

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