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Megan Dorsey Kathryn Haupt

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California Real Estate Practice serves as the foundation of the real estate practice course required by the California Department of Real Estate. It provides an overview of the practical, day-to-day aspects of the real estate business. An excellent reference book for the real estate professional, California Real Estate Practice explains the latest real estate laws, regulations, and business practices in clear and easy-to-follow language. It teaches the essential skills that California real estate agents must master, including: working with clients, pricing property, complying with fair housing laws, filling out necessary agreements, handling offers and counteroffers, prequalifying buyers, and guiding transactions through the closing process. This textbook offers a wide variety of study aids, including examples of forms and worksheets, chapter outlines and summaries, quizzes with explanations, and a glossary with hundreds of real estate terms. An excellent reference tool for the real estate professional, California Practice explains difficult concepts in language that is clear and easy to understand. This mailed publishers packet contains the access codes necessary for continued access to the publisher's website to read the textbook, take interactive quizzes, and many other resources (not just a one time download). This is the access required by most California colleges such as Orange Coast College, Irvine Valley College, and many real estate companies.

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