Real Estate
2020 Catalog

Your future starts here.
Directory

Mbition Corporate:
866-806-9900

Real Estate Partnerships:
404-476-3402

Real Estate Education:
800-532-7649

Publishing Orders/Inquiries:
855-733-7239

Table of Contents

Overview
3 | Real Estate Education
4 | Mbition Learning Advantages
5 | Partnership Opportunities
6 | Partner Resources

Real Estate
9 | National Footprint
11 | Online Pre-licensing Education
12 | Pre-licensing Textbooks
24 | Exam Prep
25 | Exam Prep Textbooks
26 | Online Post Licensing Education
27 | Online Broker Pre-licensing Education
28 | Online Continuing Education
29 | Continuing Education Textbooks
30 | Online Professional Development Education
31 | Professional Development Textbooks
32 | Online Commercial Education
33 | Commercial Textbook
34 | Higher Education Textbooks

Appraisal
41 | National Footprint
42 | Online Qualifying Education
44 | Qualifying Textbook
45 | Online Continuing Education

Home Inspection
47 | About AHIT
48 | Live Classroom & Field Training
49 | Online Training
50 | Textbook
51 | Additional Education
52 | Online Commercial Inspection Education

53 | Index
Real Estate Education.

Created for success. Convenient for busy lives.

Mission
Mbition, formerly OnCourse Learning Real Estate, helps both professionals and companies navigate regulatory training, certification and compliance requirements. Utilizing real world professionals, subject matter experts and leading instructional designers, Mbition is focused on providing learners with the most current and comprehensive curriculum in relevant and easy-to-understand formats. We help people get started and succeed in their chosen professions and we help our partners grow their business.

About Us
Mbition is the industry-leading resource for licensing and continuing education for real estate, appraisal and home inspection professionals and organizations. We have helped more than 750,000 people earn licenses, advance their careers, and even start new businesses. We provide access to convenient, cost-effective education resources.

Our Products and Services
Partner with Mbition to offer real estate, appraisal and home inspection education including:

- Real Estate, Appraisal and Home Inspection Licensing/Certification
- Continuing Education
- Exam Prep
- Broker Education
- Leadership Training
- Textbook and eBook Publishing
- Professional Development
- Custom Content Development

Trust our experience and expertise. With Mbition, you have access to 40+ years of experience as one of the industry’s best-in-class online education brands.
Online Real Estate Education

Our Advantages

24/7 Course Access
We value our students and understand that their time is precious. Our courses offer the convenience of being accessed online, anytime, anywhere.

Fully Approved
Our courses are approved by state regulatory agencies and ARELLO.

Personally-Paced Delivery
Our methodology, combined with our proprietary learning management system, creates courses to ensure each student can work at the pace best suited for their particular schedule and retention level.

Curriculum Designed for Student Success
Mbition is committed to providing informative, useful and up-to-date content in our courses.

Our Methodology
Our courses are built using a scientific methodology focused on maximizing retention. Lessons are taught in small, digestible learning segments followed by content-related questions. The thoroughness of our unique methodology helps learners retain knowledge better.

Pass the First Time Guarantee
We have complete confidence in our education, exam prep and in our students. That is why all of our pre-license packages that contain our exam prep tool come with our Pass the First Time Guarantee. To qualify, students must:

LEARN: Complete an Mbition pre-licensing course with at least a score of 80% on all the in-course exams.

PREPARE: Use exam prep tool to prepare for the state licensing exam and complete at least 80% in their study plan progress and score 80% on their exam prep exams.

TEST: Take the state exam within 6 months of completing the Mbition pre-licensing course and their exam prep study plan.

REFUND: If they do not pass their first state exam attempt and they meet the above criteria, Mbition will refund their state exam fee.
Partner with us.

Gain additional revenue by partnering with Mbition to offer online real estate, appraisal and home inspection courses as well as publishing products.

Stay ahead of the regulatory curve
Our subject matter and compliance experts monitor regulatory changes and routinely update course content as new legislation is passed. By partnering with Mbition, you’ll ensure your organization stays on top of industry standards and best practices.

Experts always at your side
When you partner with us, you’re backed by outstanding customer service and technical support. Your dedicated service and support team - account executives, customer care representatives, technical support professionals and administrative trainers - work with you every step of the way. And as your e-learning strategy evolves, we’ll be here to help guide your learning program to the next level.

Affiliate Partnerships
- Refer individuals to Mbition for real estate, appraisal, and home inspection education
- Mbition manages student administration and national and state compliance matters
- Flexible revenue share options to meet your business requirements
- Marketing support to help promote education products
- Best-in-class education and support
- Quick start-up time

Wholesale Partnerships
- Become an approved real estate education provider in the state(s) in which you are established
- Manage your own students
- Customize and bundle online course packages with the ability to include print products
- Manage and set your own online retail pricing strategy
- Robust reporting to assist with state-specific reporting needs
- Best-in-class education and support
Marketing tools and resources at your fingertips.

As a partner of Mbition you get so much more than online education solutions.

Attract new students, agents or members, promote courses and drive revenue with our ready-to-use marketing assets to help drive success.

1. Email Banners
   Get a variety of banners you can add to any email template.

2. Flyers
   Promote a new course, pre-license and continuing education.

3. Web Banners
   Advertise your courses on a variety of websites.

4. Resources
   Gain insights into enhancing your workforce, managing compliance and professional development solutions.
Real Estate
Online Education, Textbooks and Professional Development
Mbition National Footprint by State

Most Comprehensive Real Estate Education Coverage in America

Real Estate Education Offerings by State

<table>
<thead>
<tr>
<th>State</th>
<th>Sales Pre-licensing</th>
<th>Exam Prep</th>
<th>Post Licensing</th>
<th>Broker Pre-licensing</th>
<th>Continuing Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Alaska</td>
<td>X</td>
<td></td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Arizona</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Arkansas</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>California</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Colorado</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Connecticut</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delaware</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>District of Columbia</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Florida</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Georgia</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hawaii</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Idaho</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Illinois</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indiana</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Iowa</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kansas</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kentucky</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Louisiana</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maine</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maryland</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Massachusetts</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Michigan</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Minnesota</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mississippi</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Missouri</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Montana</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nebraska</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nevada</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Hampshire</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Jersey</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Mexico</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New York</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>North Carolina</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>North Dakota</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ohio</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oklahoma</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oregon</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rhode Island</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>South Carolina</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>South Dakota</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tennessee</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Texas</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Utah</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vermont</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Virginia</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Washington</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>West Virginia</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wisconsin</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wyoming</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Call Mbition to speak to a representative to learn more about our real estate solutions and partnerships.
Real Estate

Online Pre-licensing Education

Have confidence in Mbition for real estate pre-licensing education

You want students to have confidence in their education provider. You want to make sure courses will prepare them not only to pass the state exam, but also prepare them for success in their new real estate career. Partnering with Mbition to provide pre-licensing education will give students that confidence.

Our self-paced, online pre-licensing courses—coupled with our state-of-the-art learning management system and textbooks—meet the high standards set for both the course content and the student experience.

Courses written by experienced subject matter experts

Content presented in small pieces designed to maximize retention

Mbition offers a full online pre-licensing solution in the following states:

<table>
<thead>
<tr>
<th>Alabama</th>
<th>Missouri</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arkansas</td>
<td>Montana</td>
</tr>
<tr>
<td>California</td>
<td>Nevada</td>
</tr>
<tr>
<td>Colorado</td>
<td>New York</td>
</tr>
<tr>
<td>Florida</td>
<td>Oregon</td>
</tr>
<tr>
<td>Georgia</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Hawaii</td>
<td>Tennessee</td>
</tr>
<tr>
<td>Iowa</td>
<td>Texas</td>
</tr>
<tr>
<td>Kansas</td>
<td>Virginia</td>
</tr>
<tr>
<td>Louisiana</td>
<td>Washington</td>
</tr>
<tr>
<td>Michigan</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>Mississippi</td>
<td></td>
</tr>
</tbody>
</table>
Real Estate
Pre-licensing Textbooks

Real Estate Principles

By Charles Jacobus

Today’s real estate consumers are very unique. They grew up with technology and their speedy access to information drives consumer habits. The role of the real estate professional has progressed because of technology, as well as increased governmental regulations. With the evolution of the Consumer Financial Protection Bureau and continued emphasis on consumer protection, real estate professionals work in a changing and exciting world. This principles book was written to help today’s students become tomorrow’s professionals. It lays the foundation of the market giving readers the tools on which to base a successful career.

Highlights:

- Updated discussions of water rights, concurrent ownership, the Consumer Financial Protection Bureau, licensing laws, and data on real estate and the economy.
- Additional Study Material at the end of each chapter includes a vocab review of key terms, questions and problems to reinforce learning objectives, and additional readings for deeper research.
- Instructor resources for adopting schools include chapter outlines, teaching tips and a bank of test questions for classroom assessment.

Content

Real Estate: An Introduction to the Profession

By Charles J. Jacobus

Thousands of professionals like you have built their career on the foundation this popular principles book provides you—unlocking the key to your success in real estate. In this book you will learn about real estate brokerage, financing, contracts, closing, investment, fair housing, licensing, and rights and interests.

Updates include:

• Updated discussions of water rights, concurrent ownership, the Consumer Financial Protection Bureau, licensing laws, and the Code of Ethics.
• Additional Study Material for each chapter includes learning objectives and key terms, along with comprehensive chapter review questions in the appendix to reinforce those learning objectives.
• Instructor resources for adopting schools include chapter outlines, teaching tips and a bank of test questions for classroom assessment.

Content

Real Estate Principles & Practices
By Arlyne Geschwender

Organized around the natural flow and sequence of events in a real estate transaction, this text employs a realistic and practical approach to learning the basics of real estate. Students will appreciate Arlyne Geschwender’s friendly tone and accessible reading style. Recent changes in modern real estate law and practice have been incorporated in this revised edition, along with new forms and contracts.

Highlights
- Features wide margins and an open-faced layout that encourage note-taking
- Contains clear and concise definitions of concepts and terms
- Includes numerous examples to aid the novice student
- Highlights websites to encourage further research
- End-of-chapter review questions and discussion points help engage classroom discussions and promote real-world application

Content

Workbook - Real Estate Principles & Practices
By Arlyne Geschwender

Designed to supplement Arlyne Geschwender’s Real Estate Principles & Practices, this workbook delivers additional exercises to reinforce each lesson and practice exam questions for self-paced learning.

Highlights
- Complements Arlyne Geschwender’s Real Estate Principles & Practices so the exercises reinforce each corresponding lesson in the book
- Includes practice exams for students to test their readiness for the licensing exam

Content
Arizona Principles of Real Estate

By Harry V. Eastlick & Carlton C. Casler

Arizona Principles of Real Estate, 2nd Edition provides current and complete coverage of Arizona real estate pre-license requirements. The helpful graphics, key terms, chapter summaries, and extensive review questions give readers a solid understanding of current national and Arizona-specific real estate license laws and regulations. A self-study guide and practice exam help students prepare for the state exam with confidence.

Highlights
- Includes discussion of the TILA-RESPA Integrated Disclosure Rule (TRID)
- Provides user-friendly instruction
- Packed with helpful graphics
- Features a practice exam

Content

California Real Estate Principles

By Mary Ellen Brady, Edwin Estes Jr., & Dennis J. McKenzie

California Real Estate Principles is easy to understand, yet rigorous in reinforcing the terms and concepts necessary to pass the California real estate license exam. This edition has been updated to reflect California’s latest legislative changes. The authors have added fresh examples, new Student Learning Outcomes, and updated Reviewing Your Understanding questions throughout. Math has been moved out of the main text to the appendix, so students have a single place to look for all formulas and real estate math. This text contains everything you need to dive headfirst into your real estate career.

Highlights
- New disclosures chapter explores sellers’ and agents’ disclosure obligations, as well as supplemental statutory disclosures.
- Provides expanded discussion of the various listing agreements and reviews the latest version of the Residential Purchase Agreement.
- Includes updated information on the California license exam.

Content
California Real Estate Finance
By John Fesler and Mary Ellen Brady
In this highly practical real estate finance book, students will learn the impact of current financial markets on real estate transactions. While the primary focus is on real estate financing principles and practices in California, it also examines the latest developments in real estate financing, including the new national mortgage loan officer licensing laws.

Highlights
- Reflects the current status of the real estate financial market
- Gives readers an understanding of the various types of lenders, financing options, the mortgage process, and common mortgage problems

Content

California Real Estate Law: Text & Cases
By Ted H. Gordon
This definitive text provides a detailed and practical explanation of California real estate law with more than 230 case studies to enhance learning. New and recent updates to real estate laws in California are included, along with tips on how to apply the laws discussed. Charts, tables, and sample documents increase the readers’ understanding. End-of-chapter questions and two comprehensive sample tests with answers and rationale help to test mastery of concepts. Case citations and code sections are referenced where appropriate to allow further research.

Highlights
- Provides expanded coverage and detailed review of clauses commonly encountered in leases, deeds or trusts, sales agreements, and listing agreements.
- Focuses on two legal cases per chapter, showing how judges analyze and decide major areas of the law.
- Uses charts, diagrams, and sample documents extensively, allowing readers to visualize key points, conceptualize differences between similar legal concepts, and understand how legal documents offer protection.

Content
California Real Estate Practice
By Robert L. Herd & Bruce A. Southstone

Designed to be user-friendly for both instructors and students, this third edition of California Real Estate Practice includes current statute and code references, new and revised C.A.R. real estate forms, and extensive updates to all chapters and the glossary. Each chapter features tips on how to effectively start and successfully grow a real estate business into an immensely satisfying lifelong career.

Highlights
- Provides the latest forms and contracts available through the California Association of REALTORS®, as well as a detailed explanation of how to properly use them
- Explains the most effective ways of generating business and discusses in detail how to implement them
- Provides updated review questions throughout to reflect the current market conditions
- Updated online links have been added to glossary references

Content

California Mortgage Loan Origination & Lending
By D.L. Grogan & M.C. Buzz Chambers

California Mortgage Loan Origination & Lending provides a comprehensive overview of the loan process and discusses the mortgage loan business, exploring career opportunities in this competitive and dynamic industry. The authors lead readers through the challenging field of mortgage brokering, detailing the factors that affect credit scores, what to look for in appraisal reports, and six traits necessary for success in the profession. This 5th edition is updated to reflect the latest financial information and regulations, including the new NMLS license laws and practice test questions.

Highlights
- Includes laws enacted by state and federal lending regulators affecting loan originators, such as the TILA/RESPA Rule and the preliminary disclosure known as the Loan Estimate
- Up-to-date coverage of new industry requirements like the FNMA 1003 loan application form and new appraisal requirements to comply with URAR-FNMA 1005 form

Content
Florida Real Estate Principles, Practices & License Laws

By Sam Irlander

This fresh, comprehensive Florida real estate book provides up-to-date content with real-world examples. Written with the student in mind, it provides the necessary essentials required for one to practice real estate in Florida. This edition has been written and organized to help the real estate license applicant to better prepare for the state exam by following the topics of the state outline. Key terms, summaries and extensive review questions for each chapter allow users to check their understanding. A 100-question practice exam at the end of the book tests student knowledge of key concepts.

Highlights

- Fully updated with new information on the real estate business and market analysis, including financing, consulting, and housing topics
- Updated information on real estate investments and business opportunity brokerage to help analyze risk and distinguish among ways to appraise businesses and opportunities
- New discussion on tax cuts, the Jobs Act, and the Tax Reform Act and how those impact the industry
- Helpful “Math Buster” appendix provides keen insights to learning and using fundamental math formulas used on the real estate exam
- Useful “Coaching Tips” highlight practical application of the key principles using real-life scenarios to fully prepare users for their new real estate careers
Georgia Real Estate: An Introduction to the Profession

By Charles J. Jacobus & Thomas E. Gillett

Georgia Real Estate: An Introduction to the Profession is not only the premier textbook for those wishing to enter the real estate profession, it is also a thorough reference that all Georgia real estate professionals should have. Charles J. Jacobus and Thomas E. Gillett cover the basic requirements necessary to obtain a real estate license in Georgia and detail each step in a real estate transaction.

Highlights
- Includes a clear discussion of Georgia License Law and Substantive Regulations, presented in plain language with examples and explanations
- Discusses the TILA-RESPA Integrated Disclosure Rule (TRID)
- Contains step-by-step explanations of real estate calculations
- Provides in-depth discussion of laws affecting the Georgia practitioner

Content

Michigan Real Estate: Principles and Practices

By Marge A. Fraser

Michigan Real Estate Principles & Practices, 6th Edition includes the latest changes in Michigan License Law and Rules, Fair Housing, Federal and State Environmental Laws, and much more. The chapter summaries and chapter quizzes will strengthen students’ mastery of real estate concepts. The workbook-style approach allows students to practice completing forms and taking exam questions to better prepare them for the Michigan Real Estate Licensing Exam.

Highlights
- Contains updates to 10 laws specific to Michigan, as well as many of the federal laws
- Features new questions at the end of the chapters and in the review quiz to test understanding of the concepts presented
- Includes the latest example forms to familiarize students with important legal documents

Content
New York Real Estate for Salespersons

By Marcia Darvin Spada

Comprehensive, yet concise and clearly written, this best-selling textbook covers the NYS curriculum for the required 75-hour real estate salesperson qualifying course. This new edition includes numerous examples, forms, and illustrations to prepare applicants for success in the classroom and on the NYS real estate licensure exam.

Highlights
- Guides readers’ understanding of the New York real estate market and licensing requirements from a salesperson’s perspective
- Offers numerous examples, illustrations, and website listings throughout
- Discusses TILA-RESPA Integrated Disclosure Rule (TRID)
- New chapter on licensee safety to not only meet the current state outline but discuss this important topic

Content

New York Real Estate for Brokers

By Marcia Darvin Spada & Linda J. Fields

Fully streamlined and revised to meet the updated New York mandated curriculum, this textbook is the best source of information for the real estate licensee. It will prepare students for the state exam as well as a successful career using an interactive learning experience. Following the state outline, the book takes the reader through topics that are important to brokers as well as summarizes key terms and concepts with Marcia’s and Lin’s List which will greatly help in exam preparation and topic comprehension.

Highlights
- New chapter outline which follows the revised curriculum from NYSDOS including a new chapter on Transaction Analysis
- New chapter on Advanced Fair Housing and Fair Lending including discussion on the federal and state levels and protected classes
- Guided Learning icons throughout the book point out the most important facts to reinforce learning
- The Night Before the Exam Cram is available to students upon request

Content

By E. Thomas Mangum

Revised and fully updated, North Carolina Real Estate: Principles and Practices, Eighth Edition is approved by the North Carolina Real Estate Commission. This text blends information regarding national laws and concepts with information specific to North Carolina statutes, principles, and practices, identified by icons in the margins. Following the state’s Prelicensing Course Syllabus, the book provides the knowledge that is fundamental to a successful career in real estate and identifies key points of review to focus preparation efforts.

Highlights

• New chapter on Property Insurance and the various types of homeowner’s insurance policies and concepts
• Updated discussion throughout on topics such as personal property, changes in the closing forms, and the Residential Rental Agreement Act including maximum amounts for deposit for pets and service animals
• Practical Advice including highlights of important points and test tips throughout along with a revised practice exam make this textbook a great guide for preparing to sit for the exam and make a career in real estate

Content


Texas Real Estate

By Charles J. Jacobus

In this book you will learn about Texas real estate brokerage, appraisal, financing, contracts, closing, and investment. Additionally, you will learn about land descriptions, rights and interests, fair housing, taxes, leases, condominiums, zoning, and licensing. Focus on a real estate agent’s professional obligation to buyers and sellers, buyer brokerage, foreclosure, and contract forms will help prepare you for a successful career. Included throughout the book are numerous examples from the actual practice of real estate in Texas. This edition has been realigned to match the order of topics set forth by the Texas Real Estate Commission’s Education Standards Advisory Committee.

Highlights

• Updated discussion on Income taxation rules
• New information on Fair Housing Issues to include emotional support animal rules
• Updated TREC forms and rules on ethics of practice and the Texas Real Estate License Act

Content

Texas Real Estate Promulgated Contracts

By Johnnie Rosenauer and Melissa Weathersby

Texas Real Estate Promulgated Contracts familiarizes students with the forms and addenda put forth by the Texas Real Estate Commission (TREC), so they can knowledgeably represent real estate buyers and sellers. Licensees will learn which forms are appropriate in various situations, how to accurately complete these forms, and how to explain to all parties their options under those contracts. This text is designed to meet TREC’s standards for the 30-hour Promulgated Contract Forms course, and is based on the teaching, brokerage, and writing experiences of two qualified, successful real estate educators.

Highlights
• Follows the TREC-mandated outline and walks readers through filling out forms such as the One- to Four-Family Residential Contract (Resale), the Farm and Ranch Contract, and the Seller Financing Addendum
• Offers realistic scenarios and practice sessions to help readers develop their analysis and application skills
• Includes Learning Objectives, Key Terms, Summaries, and Review Questions in every chapter to reinforce key concepts

Content

Texas Real Estate Contracts, 5th Edition

By Michelle Evans

This book provides the fundamentals of contract law as well as an understanding of the contract forms themselves. The Texas Real Estate Commission requires all real estate licensees to have training in the law of contracts and promulgated contract forms. This text was designed as a resource and includes all the topics specified by the Texas Real Estate Commission for inclusion in the Law of Contracts course.

Highlights
• Reordered chapters and revised titles to match the state outline for improved presentation of topics
• Focus on Texas contract law, the basics of real estate law, and ownership rights to provide a strong introduction to contracts and how they are used
• Emphasis on the transaction process and closing, as well as common contract examples and mistakes, to illustrate how contracts are used in practice

Content
Texas Real Estate Law, 12th Edition
By Charles J. Jacobus
Updated to reflect changing rules, statutes, and practices in the evolving real estate market, this book has been reorganized to comply with requirements established by the Texas Real Estate Commission’s Education Standards Advisory Committee (ESAC) outline, this book includes updated cases, revised discussion on dual agency, and a new chapter on practices of real estate license holders.

Highlights
- Updated to include the latest TREC forms with revised explanations
- Updated cases and information on zoning and ground water ownership
- New online notary public rules

Content

Appendix A: Subchapter E. Deceptive Trade Practices and Consumer Protection
Appendix B: Table of Cases.
Real Estate

Online Exam Prep

The Gold Standard in Exam Prep

Mbition offers a powerful exam prep tool that leverages personalized learning technology to tailor practice questions and exams to meet the student’s individual study needs. Its customized learning paths provide the optimal study experience to prepare students to pass the real estate exam—the first time!

Customized Study Plan
Learns what areas students need to focus on and serves up more opportunities to practice and master that content.

Easy Progress Dashboard
A personalized dashboard keeps track of progress and helps students plan how much to study based on the actual exam date.

Comprehensive Study Materials
Features full-length, timed exams that simulate an actual testing environment.

Pass the First Time Guarantee
Such a powerful tool, we guarantee students will pass their real estate exam first time or we’ll reimburse their exam fee.

Master Exam Prep Package

The Master Exam Prep Package includes all the tools needed to prepare for the national information on the real estate license exam to help students pass the first time.

- **Exam Prep:** This sophisticated exam prep tool uses personalized learning technology to develop a customized study plan and tailor practice questions and exams to meet the student’s individual needs.

- **Toolkit:** This unique toolkit includes flashcards to help review important national terminology, a course review of agency, contracts, finance and law, as well as helpful exam taking tips to maximize efficiency throughout the exam.

- **Mathmaster:** Clear and concise review of real estate math designed help ensure success on the state exam.
Cram For The Exam: Your Guide To Passing The New York Real Estate Salesperson And Broker Exams

By Marcia Darvin Spada

This is a comprehensive guide for those preparing to take either the Salesperson or Broker Real Estate exam in New York. Based on the content in New York Real Estate for Salespersons and New York Real Estate for Brokers, this book provides a thorough review of each subject in the New York state curriculum and defines all the state’s required key terms. Also included are the exam and licensing information, Marcia’s List summaries of exam topics you’ll need to know, tables that summarize important topics at a glance, content review questions, and two sample licensing exams for each license type. Answers to each exam question are explained and include the reference page to the core textbooks.

Arizona Real Estate Exam Prep

By Harry V. Eastlick

Arizona Real Estate Exam Prep helps students pass the real estate licensing exam with confidence! This study guide is written by an experienced real estate instructor who has prepared hundreds of licensees to pass the real estate exam. In addition to providing helpful key point reviews and test-taking strategies, this book delivers over 450 exam-style questions along with answer rationale for easy self-paced review.

California Real Estate Exam Prep

By William H. Pivar

California Real Estate Exam Prep, 15th Edition puts students on a path to successfully prepare for and pass their California real estate licensing exam. The text provides a complete background in California real estate principles and reflects the most recent changes in California real estate licensure requirements. Other updates include the addition of new real estate terms to coincide with new regulations, as well as moving math out of the main text to the appendix, so readers have a single place to find all formulas and real estate math. As in previous editions, William H. Pivar continues to provide helpful, accessible instruction and hands-on experience in examination techniques.
Real Estate

Online Post Licensing Education

Mbition offers online post licensing courses that cover all of the topics required by the state real estate commission. Every real estate post license course offered by Mbition is approved by the real estate commission and ARELLO, ensuring the best quality in content and support is delivered to all students.

40+ years
Leader real estate education

Mbition offers online post licensing in the following states:

- Alabama
- Florida
- Georgia
- Texas
- Virginia
Real Estate

Online Broker Pre-licensing Education

Taking real estate careers to the next level.

When a real estate professional is ready to take their career to the next level and upgrade to a broker license, call on Mbition.

We provide online, self-paced broker pre-licensing courses in a variety of states that will help any real estate professional further their career.

Courses are fully approved by state regulatory agencies and ARELLO

Mbition offers online broker pre-licensing education in the following states:

- Alabama
- California
- Florida
- Georgia
- Hawaii
- Michigan
- New York
- Pennsylvania
- Oregon
- Virginia
- Washington
Join other real estate organizations who have confidence in real estate CE with Mbition.

Mbition offers online continuing education that is designed to grow real estate professionals' skills, help bring them up to speed on industry trends, and give knowledge needed to grow their real estate business.

Students can choose from packages that fulfill their entire continuing education requirement or pick topics of interest from our lineup of individual CE courses. All of our CE courses are approved by each state’s real estate commission.

## Thousands of courses online nationally

Mbition offers a full line up of national continuing education courses including:

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADA and Fair Housing</td>
<td>Environmental Hazards Disclosure</td>
</tr>
<tr>
<td>Anti-Discrimination Laws</td>
<td>Ethical Real Estate: The NAR Code</td>
</tr>
<tr>
<td>Basic Real Estate Finance</td>
<td>Federal Law and Commercial Real Estate</td>
</tr>
<tr>
<td>Building A Green Home</td>
<td>Financing Residential Real Estate</td>
</tr>
<tr>
<td>Business Management in a Real Estate Office</td>
<td>Green Home Features</td>
</tr>
<tr>
<td>Check it Out: Home Inspection in Real Estate Practice</td>
<td>Income Capitalization Overview</td>
</tr>
<tr>
<td>Commercial Finance and Investment Analysis</td>
<td>Leading and Communicating Effectively</td>
</tr>
<tr>
<td>Commercial Leases</td>
<td>Listing and Selling HUD Homes</td>
</tr>
<tr>
<td>Commercial Sales and Exchanges</td>
<td>Methods of Residential Finance</td>
</tr>
<tr>
<td>Concepts in Appraising Green Residential Buildings</td>
<td>Minimizing Risk with Effective Practices</td>
</tr>
<tr>
<td>Consensual Dual Agency</td>
<td>Prequalifying Your Buyer in Today’s Market</td>
</tr>
<tr>
<td>Cost Approach Overview</td>
<td>Pricing Property to Sell</td>
</tr>
<tr>
<td></td>
<td>Professional Property Management</td>
</tr>
<tr>
<td></td>
<td>Property Valuation: Cost Approach Overview</td>
</tr>
<tr>
<td></td>
<td>Property Valuation: Income Capitalization Overview</td>
</tr>
<tr>
<td></td>
<td>Property Valuation: Sales Comparison Approach</td>
</tr>
<tr>
<td></td>
<td>Real Estate Math</td>
</tr>
<tr>
<td></td>
<td>Safety First: Crime Prevention and Self-Defense for Real Estate Pros</td>
</tr>
<tr>
<td></td>
<td>Sales Comparison Approach</td>
</tr>
<tr>
<td></td>
<td>Short Sales and Foreclosures</td>
</tr>
<tr>
<td></td>
<td>Structuring Ownership in Commercial Real Estate</td>
</tr>
<tr>
<td></td>
<td>Tax Advantages of Home Ownership</td>
</tr>
<tr>
<td></td>
<td>Tax Free Exchanges</td>
</tr>
<tr>
<td></td>
<td>Tax Implications of Home Sales</td>
</tr>
<tr>
<td></td>
<td>Technology Trends in Real Estate</td>
</tr>
</tbody>
</table>

Package and course offerings vary by state.
Tax Implications of Home Sales
Real estate professionals can increase their value to their customers by learning the tax implications on home sales in the US. Discover strategies every real estate agent can use, including how to identify the sources of active, portfolio, and passive income. Discover how long- and short-term capital gains and losses are treated. Learn how depreciation affects taxable income, cost basis, and taxation of capital gains. You will also look at the ownership and use requirements for claiming a section 121 exclusion of gain, how to calculate taxable home sales gains, and more. This is a great resource in helping agents better understand tax implications and assist their clients!

Starting a Successful Brokerage
Ready to start your own brokerage business? Starting a Successful Brokerage is packed with essential information to help you get started and succeed! Learn about developing a business plan, setting up your company's management team, marketing, advertising, and identifying the costs involved in running a company. Starting a brokerage is a huge challenge... and there are great rewards for those who do it right! Learn the vital skills, strategies, and steps for getting your company off to the right start.

Minimizing Risk with Effective Practices
In today's real estate environment, knowing how to avoid legal problems is essential. This must-have book provides an overview of how to minimize your liability. You’ll learn about the importance of establishing agency policies, developing effective marketing and advertising practices, effective anti-discrimination practices, plus how to reduce your risk by maintaining proper records.

Property Pricing and Residential Real Estate
When a property is priced properly, it is easier for real estate agents to show and sell it. This book explores in-depth the appraisal process versus the Competitive Market Analysis approach to determining value for a given property. Practical applications of different pricing methods are summarized, along with real-world examples and illustrations of pricing residential properties and income-producing properties.

Qualifying the Buyer Under New Regulations
Qualifying the Buyer Under New Regulations addresses the fundamental role of real estate agents in the mortgage lending process. With so many changes affecting the ability of potential homebuyers to obtain loans, it is imperative for real estate agents to understand the complexities of today’s market. The book discusses how to qualify buyers, as well as the pitfalls to avoid in that process. The qualified mortgage (QM) and ability to repay (ATR) rules are also covered, with an in-depth look at how they affect real estate transactions, real estate agents, and clients.

Green Real Estate
This book is designed to improve real estate licensees' knowledge of green energy, green housing, and the types of green certification available for buildings, systems, and licensees so that licensees may better serve clients who are interested in green living or building. The housing market is becoming increasingly greener, due in part to regulatory demand, and in part to consumer demand. This serves as a must-have guide for gaining an overall understanding of the green housing movement, and how licensees may best serve clients interested in green real estate.
Online Professional Development Education

New professional development courses to help build better communication, teamwork and conflict management skills.

Mbition now offers new, video-based courses that effectively target improving soft skills including personal productivity, impactful communication, dynamic leadership and prescriptive selling.

These micro-courses are short in length and built with knowledge checkpoints throughout the courses, making our new soft skill training series interactive and engaging for each student.

New courses built to set your teams up for success

Mbition’s online professional development courses cover a variety of topics including:

<table>
<thead>
<tr>
<th>Dynamic Leadership</th>
<th>Impactful Communication</th>
<th>Personal Productivity</th>
<th>Prescriptive Selling</th>
</tr>
</thead>
<tbody>
<tr>
<td>Key Leadership Qualities</td>
<td>Setting Proper Expectations</td>
<td>Goal &amp; Task Prioritization</td>
<td>Goal &amp; Metric Planning</td>
</tr>
<tr>
<td>Developing Trust</td>
<td>Creating Communication Rules</td>
<td>Block Scheduling</td>
<td>Probing for Needs</td>
</tr>
<tr>
<td>Creating Buy In</td>
<td>Keys to Successful Emails</td>
<td>Slush Time Management</td>
<td>Matching Benefits</td>
</tr>
<tr>
<td>Communicating Vision</td>
<td>Graduated Learning</td>
<td>Opportunities to Leverage</td>
<td>Building Urgency</td>
</tr>
<tr>
<td>Creating a Performance Culture</td>
<td>Effective Listening</td>
<td>When to Delegate</td>
<td>Situational Selling</td>
</tr>
<tr>
<td>Key Training Principles</td>
<td>Assertive Behavior</td>
<td>Planning your Schedule</td>
<td>Next Step Selling</td>
</tr>
<tr>
<td>Effective Meetings</td>
<td>Conflict: Why is it Important</td>
<td>Managing your Schedule</td>
<td>Trial Closing</td>
</tr>
<tr>
<td>Leadership Systems</td>
<td>Conflict: How to Identify &amp; Hold</td>
<td>Email Management</td>
<td>Objection Handling</td>
</tr>
<tr>
<td>Coaching to Peak Performance</td>
<td>Intro to Public Speaking</td>
<td>Problem Solving</td>
<td>Preparing for a Sale</td>
</tr>
<tr>
<td>Employee Development Planning</td>
<td></td>
<td>Energy Management</td>
<td>Upselling</td>
</tr>
<tr>
<td>Performance Meetings</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Real Estate

Professional Development Textbooks

Real Estate Marketing & Sales Essentials: Steps for Success

By Dan Hamilton

Written by a real estate expert and training authority, this book provides the key steps for success for new and experienced agents who want to thrive, not just survive, in a dynamic industry. Packed with insider tips, advice, and hands-on instruction on converting knowledge into sales, this book walks readers through the major daily activities, including prospecting, listing procedures, follow-up, social networking, referrals, technology, negotiation, financing, and more.

Highlights
• Designed as a manual for success and not just "pass the test" material
• Encompasses the latest trends in technology and social media

Content

Mega-Producer Results in Commercial Real Estate: A Blueprint for Success

By Robert L. Herd

Have you been thinking of starting a career in commercial real estate? Making the switch? Wondering how to get started? Then this is the book for you. It contains a working blueprint for successfully entering or transitioning into commercial real estate and making it work. Bob Herd provides advice, direction, and mentoring from real estate professionals who have made the move. Conversations with veteran commercial brokers also give keen insights from industry authorities.

Highlights
• New chapter on teams and whether or not they are a good fit for you
• Expanded information on how to acquire new clients and increase your sales
• Additional information on how to convert assets to the cash needed to see you through the startup period
• New section on setting a monthly budget for prospecting commercial property owners, to name a few.
• Every chapter now has 10 quiz questions to reinforce what you’ve learned and supplements for instructors adopting this for the classroom.
This follow-up to *5 Minutes to MORE Great Real Estate Letters* gives real estate agents even more targeted and strategic marketing campaigns to drive business and close more sales. John Mayfield expands on many essential topics, such as prospecting and client-closing, and adds a wide range of fresh, contemporary business letters and niche correspondence.
Real Estate Brokerage:
A Guide to Success

By Dan Hamilton

The concepts in this book are for the startup real estate brokerage, the midsized brokerage, and the buyout of an existing brokerage. This book is beneficial for the real estate license holder, the associate broker who is contemplating owning or managing a real estate brokerage, and the veteran broker who is looking to invest. It discusses ethical and legal business practices, analyzing the market and competition, managing risk, recruitment and growth opportunities. This book is organized around the two main functions of a real estate broker: recruiting new and experienced salespeople and retaining great talent.

Highlights
- More detailed planning brokerage operations
- Case studies involving ethics
- Characteristics of a buyer’s and seller’s market as it relates to the real estate industry
- Focus on business insurance and risk analysis.

Content
Real Estate

Online Commercial Education

Mbition offers a variety of online education to help real estate professionals understand vital information about commercial real estate.

750,000+ real estate alumni across the country

Mbition’s commercial online education includes the following courses:

<table>
<thead>
<tr>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Finance and Investment Analysis</td>
</tr>
<tr>
<td>Commercial Leases</td>
</tr>
<tr>
<td>Commercial Sales and Exchanges</td>
</tr>
<tr>
<td>Federal Law and Commercial Real Estate</td>
</tr>
<tr>
<td>Pennsylvania Commercial Module</td>
</tr>
<tr>
<td>Principles of Commercial Real Estate</td>
</tr>
<tr>
<td>Structuring Ownership in Commercial Real Estate</td>
</tr>
</tbody>
</table>

Package and course offerings vary by state.
Commercial Real Estate: Analysis and Investments

By David M. Geltner, Norman G. Miller, Jim Clayton, & Piet Eichholtz

Streamlined and completely updated with expanded coverage of corporate and international real estate investment, this upper-level real estate text presents the essential concepts, principles, and tools necessary to analyze income-producing commercial real estate from an investment perspective. This new edition continues to integrate relevant aspects of urban and financial economics to provide users with a fundamental analytical understanding and application of real estate investments—now using a student version of ARGUS® software on CD-ROM included with the book.

ARGUS® software is a Windows-based program used extensively in the real estate investment industry to solve complex investment and valuation problems. Also included on the CD is a student version of Crystal Ball®, professional-grade software used to perform risk analysis on commercial investments. Author Piet Eichholtz contributes a chapter that explores international real estate investments, both opportunistically and structurally, by outlining elements for developing and implementing real estate investments successfully abroad. Jim Clayton from the University of Cincinnati thoroughly revised and updated the finance coverage and end-of-chapter questions throughout.

Highlights
- Authored by respected academics, this upper-level real estate text provides readers with a fundamental analytical understanding of real estate investments
- Includes an international chapter exploring real estate investments and analyzing successful strategies abroad
- Features a CD providing additional readings on advanced topics, as well as spreadsheet examples, ARGUS® Software, and Crystal Ball®

Content

Real Estate Principles

By Charles Jacobus

Today’s real estate consumers are very unique. They grew up with technology and their speedy access to information drives consumer habits. The role of the real estate professional has progressed because of technology, as well as increased governmental regulations. With the evolution of the Consumer Financial Protection Bureau and continued emphasis on consumer protection, real estate professionals work in a changing and exciting world.

This principles book was written to help today’s students become tomorrow’s professionals. It lays the foundation of the market giving readers the tools on which to base a successful career.

Highlights:

• Updated discussions of water rights, concurrent ownership, the Consumer Financial Protection Bureau, licensing laws, and data on real estate and the economy.

• Additional Study Material at the end of each chapter includes a vocab review of key terms, questions and problems to reinforce learning objectives, and additional readings for deeper research.

• Instructor resources for adopting schools include chapter outlines, teaching tips and a bank of test questions for classroom assessment.

Content

Real Estate Finance and Investment, 8th Edition

By Terrence M. Clauretie & G. Stacy Sirmans

Fully updated and revised, this 8th edition has a new title: Real Estate Finance and Investment which reflects the emphasis on real estate investment. A new chapter has been added to show a real estate investment example from beginning to end for real-world application. The material presented in this book is based on a strong foundation of economic and financial theory and how to put those theories into practice.

Highlights

- Divided into five parts, the book discusses finance and real estate, residential real estate finance, the secondary mortgage market, real estate investment, and topics in commercial real estate investment
- Updates to charts, examples, REIT requirements, and tax laws including the Tax Cuts and Jobs Act of 2017 are included

Content


Real Estate Investment, 8th Edition

By Joseph E Goeters & J. Keith Baker

This much-anticipated edition continues to offer insights into real estate investing while analyzing the economic ups and downs that led us to present day. Fundamentals focus on real estate investment in a concise and practical way by explaining the key factors and financial analysis involved in making wise real property investments.

Highlights

- Topics and chapters have been reordered to improve learning and build upon these fundamentals
- Emphasis in later chapters walks readers through financing the investment, managing the property, and tax implications, focusing on the most significant overhaul of the IRS code in recent decades
- Case studies for use in individual study or a classroom setting enhance learning by developing critical-thinking skills

Content

Real Estate Finance, 11th Edition

By J Keith Baker

Updated to follow the guidelines for those pursuing a real estate license, this text has been reordered to improve the presentation of real estate finance needed by lenders, real estate agents, appraisers, and investors. In these ever-changing times, it is key to learn the fundamentals of real estate finance, how the market evolves, and what factors influence how it works.

Highlights
- Updates to loan programs and loan limits along with how to calculate payments for conventional mortgages
- Expanded discussion of the credit report in the lending process as well as how federal tax claims work and what every agent should know
- New sections on how delinquency and defaults impact lenders, major changes to loan terms, and changes due to the Tax Cuts and Job Act

Content

Essentials of Real Estate Economics, 7th Edition

By Richard M. Betts & Monte Cicino

This practical-approach book is intended for real estate students who have little or no background in formal economics. It presents complex topics in a simple manner to provide the basics of real estate economics. It starts with the big picture and then narrows in on city patterns and growth, markets for various property types, governmental impacts, newest tax laws, zoning, and anticipating change.

Highlights
- Streamlined topics and combined chapters for easier comprehension
- Added discussion on important topics such as supply and demand, inflation, and business cycles
- Updated regulations to reflect the newest tax law changes, especially on capital gains rates
- Restructured chapter on anticipating change to look at short-term and long-term outlooks

Content
Real Estate Law

By Charles J Jacobus

This much-anticipated new edition provides a well-written, detailed exploration of how real estate and the law interact. It includes new theories involving agency concepts, revised federal tax laws, arbitration and mediation concepts, electronically transmitted contracts and registration systems, and new tax issues in home ownership and sales.

Highlights
- Updated to include new RESPA and CFPB rules
- New cases on estates, ownership, agency, and landlord/tenant relationships
- New resources for adopting instructors such as PowerPoint and exams

Content

Residential Mortgage Lending: Principles & Practices

By Thomas J. Pinkowish

This unique text is designed for both employees of mortgage lenders and individuals studying real estate finance. In addition to covering the fundamentals of mortgage banking, it includes strategies for succeeding in today's competitive market. With a focus on the practical applications of residential mortgage lending, this guide is an excellent resource for learning mortgage banking operations. Topics include the latest mortgage laws and regulations, government mortgage programs, and information on the recent housing crisis.

Highlights
- Provides detailed information concerning changes in the Truth in Lending Act, RESPA, Mortgage Disclosure Improvement Act, and the SAFE Act
- Includes updated information on the recent mortgage and housing crisis
- Facilitates classroom discussion with discussion points in each chapter
- Reinforces key concepts with discussion questions in each chapter

Content
Appraisal
Online Education and Textbook
Appraisal
Mbition National Footprint by State

Most Comprehensive Real Estate Appraisal Education Coverage in America

Appraisal Education Offerings by State

<table>
<thead>
<tr>
<th>State</th>
<th>Qualifying Education</th>
<th>Continuing Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Alaska</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Arizona</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Arkansas</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>California</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

Appraisal
Mbition National Footprint by State

State | Qualifying Education | Continuing Education
-----|----------------------|----------------------
Colorado | X | X
Connecticut | X | X
Delaware | X | X
District of Columbia | X | X
Florida | X | X
Georgia | X | X
Hawaii | X | X
Idaho | X | X
Illinois | X | X
Indiana | X | X
Iowa | X | X
Kansas | X | X
Kentucky | X | X
Louisiana | X | X
Maine | X | X
Maryland | X | X
Massachusetts | X | X
Michigan | X | X
Minnesota | X | X
Mississippi | X | X
Missouri | X | X
Montana | X | X
Nebraska | X | X
Nevada | X | X
New Hampshire | X | X
New Jersey | X | X
New Mexico | X | X
New York | X | X
North Carolina | X | X
North Dakota | X | X
Ohio | X | X
Oklahoma | X | X
Oregon | X | X
Pennsylvania | X | X
Rhode Island | X | X
South Carolina | X | X
South Dakota | X | X
Tennessee | X | X
Texas | X | X
Utah | X | X
Vermont | X | X
Virginia | X | X
Washington | X | X
West Virginia | X | X
Wisconsin | X | X
Wyoming | X | X

Call Mbition to speak to a representative to learn more about our real estate solutions and partnerships.

Call Mbition to speak to a representative to learn more about our real estate solutions and partnerships.
Appraisal

Online Qualifying Education

Mbition is a leading provider of appraisal education throughout the country. By making it easy for people to get licensed and succeed, we help appraisal management companies recruit and retain the best people.

Our self-paced online qualifying license courses walk students through the process of getting their license, all while preparing them for the reality of a career as an appraiser. We offer online appraisal qualifying education, including the 15-hour USPAP equivalent course.

Courses are fully approved by The Appraisal Board and IDECC

Mbition offers a full online qualifying solution in the following states:

Basic Real Estate Appraisal

By Richard M. Betts and James A. Glickman

Written by instructors for instructors, Basic Real Estate Appraisal covers the fundamentals of the appraisal business, making concepts accessible for aspiring real estate appraisers. It also helps real estate salespeople, brokers, consumers, investors, and all others seeking a better understanding of the role of appraisers in today’s real estate market.

Highlights

- Addresses the most recent changes in USPAP
- Emphasizes the preparation of the Uniform Residential Appraisal Report
- Covers not only the material in appraisal licensing exams, but also appraisal-related questions in real estate broker and salesperson licensing exams

Content

Appraisal

Online Continuing Education

Mbition provides best-in-class, online appraisal continuing education courses including 7-hour USPAP Equivalent Course. We make appraisal license renewal convenient with online courses available 24/7.

Students can choose from packages that fulfill their entire continuing education requirement or pick topics of interest from our lineup of individual CE courses.

Offerings include the 7-hour USPAP Equivalent Course

Mbition offers a variety of national appraisal continuing education including:

<table>
<thead>
<tr>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appraisal Math and Statistics</td>
</tr>
<tr>
<td>A URAR Form Review</td>
</tr>
<tr>
<td>Cost Approach Overview</td>
</tr>
<tr>
<td>Income Capitalization Overview</td>
</tr>
<tr>
<td>Residential Appraiser Site Valuation &amp; Cost Approach</td>
</tr>
<tr>
<td>Residential Market Analysis and Highest and Best Use</td>
</tr>
<tr>
<td>Residential Report Writing and Case Studies</td>
</tr>
<tr>
<td>Sales Comparison Approach</td>
</tr>
<tr>
<td>Supervisor Trainee Appraiser Course</td>
</tr>
</tbody>
</table>

*Package and course offerings vary by state.*
HOME INSPECTION

47 | About AHIT
48 | Live Classroom & Field Training
49 | Online Training
50 | Home Inspection Textbook
51 | Additional Education
52 | Online Commercial Inspection Education
ABOUT AHIT

American Home Inspectors Training Institute is the largest provider of home inspection training in North America and has been training professional home inspectors for over 25 years.

AHIT’s extensive experience in educating and supporting thousands of home inspectors, coupled with our wide variety of innovative products and services for those involved in the home inspection industry, gives students the knowledge and the tools needed to start their own successful home inspection business or to become significant contributors in existing home inspection businesses.

A home inspection is an all-encompassing examination of the condition of a home, and is often performed at the time of the sale of the home. A home is one of the largest and most important purchases one will make, so it is vital that an inspection is performed in order to discover the universal condition of the home and to prevent the costly mistake of purchasing a property in need of major repairs. Thus, home inspectors play a very important role in real estate transactions, and quality inspectors are needed to perform this valuable service.

Becoming a home inspector is a great way to become your own boss, and professional home inspecting is one of the fastest growing occupations in the country. Not only will the business make you the boss, it will allow you to have a home-based business with low overhead, have the ability to work your own hours, and have the potential to make a great living.

Regardless of whether the real estate market is booming or in a recession, home inspections are always needed. Real estate transactions are always taking place, and a home inspection is typically a component of these transactions, if not required. With countless buildings and homes in need of an inspection at all times, including foreclosed and repossessed homes, there is never a shortage of work for home inspectors.

THE AHIT ADVANTAGE:

50,000+
Home Inspectors Trained

Leader in
Home Inspection Training
Since 1993

Approved by:
ASHI, CREIA, TREC, InterNACHI & others
A home inspection performed by a certified home inspector is a critical component for residential real estate. AHIT’s unique, hands-on training introduces you to the goals and standards of the home inspection industry. From the moment you pull into a client’s driveway, to writing up the final inspection report, and everything in between, our industry-expert instructors will provide you with a complete set of skills to conduct a professional home inspection, as well as start and run a successful business.

The curriculum is designed to target what a home inspector should know about structures, basements, exteriors, roofing, plumbing, electrical, and heating systems in a classroom environment, as well as out in the field in real, local homes.

Attending a live classroom and field training course will teach you how to:

- Operate furnaces
- View different electrical systems
- See different types of plumbing material
- Test gas and electrical water heaters
- View roofing material of all types
- Conduct simulated inspections of real homes
- Properly complete an entire inspection report
- Learn to recognize & follow industry standards
- Properly present your findings to your clients

HANDS-ON LEARNING EXPERIENCES
Our instructors give you unmatched hands-on learning opportunities.

AHIT holds live classroom training sessions in cities throughout the United States year-round. Visit www.ahit.com to view dates and locations of upcoming sessions near you. Call 800-441-9411 or Email training@ahit.com to speak with a career advisor.

Pricing varies by location due to state requirements.
ONLINE TRAINING
Learn from home, at your own pace

Our new Professional Home Inspection Online Course delivers all of the advantages of our nationally certified home inspection classroom course with real-time web-based convenience. The course is comprised of course books, audio and visual tutorials, exercises and practice questions, videos of numerous inspection scenarios, a final exam and valuable industry updates all delivered to you online.

WHAT YOU’LL RECEIVE:
These materials are also included with all live and field training sessions.

COURSE BOOKS AND STUDY MODULES
You’ll receive new course book, A Practical Guide to Home Inspection, 4th Edition along with 14 study modules on all the different components of a home. For your convenience, you’ll also have online access to the course books in electronic format.

NATIONAL HOME INSPECTOR EXAM MANUALS
Two NHIE books are included to help you prepare for the exam, if required by your state. * The Mechanical Systems & NHIE Content Manual and the Structural Systems & Business Manual are designed to review key topics and provide information about the NHIE.

INTRO TO COMMERCIAL PROPERTY INSPECTIONS
Get a primer on Inspecting Commercial Properties and learn the basics of commercial inspections, including the differences from Residential inspections and the industry codes.

INSPECTION REPORTING
Learn more than how to inspect the home. Learn how to use your people skills with the customer and write up a real inspection report.

MARKETING & OPERATIONAL MANUAL
Marketing & Operating a Profitable Home Inspection Business is your blueprint to a successful home inspection business. It includes your Sales & Marketing Plan, Inspection Plan, Office Plan and risk management.

InspectIT REPORTING SOFTWARE TRIAL
Every student receives a 12-month trial membership to our powerful reporting application.

* The NHIE books are included when the national home inspector exam is required.
A PRACTICAL GUIDE TO HOME INSPECTION, 4TH EDITION

By American Home Inspectors Training (AHIT)

A Practical Guide to Home Inspection, 4th Edition provides a broad technical background in home systems and includes all the other things you need to know to perform a thorough inspection of those systems. This book is intended for both beginning and experienced home inspectors. Whether you’re studying home inspection for the first time or are using the materials as a refresher, this guide should be of assistance to you.

Highlights

- Easy-to-understand technical explanations and definitions
- Diagrams and photos to enhance learning
- “Don’t Ever Miss” lists
- How to report your findings
- Case studies
- Self-test
HOME INSPECTION
ADDITIONAL EDUCATION

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>AHITU (6 or 12 month Membership)</td>
<td>Receive unlimited access to over 35 online continuing education and personal development courses with an AHITU membership.</td>
</tr>
<tr>
<td>Inspecting Commercial Properties</td>
<td>AHIT’s Commercial Inspections Course is the only online commercial inspection training that follows the American Society for Testing and Materials (ASTM) Standard E2018-15. Completion of this course will open up new revenue opportunities for home inspectors and home builders, alike. This course contains hours of video-based content that makes the learning experience of this lucrative trade easy and fun!</td>
</tr>
<tr>
<td>Termite Course</td>
<td>A professional correspondence course in Integrated Pest Management of wood and wood products for pest management professionals, home inspection professionals, and urban foresters.</td>
</tr>
<tr>
<td>Home Energy Audit Course</td>
<td>With our home energy audit and building inspection training, your students will learn how various systems interact, and how a flaw in one area can compromise the performance in another system. Home inspectors don’t fix the symptoms without knowing the problems’ root causes. Our energy auditor training teaches you the fundamentals of home performance evaluation, home performance assessments, and more.</td>
</tr>
<tr>
<td>Certified Mold Assessor Technician</td>
<td>Any home inspector looking to expand their business should consider mold assessment and testing services. Our 16-hour Certified Mold Assessor Technician Course is offered in an online, self-paced format, allowing you to learn around your schedule. Online presentations are supplemented with a course manual, EPA Guides, client agreements, and inspection forms as digital attachments. Our course will cover mold identification and potential health effects, teach you sampling methods and guide you step-by-step through the process from inspection to interpreting lab results. You’ll learn business practices, laws, and learn ways to market your business and maximize your earning potential.</td>
</tr>
<tr>
<td>16-hour Initial Radon Measurement Technician Course</td>
<td>The 16-hour Initial Radon Measurement Technician course will teach individuals the methods that are used in radon testing for real estate purposes and individual homeowner tests. Our course will also explore how and where to market your new professional service and explain to your client the next steps to take after the initial radon test results. This course is also approved for 16 CEUs with NRPP.</td>
</tr>
</tbody>
</table>
Maximize your revenue potential with **commercial inspection training**!

**No license or exam required.**

Looking for a new career opportunity or to supplement your current career? Commercial building inspection is the answer.

American Home Inspectors Training (AHIT) has a new online commercial inspection course that is the only one of its kind. This video-based course will take you step-by-step through the essential information you need to know about how to become a commercial building inspector and succeed in the industry.

**Call 800-441-9411 or Email training@ahit.com** to talk to a career advisor and start your commercial inspection career today.

---

**Benefits of Becoming a Commercial Inspector**

- 4x-5x potential income increase per inspection
- No regulations or license required
- No state or national exam required
- Less competition in the field
## Index by State

Arizona  
Arizona Principles of Real Estate ...........................................  15  
Arizona Real Estate Exam Prep.............................................  25

California  
California Mortgage Loan Origination & Lending .....................  17  
California Real Estate Exam Prep...........................................  25  
California Real Estate Finance ..............................................  16  
California Real Estate Law: Text & Cases .............................  16  
California Real Estate Practice .............................................  17  
California Real Estate Principles ..........................................  15

Florida  
Florida Real Estate Principles, Practices & License Laws .............  18

Georgia  
Georgia Real Estate: An Introduction to the Profession ...............  19

Michigan  
Michigan Real Estate: Principles and Practices ........................  19

New York  
Cram for the Exam!: Your Guide to Passing the New York Real Estate Salespersons and Brokers Exam ..................  25  
New York Real Estate for Brokers ..........................................  20  
New York Real Estate for Salespersons .....................................  20

North Carolina  
North Carolina Real Estate: Principles & Practices ....................  21

Texas  
Texas Real Estate .................................................................  21  
Texas Real Estate Brokerage and Law of Agency .....................  23  
Texas Real Estate Contracts ...................................................  22  
Texas Real Estate Law ............................................................  23  
Texas Real Estate Promulgated Contracts ...............................  22

National  
5 Minutes to Jumpstarting Your Real Estate Career .....................  32  
5 Minutes to MORE Great Real Estate Letters ..........................  32  
A Practical Guide to Home Inspection ......................................  50  
Basic Real Estate Appraisal .....................................................  44  
Commercial Real Estate Analysis & Investments .......................  36  
English-Spanish Real Estate Dictionary ....................................  31  
Essentials of Real Estate Economics ........................................  38  
Green Real Estate .................................................................  29  
The Home Inspection Reference Guide .....................................  33  
Mega-Producer Results in Commercial Real Estate .....................  31  
Minimizing Risk with Effective Practices ....................................  29  
Property Pricing and Residential Real Estate ............................  29  
Qualifying the Buyer Under New Regulations ..........................  29  
Real Estate Brokerage: A Guide to Success .............................  33  
Real Estate Finance ...............................................................  38  
Real Estate Finance, Theory and Practice ................................  37  
Real Estate Investment ............................................................  37  
Real Estate Law .................................................................  39  
Real Estate Marketing & Sales Essentials: Steps for Success .........  31  
Real Estate Principles .............................................................  14  
Real Estate Principles & Practices ............................................  14  
Real Estate: An Introduction to the Profession ............................  13  
Starting a Successful Brokerage ............................................  29  
Tax Implications of Home Sales .............................................  30  
Workbook - Real Estate Principles & Practices ..........................  14

## Index by Author

American Home Inspectors Training Institute ..........................  50  
Baker, J. Keith ......................................................................  37, 38  
Betts, Richard M. ..................................................................  38, 44  
Brady, Mary Ellen ..................................................................  15, 16  
Casler, Carlton C. ..................................................................  15  
Chambers, M. C. Buzz ..........................................................  17  
Cicino, Monte .......................................................................  38  
Clauretten, Terrence M. .........................................................  37  
Clayton, Jim .........................................................................  35  
Eastlick, Harry V. ..................................................................  15, 25  
Eichholtz, Piet .......................................................................  35  
Estes, Edwin Jr .....................................................................  15  
Evans, Michelle L. .................................................................  22  
Fields, Linda J. ......................................................................  20  
Fesler, John ..........................................................................  16  
Fraser, Marge A. ..................................................................  19  
Geltner, David M. .................................................................  35  
Geschwender, Arlyne .............................................................  14  
Gillett, Thomas E. .................................................................  19  
Glickman, James A. ...............................................................  44  
Goeters, Joseph E. ..................................................................  37  
Gordon, Ted H. .....................................................................  16  
Grogan, D.L. .........................................................................  17  
Hamilton, Dan .......................................................................  33  
Herd, Robert L. .....................................................................  17, 31  
Irlander, Sam .........................................................................  18  
Jacobus, Charles J. ..................................................................  12, 13, 19, 21, 23, 36, 39  
Mangum, E. Thomas .............................................................  21  
Mayfield, John D. ..................................................................  32  
McKenzie, Dennis J. ...............................................................  15  
Miller, Norman G. .................................................................  35  
Pinkowish, Thomas J. .............................................................  39  
Pivar, William H. .................................................................  25  
Sirmans, G. Stacy .................................................................  37  
Southstone, Bruce A. ............................................................  17  
Spada, Marcia Darwin ...........................................................  20, 25  
Weathersby, Melissa ..............................................................  22, 23
Contact Directory

Mbition Corporate
866-806-9900

Real Estate Education
800-532-7649

Partnerships
404-476-3402

Publishing
855-733-7239
Your Future Starts Here.

Created for success. Convenient for busy lives.

Real Estate, Home Inspection and Appraisal Education