

Principles of Real Estate Practice

By Stephen Mettling, David Cusic

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Principles of Real Estate Practice is a modern learning tool for the student preparing to enter the real estate business as a licensed professional. The textbook contains the essentials of real estate principles, law, and practices taught in real estate schools and colleges across the country, including all those fundamentals that real estate educators, practicing professionals, national testing services, and state licensing officials agree are necessary for basic competence. Principles of Real Estate Practice covers the national requirements for the initial 30-90+ hours of classroom study, or its equivalent, mandated by state license laws across the country.


Principles of Real Estate Practice is tailored to the needs of the pre-license student. Its examples and exercises are grounded in the authors' fifty combined years in real estate education. The textbook is designed to

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Editorial Review About the Author

For over forty years, Stephen Mettling and David Cusic, PhD, have operated Performance Programs Company, one of the nation's most successful custom training organizations specializing in real estate program development. Mr. Mettling and Dr. Cusic have jointly written over 100 books, courses, and custom programs in all facets of real estate for some of the country's largest organizations including the National Association of Realtors® and its many Institutes.

Mr. Mettling has also served as vice president and author for the country's largest real estate training and publishing organization. Under various capacities, he has managed the acquisition, development, and sale of national real estate textbooks and publications, as well as directed the country's largest affiliated group of real estate schools.

Dr. Cusic, an author and educator with international real estate training experience, has been engaged in vocation-oriented education since 1966. Specializing in real estate training since 1983, he has developed numerous real estate training programs for corporate and institutional clients around the country.

Users Review From reader reviews:

Sandy Gonsalves: This book untitled Principles of Real Estate Practice to be one of several books this best seller in this year, this is because when you read this e-book you can get a lot of benefit upon it. You will easily to buy this book in the book shop or you can order it by means of online. The publisher of this book sells the e-book too. It makes you easier to read this book, because you can read this book in your Smartphone. So there is no reason for your requirements to past this guide from your list.

David Miller: Playing with family in the park, coming to see the coastal world or hanging out with good friends is thing that usually you will have done when you have spare time, and then why you don't try point that really opposite from that. One activity that make you not experience tired but still relaxing, trilling like on roller coaster you have been ride on and with addition associated with. Even you love Principles of Real Estate Practice, you are able to enjoy both. It is very good combination right, you still want to miss it? What kind of hangout type is it? Oh come on its mind hangout men. What? Still don't buy it, oh come on its named reading friends.

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