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Florida Real Estate Principles, Practices & Law Dearborn Real Estate *This Florida real estate principles text provides up-to-date, state-specific information. Updated annually with the latest developments in Florida real estate law, this text should be a prelicensing staple for real estate students that effectively combines legal and practical aspects of Florida real estate laws and practices for prospectives salespersons.* **Florida Real Estate Principles, Practices and Law** Dearborn Real Estate Education **Florida Real Estate Exam Manual for Sales Associates and Brokers** Dearborn Real Estate Education *This exclusive travel guide guides the visitor through the most incredible activities to be found in Shanghai: savour the food of world-class chefs in Asia's most romantic two-seater salon; eat at the best holes-in-the-walls and discover local street food haunts; find the best tailors and quality cashmere, satins and brocades by the yard; expert* **Florida Real Estate License Exam Prep: All-in-One Review and Testing to Pass Florida's Real Estate Exam** Performance Programs Company *Features of Florida Real Estate License Exam Prep (FL-RELEP): - Florida Practices & Law Key Point Review in the same 19 sections as the FREC 1 prelicense course (80 pages) - Real Estate Math Key Formula Review & Practice (20 pages) - 20 Practice Tests (575 questions with explanations also in FREC 1 order) - Florida License Exam Simulation (100 questions with explanations) We know the real estate licensing exam can be tough, and very nerve-wracking to prepare for. That's why we created the Florida Real Estate License*

Exam Prep (FL-RELEP) the way we did. Since we have been managing real estate schools and developing curriculum for forty years, we know how all this works - or fails to work. First, FL-RELEP is comprehensive. It contains both extensive content review as well as testing practice. And the text review, unlike most competing books, is Florida-specific - not just simplistic national content, but terse, relevant and accurate state and national laws and regulations presented as a set of 'key point reviews' ideal for pre-test memorization. FL-RELEP precisely follows the official 50+ page Florida syllabus topic by topic in the correct ordered sequence. Consequently, the material serves as a more user-friendly review for students who have taken pre-license courses throughout Florida containing this required content and organization. FL-RELEP's key point reviews are a succinct compression of tested national principles and practices drawn from our own Florida textbook, Principles of Real Estate Practice in Florida - one of the most widely used principles textbooks in Florida. Finally, our review content and question selection is tailored to follow the state testing outline promulgated by the state of Florida. A word about the tests. The FL-RELEP's test questions are designed to cover the content covered by the law reviews - which reinforces your learning of the total body of information tested by the state of Florida. The questions are direct, to the point, and designed to test your understanding. When you have completed a given test, you can check your answers against the answer key in the appendix. You may also note that each question's answer is accompanied by a brief explanation to further reinforce your understanding. In the end, as you know, it's all up to you. Unlike other publications, we are not going to tell you that using this book will guarantee that you pass the Florida state exam. It still takes hard work and study to pass. But we have done our best here to get you ready. Following that, the most we can do is wish you the best of success in taking and passing your Florida exam. So good luck!!

Florida Real Estate Principles, Practices & Law South-Western Pub *Passing the Florida real estate exam is the ultimate goal, but first all pre-license real estate salespeople must understand Florida real estate practices and law. This groundbreaking new real estate text is designed to give students a solid understanding of current Florida real estate in a simple "plain English" approach. The non-technical content is reinforced by key terms, chapter summaries and extensive review questions along with "Coaching Tips" and "Math Buster" features that enable students to confidently and easily master the content. Passing the Florida real estate exam is the ultimate goal, but first all pre-license real estate salespeople must understand Florida real estate practices and law. This groundbreaking new real estate text is designed to give students a solid understanding of current Florida real estate in a simple "plain English" approach. The non-technical content is reinforced by key terms, chapter summaries and extensive review questions along with "Coaching Tips" and "Math Buster" features that enable students to confidently and easily master the content.*

Florida Real Estate Broker's Guide Dearborn Real Estate *Going beyond the principles and practices students have already learned, this new edition explores the skills necessary for building and managing a successful real estate brokerage. Based on the revised FREC broker course syllabus, Florida Real Estate Broker's Guide provides a complete source for your broker prelicensing curriculum. Highlights*

include: * Four new case studies prepare students for realworld practice. * Timely, comprehensive coverage of all course topics makes supplemental material unnecessary. * Web resources encourage students to explore key topics. * Free Instructor Resource Guide includes chapter outlines, matching exercises, vocabulary lists and two practice exams. **Florida Real Estate Principles, Practices, and Law** Kaplan Publishing **Principles of Real Estate Practice 6th Edition** Performance Programs Company *Principles of Real Estate Practice* by Mettling and Cusic 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 law, principles, 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. The textbook is designed to make it easy for students to learn the material -prepare students for numerous career applications -stress practical, rather than theoretical, skills and knowledge. It is more streamlined, direct and to-the-point than other books. It includes more learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' fifty combined years in real estate education. Table of Contents of the 6th Edition The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Real Estate Leases Land Use Planning and Control Legal Descriptions Real Estate Contract Law Agency Listing Agreements The Brokerage Business Contracts for the Sale of Real Estate Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Real Estate Licensing and Regulation Risk Management Property Management Real Estate Mathematics and Formulas Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index Note: For some states, we have state-specific versions of *Principles of Real Estate Practice*. We also publish the Real Estate License Exam Prep (RELEP) Series of exam prep books. **Florida Real Estate Principles, Practices and Law** Dearborn Real Estate Education This annually updated text provides the most current information on Florida real estate laws and practices for prospective salespersons. **Bienes Raices** Dearborn Real Estate Realtors' newest learning tool provides Spanish translations to more than 800 real estate terms and definitions. This compact, easy-to-use dictionary will help readers pass their real estate course and licensing exam, get started in their real estate career, buy a house, and much more. **Florida Real Estate Principles, Practices, and Law** Dearborn Real Estate Education Dearborn's "Practice and Law" supplements are the premier source for current and detailed information about state real estate license laws and regulations. These state specific supplements work in conjunction with any of Dearborn's best selling principles texts, including: "Modern Real Estate Practice, Real Estate Fundamentals, or "Mastering Real Estate Principles. **Florida Condominium and Community Association Law**

LexisNexis Florida Condominium and Community Association Law, Fourth Edition, provides a comprehensive treatment of current legal practice, including a detailed review of timeshare condominiums, alternative dispute resolution, association concerns, forms and procedures from the Division of Florida Land Sales, Condominiums, and Mobile Homes, as well as information concerning homeowners' associations and ancillary matters. Highlights of the Fourth Edition include: Updated case law, statutes, and rules and regulations. New Forms Hot Topics: Discussion of the fundamental changes that the 2017 Florida Legislature made to the arbitration program under the Condominium Act, F.S. Chapter 718. Discussion of the 2017 Florida Legislature's substantial amendments to F.S. 718.116(8) as it relates to assessments, liability, lien and priority, interest, and collection. Discussion of the new electronic posting requirement of the powers and duties of condominium associations under F.S. 718.111(g). Discussion of 2017 Florida Legislature's creation of criminal penalties and removal from office of condominium association directors and officers under F.S. 718.111(d). Discussion of the new conflict of interest provisions under the Condominium Act, F.S. Chapter 718. The 2017 Florida Legislature's response to *Tropicana Condominium Ass'n, Inc v. Tropical Condominium, LLC*, 208 So.3d 755 (Fla. 3d DCA 2016), enacting F.S. 718.117(21), which contains a statement of legislative public policy applying the statute to all condominiums in existence on or after July 1, 2007. Discussion of the 2017 Florida Legislature's expansion of jurisdiction of the Division of Florida Condominiums, Timeshares and Mobile Homes. Discussion of the 2017 Florida Legislature's expansion of Ombudsman's powers. Discussion of estoppel certificates under the Homeowners' Association Act, including the new Estoppel Certificate form under F.S. 720.30851. **Florida Real Estate Principles, Practices & Law** Dearborn Trade Publishing **Land Use Law in Florida** Routledge *Land Use Law in Florida* presents an in-depth analysis of land use law common to many states across the United States, using Florida cases and statutes as examples. Florida case law is an important course of study for planners, as the state has its own legal framework that governs how people may use land, with regulation that has evolved to include state-directed urban and regional planning. The book addresses issues in a case format, including planning, land development regulation, property rights, real estate development and land use, transportation, and environmental regulation. Each chapter summarizes the rules that a reader should draw from the cases, making it useful as a reference for practicing professionals and as a teaching tool for planning students who do not have experience in reading law. This text is invaluable for attorneys; professional planners; environmental, property rights, and neighborhood activists; and local government employees who need to understand the rules that govern how property owners may use land in Florida and around the country. **Florida Administrative Practice** LexisNexis Florida Administrative Practice, Thirteenth Edition is the only practice manual to provide an in-depth discussion of the procedural aspects of Florida administrative litigation. The Administrative Procedure Act is a dynamic area of the law, and the new Thirteenth Edition brings you up-to-date with the most recent developments in this area, including: Updated rules, statutes, and recent case law—including the complete Uniform Rules of Procedure and the Administrative Procedure Act—and removal of obsolete material. New material related to the

COVID-19 pandemic; de novo review under new Art. V, §21, of the Florida Constitution; reinstatement of licenses; final orders; the Florida Fish and Wildlife Commission; record requirements on appeal; and electronic notarizations. Rewrites of sections on Procedural Due Process, procurement specifications, and judicial review under F.S. 120.68. Updated material on administrative searches and seizures, evidence, Certificates of Need, and Requests for Technical Advice. Elaboration on rule challenges, hearsay evidence, hearing denial, licensure requirements, agency investigation, emergency orders, environmental permitting, mediation, environmental enforcement mechanisms, water management districts, comprehensive planning, exhaustion of remedies, and mootness. Clarification of terms and case descriptions. In addition, the manual explores other areas of substantive law where administrative procedures predominate, including environmental and land use law and certificates of need determinations. With extensive case law and statute references, as well as an appendix featuring the full text of the APA with tracing and conversion tables, this reference will be a valuable addition to the library of experienced administrative law practitioners and those needing a trustworthy guide through this complex area of law. **Real Estate Math**

Express Rapid Review and Practice with Essential License Exam

Calculations Performance Programs Company Real Estate Math Express is a concise, easy-to-study test preparation guide to help real estate students improve their real estate math scores to pass the state licensing test. The primary feature of Real Estate Math Express is that it contains all necessary formulas and practice questions in 70+ pages. This enables you to truly cram for the math portion of your state's licensure test, memorize key formulas, and walk into the exam site having all the essential material in your short-term memory! So, if you want a truly rapid review resource, Real Estate Math Express is for you. No frills, no lengthy explanations.....just key formulas, definitions, corresponding examples and practice questions. Real Estate Math Express can be broken down into 3 major parts: Math Formulary Math Questions Answer Key The math formulary is the section that introduces each major real estate math topic and its corresponding formula(s). Real Estate Math Express covers numerous topics ranging from basic math to capitalization rates to prorations and finally to closing cost calculations. Once the math formulas have been mastered, there are over 110 sample questions for you to practice with. Each question has both an answer and an explanation of the correct answer at the end of the book. For additional real estate licensing materials, please check out our Principles of Real Estate Practice and Real Estate License Exam Prep (RELEP) Series. **Principles of Real Estate Practice in Texas: 2nd Edition**

Performance Programs Company Principles of Real Estate Practice in Texas contains the essentials of the national and Texas real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Texas license law for Principles I & II. It is based on our highly successful and popular national publication, Principles of Real Estate Practice, which is in use in real estate schools nationwide. The text is tailored to the needs of the pre-license student. It is designed to - make it easy for students to learn the material and pass their real estate exam - prepare students for numerous career applications - stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in

Texas is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education. For students looking for a Texas-specific exam prep book, we also publish *Texas Real Estate License Exam Prep* **Florida Real Estate Principles, Practices & Law** Dearborn Real Estate **Florida Post-Licensing Education for Real Estate Salespersons** Dearborn Real Estate **Florida Real Estate Principles, Practice and Law** This annually updated text has trained more real estate professionals in Florida than any other guide. It provides the most current information on Florida real estate laws and practices for prospective salespersons. Features expert coverage of agency law, Florida license law, and exam content. Key terms, core concepts and math examples are highlighted. Anyone in the real estate business in Florida needs this reference, as can anyone buying real estate in Florida. **Asset Protection in Florida** LexisNexis *Asset Protection in Florida* covers all facets of asset preservation for Florida residents. The Fourth Edition manual provides comprehensive analysis of the many steps available to protect assets from creditors' claims, both during your lifetime and at death. Among the many topics covered are homestead, trusts (both domestic and offshore), business planning, planning for dissolution of marriage, protection of retirement and education accounts, and the ethical aspects of advising clients on asset protection issues. Bankruptcy issues and tax planning are prominently featured throughout the text. The eBook versions of this title feature links to Lexis Advance for further legal research options. **Model Rules of Professional Conduct** American Bar Association *The Model Rules of Professional Conduct* provides an up-to-date resource for information on legal ethics. Federal, state and local courts in all jurisdictions look to the Rules for guidance in solving lawyer malpractice cases, disciplinary actions, disqualification issues, sanctions questions and much more. In this volume, black-letter Rules of Professional Conduct are followed by numbered Comments that explain each Rule's purpose and provide suggestions for its practical application. The Rules will help you identify proper conduct in a variety of given situations, review those instances where discretionary action is possible, and define the nature of the relationship between you and your clients, colleagues and the courts. **Florida Real Estate Sales Associate Pre-License Course (13th Edition)** *Textbook for the Florida Real Estate Sales Associate Pre-License course.* **Foreclosures in Florida** LexisNexis *Foreclosures in Florida, 2nd Edition* provides comprehensive coverage of the law as well as the legal strategies for lenders and borrowers embroiled in litigation. The title features a detailed examination of foreclosure procedures from the inception of default all the way to the impact of foreclosure appeals by compiling an analysis of the practical consideration, the legal principles and the hundreds of Florida decisions that govern the foreclosure process. Other features include: • A breakdown & analysis of pre-trial issues Includes dozens of forms • An overview of the current foreclosure crisis • The latest developments concerning mortgage fraud • Legal strategies for borrowers including extensive treatment of lender liability laws • Highlights differences among Florida courts in such areas as defaults, receiverships, objections to foreclosure sales & motions for deficiency • Provided an unparalleled examination of the law and strategies for deficiency judgments,

including an analysis of the rarely considered right to trial by jury • Presents the mechanics and case law governing foreclosure sales and the issuance of title, as well as the framework for objections to sale The eBook versions of this title feature links to Lexis Advance for further legal research options. **Salesman Review Outline Florida Real Estate Principles, Practices and Law** Dearborn Real Estate Education Company **Florida Real Property Law (Bluebook)** LexisNexis Brought to you through a collaboration between LexisNexis and the Florida Bar Legal Publications, this affordable, practice-enhancing single volume provides targeted, authoritative coverage of real property law in Florida - both the legislative and analytical content you need to succeed in practice. The Bluebook contains relevant state statutes and regulations addressing conveyances, recording, foreclosure, easements, title insurance, and homeowners' associations, as well as professional qualifications of real estate brokers, sales agents, appraisers and home inspectors. Practice material covers topics such as the pandemic and real property law, protecting tenants in foreclosure, mortgage fraud, and much more. **Real Estate Principles: A Value Approach** McGraw-Hill Education *Real Estate Principles: A Value Approach* demonstrates how value is central to virtually all real estate decision-making. Students using Ling and Archer should finish the course with a value-oriented framework and a set of valuation and decision making tools that can be applied in a variety of real-world situations. The key to making sound investment decision is to understand how property values are created, maintained, increased or destroyed. Since the launch of *Real Estate Principles: A Value Approach*, significant and lasting changes have come upon the world of real estate. This is very true in real estate finance and capital sources where most of the traditional lenders have been transformed or displaced, giving way to a radically different set of players in mortgage finance. There has been change with profound and far-reaching implications in a world where it is understandable that property values can go down as well as up. This realization will color every aspect of real estate investment, finance and transactions for the foreseeable future. **2021 Florida Real Estate Exam Prep Questions, Answers & Explanations Study Guide to Passing the Sales Associate Real Estate License Exam Effortlessly** Real Estate Exam Professionals, Ltd. *Pass the 2021 Florida Real Estate Sales Associate Exam effortlessly on your 1st try with exam questions, answers and explanations. In this simple course not only will you learn to pass the state licensing exam, you will also learn: - How to study for the FL exam quickly and effectively. - Secrets to Passing the Real Estate Exam even if you do not know the answer to a question. - How to tackle hard real estate MATH questions with ease and eliminate your fears. - Tips and Tricks from Real Estate Professionals, professional exam writers and exam proctors. It will also answer questions like: - Do I need other course materials from companies like Allied Real Estate School? How about Anthony Real Estate School or Kaplan Real Estate School? Are they even good schools to attend? - What kinds of questions are on the Florida Real Estate License Exam? - Should I use the FL Real Estate License Exams for Dummies Book? This Real Estate Study Guide contains over 1200+ real estate exam questions and answers with full explanations. It includes a real estate MATH ONLY portion, a real estate vocabulary exam as well as the Florida state exam questions and answers. You will receive questions and answers that are similar to*

those on the Florida Department of Real Estate Exam You deserve the BEST real estate test prep program there is to prepare you to pass, and it gets no better than this. The Florida Real Estate Sales Associate Exam is one of the hardest state exam to pass in the United States. We have compiled this simple exam cram book that quickly and easily prepares you to take your state licensing exam and pass it on the 1st try. Our Real Estate Exam Review is designed to help you pass the real estate exam in the quickest, easiest and most efficient manner possible. Throw away your real estate course test books and class notes, this is all you need to pass! **Principles of Real Estate Practice in Mississippi** Performance Programs Company Features of Principles of Real Estate Practice in Mississippi: Principles of Real Estate Practice in Mississippi contains the essentials of the national and Mississippi real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Mississippi license law. It is based on our highly successful and popular national publication, Principles of Real Estate Practice, which is in use in real estate schools nationwide. The text is tailored to the needs of the prelicense student. It is designed to make it easy for students to learn the material and pass their real estate exam prepare students for numerous career applications stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Mississippi is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education. Principles of Real Estate Practice in Mississippi Table of Contents The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Leasing Essentials Land Use Planning and Control Legal Descriptions Fundamentals of Contract Law National Agency Listing Agreements: An Overview General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Overview of Licensing and Regulation Risk Management Property Management The Mississippi Real Estate Commission Mississippi Licensing Requirements Mississippi Property Condition Disclosures Mississippi Agency and Agency Disclosure Regulation of Mississippi Brokerage Practice Other Mississippi Laws and Practices Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index **Market Analysis for Real Estate Concepts and Applications in Valuation and Highest and Best Use** Appraisal Inst **Principles of Real Estate Practice in Maryland: 1st Edition** Performance Programs Company Principles of Real Estate Practice in Maryland contains the essentials of the national and Maryland real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Maryland license law. It is based on our highly successful and popular national publication, Principles of Real Estate Practice, which is in use in real estate schools nationwide. The text is tailored to the needs of the pre-license student. It is designed to - make it easy for students to learn the material and pass their real estate exam - prepare students for numerous career applications - stress practical, rather than theoretical, skills and knowledge. Principles of Real Estate Practice in Maryland is streamlined, direct and

to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded in the authors' many years in real estate education.

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For students looking for a Maryland exam prep book, we also publish Maryland Real Estate License Exam Prep.

Barron's Real Estate Exam Flash Cards A Guide to the Project Management Body of Knowledge (PMBOK® Guide) - Seventh Edition and The Standard for Project Management (BRAZILIAN PORTUGUESE)

Project Management Institute *PMBOK® Guide* is the go-to resource for project management practitioners. The project management profession has significantly evolved due to emerging technology, new approaches and rapid market changes. Reflecting this evolution, *The Standard for Project Management* enumerates 12 principles of project management and the *PMBOK® Guide & Seventh Edition* is structured around eight project performance domains. This edition is designed to address practitioners' current and future needs and to help them be more proactive, innovative and nimble in enabling desired project outcomes. This edition of the *PMBOK® Guide*:

- Reflects the full range of development approaches (predictive, adaptive, hybrid, etc.);
- Provides an entire section devoted to tailoring the development approach and processes;
- Includes an expanded list of models, methods, and artifacts;
- Focuses on not just delivering project outputs but also enabling outcomes; and
- Integrates with *PMI Standards+™* for information and standards application content based on project type, development approach, and industry sector.

Principles of Real Estate Practice in North Carolina: 2nd Edition Update

Performance Programs Company *Principles of Real Estate Practice in North Carolina* contains the essentials of the national and North Carolina real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by North Carolina license law. It is based on our highly successful and popular national publication, *Principles of Real Estate Practice*, which is in use in real estate schools nationwide. The text is tailored to the needs of the pre-license student. It is designed to make it easy for students to learn the material and pass their real estate exam - prepare students for numerous career applications - stress practical, rather than theoretical, skills and knowledge. *Principles of Real Estate Practice in North Carolina* is streamlined, direct and to-the-point. It includes multiple learning reinforcements. It has a student-oriented organization, both within each chapter and from chapter to chapter. Its examples and exercises are grounded

in the authors' many years in real estate education. Table of Contents The Real Estate Business Rights in Real Estate Interests and Estates Ownership Encumbrances and Liens Transferring and Recording Title to Real Estate Leasing Essentials Land Use Planning and Control Legal Descriptions Fundamentals of Contract Law National Agency Listing Agreements: An Overview General Brokerage Practices Overview of Conveyance Contracts Real Estate Market Economics Appraising and Estimating Market Value Real Estate Finance Real Estate Investment Real Estate Taxation Professional Practices Closings Overview of Licensing and Regulation Risk Management Property Management North Carolina License Regulation North Carolina License Requirements North Carolina License Status, Violations, & Discipline North Carolina Agency Relationships North Carolina Brokerage Practice Regulation North Carolina Sales Contracts North Carolina Property Management Property Insurance Other North Carolina Laws & Practices Real Estate Mathematics and Formulas Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index **Real Estate Math What You Need to Know California Real Estate Principles** Dearborn Real Estate Completely revised and thoroughly comprehensive, this is the brand new edition of the state's premier real estate licensing manual! Ideal for home study or classroom, for the prospective real estate broker or salesperson, for anyone seeking a solid foundation for building or maintaining a successful career! Book jacket. **It's Only an Opinion: An Appraiser in Court** This book explains, "what an appraiser thinks about when his client is the court." It is based on real world experiences that are interesting to appraisers, attorneys and businessmen. The stories are also interesting to the general public who usually don't have to think about the meaning of the value of something. The most likely market for the book consists of the 50,000 or more commercial real estate appraisers and business appraisers working here and in other countries that follow our general models for valuation, the thousands of attorneys in eminent domain condemnation or real estate practice, bond financing, estates and tax who have to rely on appraisers, people and companies whose property is being taken under eminent domain, and the tens of thousands of people who find themselves in court because the value of something is an issue. Most of author Hank Wise's work has been as an expert witness in civil cases wherein the critical issue to be decided is 'what is it worth?' His clients include the U.S. Department of Justice, states, cities, counties, and many national and regional law firms. He appraised the Everglades and Big Cypress, tourist attraction caves, wells, mountains, air rights, mineral rights, even when all parties agreed that there were no minerals, as well as the usual panoply of shopping centers, apartments, office buildings and other commercial real estate properties. He also is a business appraiser, and has appraised privately held companies, fractional interests, limited partnerships and tenancies in common. His book, *It's Only An Opinion: An Appraiser in Court*, uses interesting and unusual cases to illustrate the appraisal process and the reasoning that makes an appraisal credible. **INTERESTING BACK STORY** The abrupt collapse of real estate mortgage values beginning in 2008 lead to a five-year worldwide recession. This near failure of the banking system substantially increased the public's awareness about the importance of understanding what an appraiser thinks or does. Mr. Wise's career as an expert witness provides interesting anecdotes that gave him a chance to

*generally illustrate the foundations of value in the economy. **Florida Real Estate Sales Associate Pre-License Course (2018-2019) Florida Real Estate Exam Manual: For Sales Associates & Brokers, 32nd Edition** Kaplan Publishing Updated annually with Florida Real Estate Principles, Practices & Law, the purpose of this book is to provide a framework for reviewing the subject areas on the required end-of-course exam and the license exam for prospective real estate licensees. It is designed to allow coverage of the subjects in a relatively short span of time and to offer thorough practice with examination questions.*