

Table of Contents

| | |
|--|----|
| Section 1: The Business of Real Estate | |
| Fast Facts 1..... | 1 |
| Test 1..... | 3 |
| Section 2: The Nature of Real Property | |
| Fast Facts 2..... | 11 |
| Test 2..... | 13 |
| Section 3: Ownership of Real Estate | |
| Fast Facts 3..... | 21 |
| Test 3..... | 23 |
| Section 4: Transferring Real Estate | |
| Fast Facts 4..... | 29 |
| Test 4..... | 33 |
| Section 5: Encumbrances | |
| Fast Facts 5..... | 43 |
| Test 5..... | 45 |
| Section 6: Law of Agency | |
| Fast Facts 6..... | 55 |
| Test 6..... | 57 |
| Section 7: Contracts | |
| Fast Facts 7..... | 69 |
| Test 7..... | 71 |
| Section 8: Financing Real Estate | |
| Fast Facts 8..... | 77 |
| Test 8..... | 83 |

Table of Contents

Section 9: Government-Sponsored and Other Financing

| | |
|-------------------|-----|
| Fast Facts 9..... | 107 |
| Test 9..... | 109 |

Section 10: Escrow and Title Insurance

| | |
|--------------------|-----|
| Fast Facts 10..... | 115 |
| Test 10..... | 117 |

Section 11: Real Estate Taxation

| | |
|--------------------|-----|
| Fast Facts 11..... | 125 |
| Test 11..... | 127 |

Section 12: Landlord and Tenant

| | |
|--------------------|-----|
| Fast Facts 12..... | 139 |
| Test 12..... | 141 |

Section 13: Real Estate Appraisal

| | |
|--------------------|-----|
| Fast Facts 13..... | 145 |
| Test 13..... | 149 |

Section 14: Residential Design and Construction

| | |
|--------------------|-----|
| Fast Facts 14..... | 167 |
| Test 14..... | 169 |

Section 15: Government Control of Land Use

| | |
|--------------------|-----|
| Fast Facts 15..... | 177 |
| Test 15..... | 179 |

Section 16: Real Estate Math

| | |
|--------------------|-----|
| Fast Facts 16..... | 191 |
| Test 16..... | 195 |

Appendix

| | |
|---|-----|
| Real Estate Purchase Contract and Receipt for Deposit (Example)..... | 221 |
| Real Estate Purchase Contract and Receipt for Deposit (Questions) | 223 |

| | |
|-------------------------------|-----|
| Salesperson's Practice Test 1 | |
| Questions | 227 |
| Answers | 251 |
| Salesperson's Practice Test 2 | |
| Questions | 263 |
| Answers | 287 |
| Salesperson's Practice Test 3 | |
| Questions | 301 |
| Answers | 325 |
| Salesperson's Practice Test 4 | |
| Questions | 337 |
| Answers | 361 |
| Salesperson's Practice Test 5 | |
| Questions | 375 |
| Answers | 401 |
| Salesperson's Update | |
| New Questions | 415 |