



# **New York Real Estate Sales: The Complete Guide, 4th edition**

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# New York Real Estate Sales: The Complete Guide, 4th edition

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Real estate has, and will always be, a prized possession. And the ability to buy and sell real estate at will is part of the American dream. Since real estate is a key indicator of our economy and because most people consider a real estate purchase one of the biggest decisions they will make in their lives, it is no wonder quality real estate professionals are in high demand. It should also come as no surprise that real estate education is continually being reviewed and updated so students are prepared to enter the professional world armed with the knowledge they need to be ethical, professional, and, of course, successful. Increased educational requirements in New York were passed to encourage a higher caliber of real estate professional. New York Real Estate Sales: The Complete Guide was written with those requirements in mind as well as with the goal of preparing you to pass your real estate licensing exam. New York Real Estate Sales: The Complete Guide is a thorough treatment of real estate principles and practices for prelicensing students in New York. The text covers the fundamentals of the real estate profession in New York. Students are introduced to everything from real estate law to property management - all the information future real estate professionals need, not only to pass the state licensing exam, but to successfully enter their new careers!

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