

Real Estate Principles

Chapter 1: An Introduction to Real Estate

- The Real Estate Industry
- Real Estate Transactions
- Real Estate Brokerage
- Real Estate as a Career
- Real Estate and the Law

Chapter 2: The Nature of Real Property

- Types of Property
- Elements of Real Property
- Appurtenances
 - Air Rights
 - Water Rights
 - Solid Mineral Rights
 - Oil and Gas Rights
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- Attachments
 - Natural Attachments
 - Man-made Attachments: Fixtures
 - Annexation and Severance
 - Distinguishing Fixtures from Personal Property
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- Characteristics of Real Property
 - Physical Characteristics
 - Economic Characteristics
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 - Adverse Possession
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 - Consideration
 - The Writing Requirement
- Legal Status of Contracts
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 - Remedies for Default
 - Reasons for Using a Land Contract
- Leases
 - Requirements for a Valid Lease
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- Introduction to Agency
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- The Legal Effects of Agency
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- Real Estate Agency Relationships
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 - Types of Agency Relationships
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Chapter 10: Regulation of the Real Estate Profession

- Real Estate Licensing
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- Loan Application and Underwriting
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- Methods of Appraisal
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 - IRA Withdrawals
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 - Deductibility of Points and Other Loan Costs
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- The Civil Rights Act of 1964
- The Federal Fair Housing Act
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- Federal Fair Lending Laws
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 - The Role of the Architect
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- Solving Math Problems
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 - Solving Percentage Problems
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- Tax Assessment Problems
- Seller's Net Problems
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 - Rent Prorations
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