



# **10 31 EXCHANGE: WHAT REAL ESTATE INVESTORS NEED TO KNOW**

# Real Estate Exchange Counseling

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



## **Real Estate Exchange Counseling:**

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new math solutions added to the answer key for all math problems and Instructor Resources including a testbank with more than 500 questions and PowerPoint presentations

**The Basic Steps in Real Estate Exchanging** R. Royce

Ringsdorf,2010-03-05 This book is designed to help the new Exchangor start at the very beginning to secure a client counsel that client to determine his problem his needs and his desires After counseling with that client he will be able to solve the problem and this book will carry the new Exchangor through securing all of his homework making an exchange package attending exchange group meetings and show him step by step how to write an exchange offer The new Exchangor is then carried further into how this offer should be presented to his client how negotiations are carried on and how the escrow is set up By reading this book and following the instructions any real estate licensee should be able to become a competent real estate counselor and exchangor if he puts into practice what he learns

*Modern Real Estate Practice in Illinois* Fillmore W.

Galaty,Wellington J. Allaway,Robert C. Kyle,2001 Written in a user friendly style this edition of the illinois prelicensee s textbook has been thoroughly revised and updated throughout to reflect the Illinois Real Estate License Act of 2000 In addition students and instructors alike will appreciate the inclusion of more quick memory devices additional math examples Internet references updated questions and more

**Legal Counselor and Form Book** Charles Augustine Hawkins,1910

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