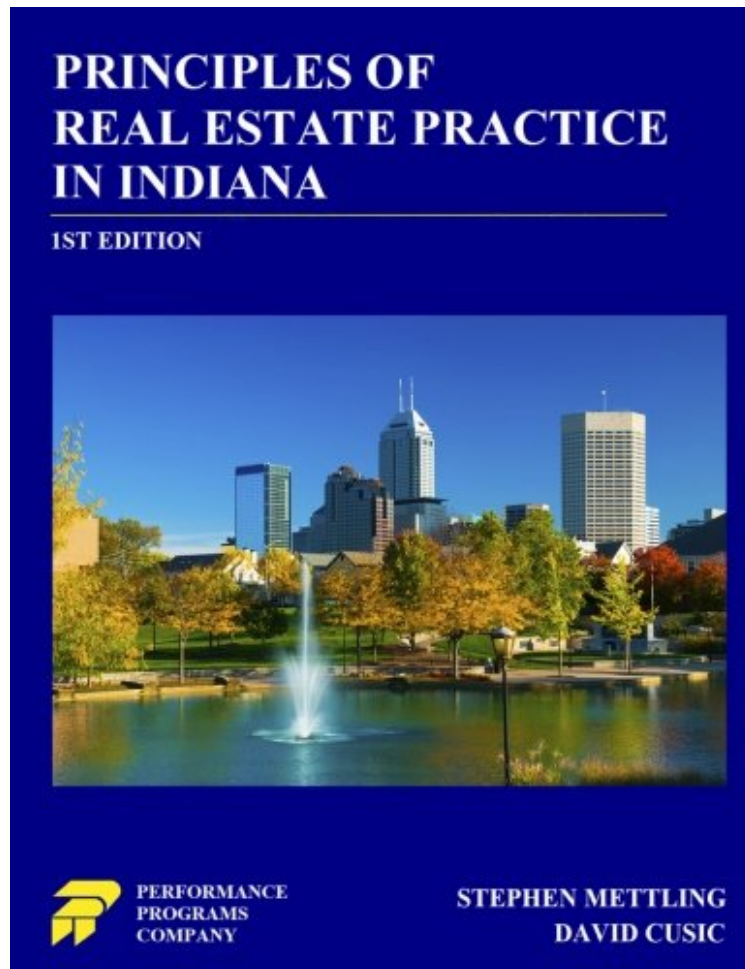


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Principles of Real Estate Practice in Indiana contains the essentials of the national and Indiana real estate law, principles, and practices necessary for basic competence as a real estate professional and as mandated by Indiana license law. It is 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 Indiana 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 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 Ethics: Laws and Practices Closings Real Estate Licensing and Regulation Risk Management Property Management The Indiana Regulatory Environment Acquiring An Indiana Real Estate License Maintaining An Indiana License Indiana Agency Relationships Indiana Brokerage Practice Regulation Office Administration Supervision Other Laws Affecting Indiana Practice Insurance, Warranties, Inspections Federal Income Tax Impacts Glossary of Residential Style and Construction Terms Glossary of General Real Estate Terms Index For Indiana students looking for an exam prep book to complement Principles of Real Estate Practice in Indiana, we have Indiana Real Estate License Exam Prep

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.