**Errata (2017-11-07)**

At Dearborn™ Real Estate Education, we are proud of our reputation for providing the most complete, current, and accurate information in all our products. We are committed to ensuring the kind of quality you rely on. Please note the following changes, which will be reflected in the next printing of *California Real Estate Practice, Ninth Edition*.

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| **Page/Location** | **Was** | **Change to** |
| 83, sixth bullet | ■ A broker may keep no more than $200 of broker funds in the trust account.  ■This is to cover bank charges. Any greater amount of nontrust money in the account would subject the broker to disciplinary action. | ■ A broker may keep no more than $200 of broker funds in the trust account. This is to cover bank charges. Any greater amount of nontrust money in the account would subject the broker to disciplinary action. |
| 221, Key Terms | Buyer listings | (delete) |
| 298, question 7 | All of the following statements regarding an exclusive-right-to-sell listing are true *EXCEPT*  a. escrow does have to close for an agent to be entitled to a commission.  b. it must have a termination date for the agent to be able to collect a commission.  c. the agent must give the owner a copy of the listing when the owner signs.  d. the agent is precluded from working with | All of the following statements regarding an exclusive-right-to-sell listing are true *EXCEPT*  a. escrow does not have to close for an agent to be entitled to a commission.  b. it must have a termination date for the agent to be able to collect a commission.  c. the agent must give the owner a copy of the listing when the owner signs.  d. the agent is precluded from working with other agents to sell the property. |
| 494 | Limitation on the liability for termite work, repairs, and the like | ■ Limitation on the liability for termite work, repairs, and the like |
| 516 | Noninstitutional lenders that make real estate loans include pension funds, credit unions, private individuals, and real estate investment trusts. (See Figure 12.2.) | Noninstitutional lenders that make real estate loans include private individuals who use their own funds and real estate investment trusts. (See Figure 12.2.) |
| 569 | Other noninstitutional lenders include real estate investment trusts, pension funds, and credit unions. | Other noninstitutional lenders include private individuals who use their own funds and real estate investment trusts |
| 638 | 31/3% | 3-1/3% |
| 749, Unit 6, 5. | a | b |
| 404 | Real estate agents should strive to understand the culture of diverse groups. Chinse buyers often rely heavily on opinions of friends and family members and may wish to consult with them before making a decision. A great many Chinese pay attention to feng shui in home purchase decisions. What you may consider the perfect home for a Chines family could be rejected because of bad feng shui. | Real estate agents should strive to understand the culture of diverse groups. Chinese buyers often rely heavily on opinions of friends and family members and may wish to consult with them before making a decision. A great many Chinese pay attention to feng shui in home purchase decisions. What you may consider the perfect home for a Chinese family could be rejected because of bad feng shui. |
| 404 | Feng shui consultants will offer solutions to correct problems with energy flow. Sometimes a solution can be simple for a property, but at times, the problem can be so severe that many Chinse buyers would not consider the property. | Feng shui consultants will offer solutions to correct problems with energy flow. Sometimes a solution can be simple for a property, but at times, the problem can be so severe that many Chinese buyers would not consider the property. |
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