

New York Real Estate for Salespersons

Marcia Darvin Spada



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Comprehensive, yet concise and clearly written, this best-selling textbook covers the NYS curriculum for the required 75-hour real estate salesperson qualifying course. This new edition includes numerous examples, forms, and illustrations to prepare applicants for success in the classroom and on the NYS real estate licensure exam. Fully updated to reflect recent changes in New York laws, regulations, and practices, the new 6th edition features: New and existing requirements for obtaining and maintaining a real estate salesperson license, including the use of the eAccessNY occupational licensing system TILA/RESPA Integrated Disclosures (TRID), which replace the HUD-1 form in most transactions, including sample forms New advertising regulations for New York real estate salespersons and brokers including internet advertising, real estate team advertising, emails, and other print media Updated income tax considerations related to real estate Marcia s List, summarizing important key terms and concepts presented in the textbook and a sample practice exam.

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