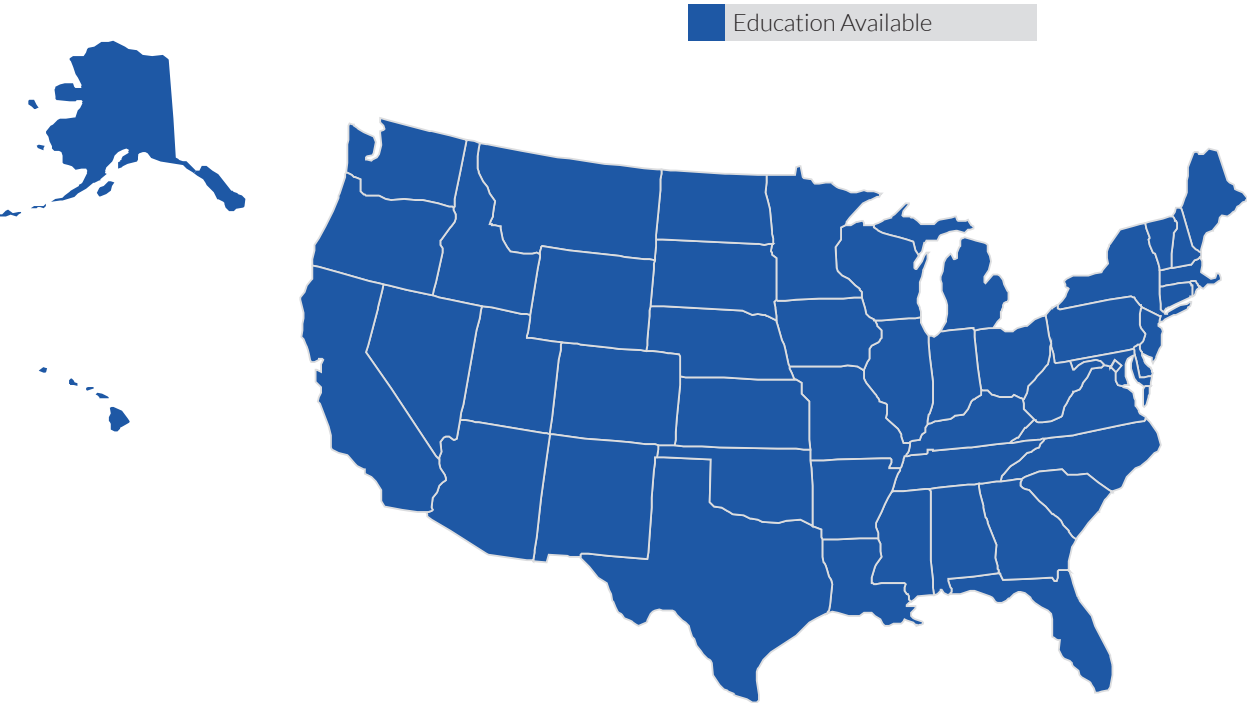
Online Education and Textbook



Appraisal

Mbition National Footprint by State

Most Comprehensive Real Estate Appraisal Education Coverage in America



Appraisal Education Offerings by State

State	Qualifying Education	Continuing Education
Alabama	X	X
Alaska		X
Arizona	X	X
Arkansas	X	X
California	X	X

State	Qualifying Education	Continuing Education
Colorado	X	X
Connecticut	X	X
Delware	X	X
Disctrict of Columbia	X	X
Florida	X	X
Georgia	X	X
Hawaii	X	X
Idaho	X	X
Illinois	X	X
Indiana	X	X
Iowa	X	X
Kansas	X	X
Kentucky	X	X
Louisiana	X	X
Maine	X	X
Maryland	X	X
Massachusetts		X
Michigan	X	X
Minnesota	X	X
Mississippi	X	X
Missouri	X	X
Montana	X	X
Nebraska		X
Nevada	X	X
New Hampshire		X
New Jersey	X	X
New Mexico	X	X
New York	X	X
North Carolina	X	X
North Dakota	X	X
Ohio	X	X
Oklahoma	X	X
Oregon	X	X
Pennsylvania	X	X
Rhode Island	X	X
South Carolina	X	X
South Dakota	X	X
Tennessee		X
Texas	X	X
Utah	X	X
Vermont	X	X
Virginia	X	X
Washington	X	X
West Virginia	X	X
Wisconsin	X	X
Wyoming	X	X



Appraisal

Online Qualifying Education

Mbition is a leading provider of appraisal education throughout the country. By making it easy for people to get licensed and succeed, we help appraisal management companies recruit and retain the best people.

Our self-paced online qualifying license courses walk students through the process of getting their license, all while preparing them for the reality of a career as an appraiser. We offer online appraisal qualifying education, including the 15-hour USPAP equivalent course.

Courses are fully approved
by The Appraisal Board
and IDECC



Mbition offers a full online qualifying solution
in the following states:

Alabama	Indiana	Nevada	South Carolina
Arizona	Iowa	New Jersey	South Dakota
Arkansas	Kansas	New Mexico	Texas
Connecticut	Kentucky	New York	Utah
California	Louisiana	North	Vermont
Colorado	Maine	Carolina	Virginia
Delaware	Maryland	North Dakota	Washington
Florida	Michigan	Ohio	West Virginia
Georgia	Minnesota	Oklahoma	Wisconsin
Hawaii	Mississippi	Oregon	Wyoming
Idaho	Missouri	Pennsylvania	
Illinois	Montana	Rhode Island	

Appraisal Qualifying Textbook



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

ONLINE COURSES
INSTRUCTOR RESOURCES

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.





Appraisal Online Continuing Education

Mbition provides best-in-class, online appraisal continuing education courses including 7-hour USPAP Equivalent Course. We make appraisal license renewal convenient with online courses available 24/7.

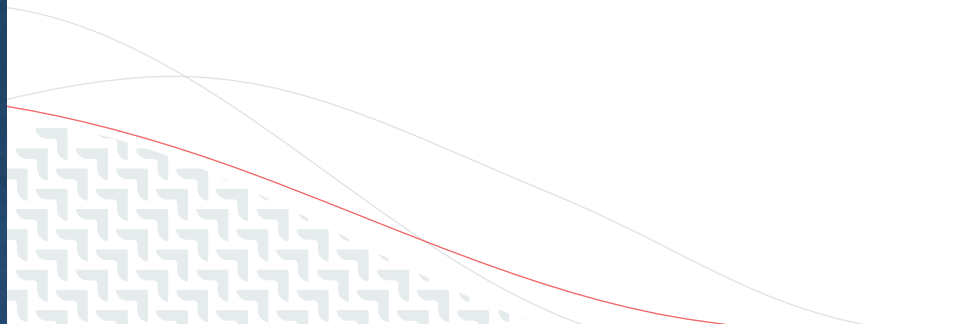
Students can choose from packages that fulfill their entire continuing education requirement or pick topics of interest from our lineup of individual CE courses.

Offerings include the 7-hour USPAP Equivalent Course

Mbition offers a variety of national appraisal continuing education including:

Course Title
Appraisal Math and Statistics
A URAR Form Review
Cost Approach Overview
Income Capitalization Overview
Residential Appraiser Site Valuation & Cost Approach
Residential Market Analysis and Highest and Best Use
Residential Report Writing and Case Studies
Sales Comparison Approach
Supervisor Trainee Appraiser Course

Package and course offerings vary by state.





HOME INSPECTION

- 47 | About AHIT
- 48 | Live Classroom & Field Training
- 49 | Online Training
- 50 | Home Inspection Textbook
- 51 | Additional Education
- 52 | Online Commercial Inspection Education

ABOUT AHIT

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 25 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.

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:

50,000+

Home Inspectors Trained

Leader in
Home Inspection Training
Since 1993

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

LIVE CLASSROOM & FIELD TRAINING

Learn from industry professionals, hands-on and 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 you to the goals and standards of the home inspection industry. From the moment you pull into a client's driveway, to writing up the final inspection report, and everything in between, our industry-expert instructors will provide you 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

Our instructors give you unmatched hands-on learning opportunities.

Attending a live classroom and field training course will teach you how to:

- Operate furnaces
- View different electrical systems
- See different types of plumbing material
- Test gas and electrical water heaters
- View roofing material of all types
- Conduct simulated inspections of 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.

Visit www.ahit.com to view dates and locations of upcoming sessions near you.

Call 800-441-9411 or **Email training@ahit.com** to speak with a career advisor.

Pricing varies by location due to state requirements.



ONLINE TRAINING

Learn from home, at your own pace

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 you online.



*The NHIE books are included when the national home inspector exam is required.

WHAT YOU'LL RECEIVE:

These materials are also included with all live and field training sessions.

COURSE BOOKS AND STUDY MODULES

You'll receive new course book, A Practical Guide to Home Inspection, 4th Edition along with 14 study modules on all the different components of a home. For your convenience, you'll also have online access to the course books in electronic format.

NATIONAL HOME INSPECTOR EXAM MANUALS

Two NHIE books are included to help you prepare for the exam, if required by your state. * The Mechanical Systems & NHIE Content Manual and the Structural Systems & Business Manual are designed to review key topics and provide information about the NHIE.

INTRO TO COMMERCIAL PROPERTY INSPECTIONS

Get a primer on Inspecting Commercial Properties and learn the basics of commercial inspections, including the differences from Residential inspections and the industry codes.

INSPECTION REPORTING

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

MARKETING & OPERATIONAL MANUAL

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

InspectIT REPORTING SOFTWARE TRIAL

Every student receives a 12-month trial membership to our powerful reporting application.

Home Inspection TEXTBOOK



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

eBOOK AVAILABLE

A PRACTICAL GUIDE TO HOME INSPECTION, 4TH EDITION

By American Home Inspectors Training (AHIT)

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



HOME INSPECTION ADDITIONAL EDUCATION

PRODUCT	DESCRIPTION
AHITU (6 or 12 month Membership)	Receive unlimited access to over 35 online continuing education and personal development courses with an AHITU membership.
Inspecting Commercial Properties	AHIT's Commercial Inspections Course is the only online commercial inspection training that follows the American Society for Testing and Materials (ASTM) Standard E2018-15. Completion of this course will open up new revenue opportunities for home inspectors and home builders, alike. This course contains hours of video-based content that makes the learning experience of this lucrative trade easy and fun!
Termite Course	A professional correspondence course in Integrated Pest Management of wood and wood products for pest management professional, home inspection professionals and urban foresters.
Home Energy Audit Course	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.
Certified Mold Assessor Technician	Any home inspector looking to expand their business should consider mold assessment and testing services. Our 16-hour Certified Mold Assessor Technician Course is offered in an online, self-paced format, allowing you to learn around your schedule. Online presentations are supplemented with a course manual, EPA Guides, client agreements, and inspection forms as digital attachments. Our course will cover mold identification and potential health effects, teach you sampling methods and guide you step-by-step through the process from inspection to interpreting lab results. You'll learn business practices, laws, and learn ways to market your business and maximize your earning potential.
16-hour Initial Radon Measurement Technician Course	The 16-hour Initial Radon Measurement Technician course will teach individuals the methods that are used in radon testing for real estate purposes and individual homeowner tests. Our course will also explore how and where to market your new professional service and explain to your client the next steps to take after the initial radon test results. This course is also approved for 16 CEUs with NRPP.



Maximize your revenue potential with **commercial inspection training!**

No license or exam required.

Looking for a new career opportunity or to supplement your current career? Commercial building inspection is the answer.

American Home Inspectors Training (AHIT) has a new online commercial inspection course that is the only one of its kind. This video-based course will take you step-by-step through the essential information you need to know about how to become a commercial building inspector and succeed in the industry.



Call 800-441-9411 or Email training@ahit.com to talk to a career advisor and start your commercial inspection career today.

Benefits of Becoming a Commercial Inspector



4x-5x potential income increase per inspection



No regulations or license required



No state or national exam required



Less competition in the field

Index by State

Arizona	
Arizona Principles of Real Estate	14
California	
California Mortgage Loan Origination & Lending	17
California Real Estate Finance	15
California Real Estate Law: Text & Cases	16
California Real Estate Practice	16
California Real Estate Principles	15
Florida	
Florida Real Estate Principles, Practices & License Laws	17
Georgia	
Georgia Real Estate: An Introduction to the Profession	18
Michigan	
Michigan Real Estate: Principles and Practices	18
New York	
Cram for the Exam!: Your Guide to Passing the	
New York Real Estate Salespersons and Brokers Exam	24
New York Real Estate for Brokers	19
New York Real Estate for Salespersons	19
North Carolina	
North Carolina Real Estate: Principles & Practices	20
Texas	
Texas Real Estate	20
Texas Real Estate Brokerage and Law of Agency	22
Texas Real Estate Contracts	21
Texas Real Estate Law	22
Texas Real Estate Promulgated Contracts	21
National	
A Practical Guide to Home Inspection	47
Basic Real Estate Appraisal	41
Commercial Real Estate Analysis & Investments	32
Essentials of Real Estate Economics	35
The Home Inspection Reference Guide	30
Real Estate Brokerage: A Guide to Success	30
Real Estate Finance	35
Real Estate Investment	34
Real Estate Law	36
Real Estate Marketing & Sales Essentials: Steps for Success	29
Real Estate Principles	12, 36
Real Estate Principles & Practices	14
Real Estate: An Introduction to the Profession	13
Residential Mortgage Lending: Principles & Practices	36

Index by Author

American Home Inspectors Training Institute	47
Baker, J. Keith	34, 35
Betts, Richard M.	35, 41
Brady, Mary Ellen	15
Casler, Carlton C.	14
Chambers, M. C. Buzz	17
Cicino, Monte	35
Clauretie, Terrence M.	34
Clayton, Jim	32
Eastlick, Harry V.	14
Eichholtz, Piet	32
Estes, Edwin Jr	15
Evans, Michelle L.	21
Fields, Linda J.	19
Fesler, John	15
Fraser, Marge A.	18
Geltner, David M.	32
Geschwender, Arlyne	14
Gillett, Thomas E.	18
Glickman, James A.	41
Goeters, Joseph E.	34
Gordon, Ted H.	16
Grogan, D.L.	17
Hamilton, Dan	29
Herd, Robert L.	16
Irlander, Sam	17
Jacobus, Charles J.	12, 13, 18, 20, 22, 33, 36
Mangum, E. Thomas	20
McKenzie, Dennis J.	15
Miller, Norman G.	32
Pinkowish, Thomas J.	36
Sirmans, G. Stacy	34
Southstone, Bruce A.	16
Spada, Marcia Darvin	19, 24
Weathersby, Melissa	21, 22



Contact Directory

Real Estate Education
800-532-7649

Partnerships
404-476-3402

Publishing
855-733-7239



Your Future Starts Here.

Created for success. **Convenient for busy lives.**

Real Estate, Home Inspection and Appraisal Education



MbitionToLearn.com • 404-476-3402

031721