



Real Estate Principles

By Charles J. Jacobus

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Completely updated, this best-selling principles book introduces the fundamentals of Real Estate unlike any other providing the user with a solid understanding of the real estate industry. Jacobus uses a readable yet authoritative approach making it a user-friendly resource for acquiring the knowledge to pass the licensing exam. As always, Jacobus highlights new and expanding concepts in the field of real estate, such as new Fannie Mae affordable housing programs, while continually reinforcing the more stable concepts that have been the cornerstone of American real estate ownership. Key chapters dealing with the financial aspects of real estate now include new information based on current changes and trends in the marketplace - variable rate commissions, government fiscal policy, investments, and income tax.

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Editorial Review

From the Publisher

Suited for those seeking a full or part-time career in real estate, those who own or plan to own a home or investment property, or anyone seeking to broaden their knowledge of real estate, this text covers it all--real estate brokerage, appraisal, financing, contracts, closings, investing, land descriptions, rights and interests, fair housing, taxes, leases, condominiums, zoning, careers, licensing, the use of computers in real estate, and more. The Seventh Edition includes coverage of such timely topics as real estate agent's liability and professional obligation to buyers and sellers, brokers who represent buyers, advance fee listings, errors and omission insurance, foreclosure and timesharing. All of these topics are presented in an elegantly straightforward style that makes learning the principles and practices of real estate both accessible and enjoyable.

From the Back Cover

Key Benefit: The eighth edition of this best-selling book introduces the fundamentals of real estate, highlighting new and expanding concepts, while reinforcing those concepts that represent the cornerstone of American real estate ownership. **Key Topics:** This essential guide provides a comprehensive, practical, and real-world introduction to the fundamentals of buying, selling, and owning real estate in the United States. The book presents topics of interest to every buyer and seller such as land rights and interests, title transfer, recordation, abstracts, as well as title and property insurance. It also discusses a number of other larger topics, such as forms of real estate ownership; real estate financing; legislative issues; and real estate as an investment. For the professional, it also includes sample test questions from ASI, PSI, and AMP-Type Tests. The eighth edition of Real Estate Principles has been revised to include the most recent information. Among this new material is new income tax amendments; the latest information on VA and FHA government loan procedures; the most recent Uniform Residential Loan Applications; new ECOA rules as they apply to licensure; the latest RESPA changes; and new reporting options for appraisals. In addition, discussions of outmoded mortgages types have been removed while the discussion of reverse annuity mortgages has been expanded. **Market:** An essential reference guide for every real estate professional as well as anyone buying, selling, or investing in real estate in the United States.

About the Author

Charles J. Jacobus received a Bachelor of Science degree from the University of Houston in 1970 and a Doctor of Jurisprudence degree from the University of Houston Law Center in 1973. He is board certified by the State Bar of Texas Board of Legal Specialization in both residential and commercial real estate law. He is a member of the American College of Lawyers and the Houston Real Estate Lawyer's Council, and he has served as president of the Real Estate Educators' Association, chairman of the Real Estate Section of the Houston Bar Association, and chairman of the American Bar Association Committee on Real Estate Brokers and Brokerage. He has served on the Board of Editors for the American Bar Association Committee on Books and Publications, and is Mayor of his hometown, Bellaire, Texas.

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