

32ND EDITION

FLORIDA

Sales Associate Prelicensing Key Point Review Audio CDs



A QUICK REVIEW OF THE CRAWFORD CLASSIC
FLORIDA REAL ESTATE PRINCIPLES, PRACTICES & LAW

Dearborn
Real Estate Education

Sales Associate Prelicensing Key Point Review Audio CDs

Disc One:

1. The Real Estate Business
2. License Law and Qualifications for Licensure
3. License Law and Administration
4. Brokerage Relationships and Ethics
5. Real Estate Brokerage Operations
6. Complaints, Violations, and Penalties
7. Federal and State Housing Laws
8. Property Rights: Estates, Tenancies, and Multiple Ownership Interests

Disc Two:

1. Titles, Deeds, and Ownership Restrictions
2. Legal Descriptions
3. Real Estate Contracts
4. Real Estate Finance
5. The Mortgage Market
6. Computations and Title Closing
7. Estimating Real Property Value
8. Product Knowledge
9. Real Estate Investment Analysis and Business Opportunity Brokerage
10. Taxes Affecting Real Estate
11. The Real Estate Market
12. Planning and Zoning