

STUDY GUIDE FOR MODERN REAL ESTATE PRACTICE

Fillmore W. Galaty
Wellington J. Allaway
Robert C. Kyle



EIGHTEENTH EDITION

How to Use This Study Guide

Each chapter consists of three primary sections: chapter-specific learning objectives, a number of questions in varying formats, and an answer key.

■ LEARNING OBJECTIVES

Each chapter begins with a series of learning objectives that are identical to the ones found in *Modern Real Estate Practice 18th Edition*. If you are familiar with the material in the learning objectives, then you are ready to move forward in that chapter of the *Study Guide*.

■ QUESTIONS

Each chapter includes some or all of the following types of questions or problems:

- Matching—match each key term with the appropriate definition.
- True or False—determine whether a statement is correct or incorrect.
- Multiple Choice—select which answer is correct.
- Fill-in-the-Blank—select the word or words that best complete the statements.
- Math Practice—solve each mathematical problem using the provided information.
- Activity—activities take a variety of different forms; follow the instructions for each activity.

■ ANSWER KEY

Each chapter includes an answer key so that you can immediately check your comprehension of that chapter's principles. Many entries in the answer key include rationales, which are brief explanations of the answers. Multiple choice and true or false questions have page references to the source material in *Modern Real Estate Practice 18th Edition*.

Instructions

■ MATCHING

Each chapter lists the key terms found in *Modern Real Estate Practice, 18th Edition*. Test yourself to see how many of the key terms and other important real estate terms you can match to the correct definition. (Note: Not all key terms will be used.)

■ TRUE OR FALSE

You are presented with a series of statements based on material in the main text. It is important to read each statement closely and to clearly understand what you have read. Sometimes, just one word changes the statement from being true to false.

■ MULTIPLE CHOICE

This section prepares you for the format and structure of the licensing exam. It may help to recognize that each multiple-choice question is actually four true or false statements. The questions consist of three false statements (answers) and one true statement.

■ FILL-IN-THE-BLANK

This section format re-emphasizes key terms and concepts. Insert the term that best completes the sentence from the list provided. (Note: Not all key terms will be used.)

■ MATH PROBLEMS

Before starting to work a math problem, carefully read the entire question. Separate the irrelevant facts or numbers from the information needed to perform the calculations. For example, if a question asks you to calculate a broker's commission on a sale, you can disregard information about the asking price or mortgage. You should be able to answer a question based only on the facts given; make sure that you know exactly what you are being asked to do.

STUDY GUIDE FOR MODERN REAL ESTATE PRACTICE

EIGHTEENTH EDITION

Review and recall the key concepts and terms presented in *Modern Real Estate Practice Eighteenth Edition*. With hundreds of questions and activities, this *Study Guide* will thoroughly prepare you to pass your license course and exam.

Features:

- **Expanded and revised** questions, answers, and rationales reflect current real estate policy and law so you can test your knowledge of key concepts covered in the license course and on the exam.
- **Page number references:** Many answers now include rationales with page number references to *Modern Real Estate Practice Eighteenth Edition* that guide you back to the material behind the questions.
- **New Feature:** Learning Objectives — a quick diagnostic tool that lets you check your comprehension of each chapter before you begin your *Study Guide* review.
- **Dedicated Web Site Gives Students More!**

Visit www.modernrealestatepractice.com/18e to find additional study tools and support for the 18th edition of this classic real estate text. Use the Student Test Builder to create custom tests or study the answers for the textbook's chapter quizzes and sample exams.



More study tools from Dearborn™ Real Estate Education:

Modern Real Estate Practice Flash Card Review

This updated, comprehensive set of over 550 flash cards offers you the chance to thoroughly review key terms and math concepts covered in *Modern Real Estate Practice*.

Key Point Exam Review for Modern Real Estate Practice Audio CDs

This two-CD set is ideal for a convenient audio review anywhere: in your car, or home, at work, or even at the gym.

Mastering Real Estate Math

Real Estate Math: What You Need to Know

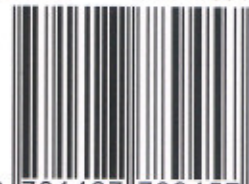
Questions and Answers to Help You Pass the Real Estate Exam

The Language of Real Estate

Dearborn™
Real Estate Education

332 Front Street South, 5th Floor, La Crosse, WI 54601
www.dearbornRE.com, 800-972-2220
© 2010 Kaplan, Inc. All Rights Reserved.

ISBN-13: 978-1-4277-8945-7
ISBN-10: 1-4277-8945-2



9 781427 789457
Reorder No.: 1510-0218