



# California Real Estate Principles

*By Mary Ellen Brady, Ed Estes Jr., Dennis J. McKenzie*

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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. The 10th 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 California real estate career.

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**Bibliography**

- Sales Rank: #900665 in Books
- Published on: 2015-04-28
- Number of items: 1
- Binding: Paperback
- 560 pages

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## **Editorial Review**

### **About the Author**

Mary Ellen Brady has been a successful California real estate broker and real estate salesperson for nearly twenty years. She is the owner of her own real estate company in addition to being the Real Estate Department chair and teaching at Cerritos College. In 1993, 1996, and 1997, Ms. Brady was named the REALTOR® of the Year by the Downey Association of REALTORS®. She was President of the Women's Council of REALTORS® in 1997 and President of the Downey Association of REALTORS® in 1998. She has functioned as president and chair for many prestigious boards throughout the years. She received the impressive Norm Woest Award for her contributions to real estate education from the California Real Estate Educators Association in 2007. In addition to obtaining her Graduate REALTOR® Institute (GRI) designation, Mary Ellen has also acquired her e-PRO, NAHREP Certified Professional, and Senior Real Estate Specialist (SRES) designations. She has participated in negotiation and mediation training in association with the Pepperdine University School of Law, Straus Institute for Dispute Resolution.

Edwin Estes received his Bachelor of Arts degree from the University of Southern California and his Juris Doctorate degree from the Pepperdine University School of Law. A real estate licensee since 1976, he received his California broker's license in 1984 and has been a member of the California State Bar since 1983. Since that time, he has been active in real estate brokerage management, counseling, development, and investment brokerage. He is a former arbitrator for the American Arbitration Association and has served as a judge pro tem for the California Superior Court. Professor Estes has been teaching Graduate REALTOR® Institute (GRI) classes as a master instructor for the California Association of REALTORS® since 1991; in addition to obtaining the real estate designations of Certified Commercial Investment Member (CCIM), Certified Real Estate Brokerage Manager (CRB), Graduate REALTORS Institute (GRI), Accredited Buyer Representative (ABR), Accredited Buyer Representative Manager (ABRM), e-PRO, and Senior Real Estate Specialist (SRES), he is also an accomplished community college instructor, and serves as the Real Estate Program Coordinator for Mt. San Antonio College.

Dennis McKenzie was the original author of this textbook. Born on April 22, 1940, Dennis passed away on June 13, 2008. Holding two Masters Degrees (MBA and MA) in Business and Economics from Humboldt State University, Dennis was a gifted author and lecturer who will be long remembered for his contributions to the real estate profession. He began his teaching career at the College of the Redwoods in 1970 and retired from teaching in 2008. In addition to teaching seminars at the University of Southern California, Dennis taught real estate continuing education statewide in California as well as authoring numerous books on the subject of real estate, finance and economics. Dennis was the recipient of the Teacher of the Year Award from the California Real Estate Educators Association as well as an educational consultant to the California Bureau (then Department) of Real Estate. This updated and revised textbook is devoted to Dennis McKenzie and the co-authors will forever remember his contributions to the real estate profession.

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