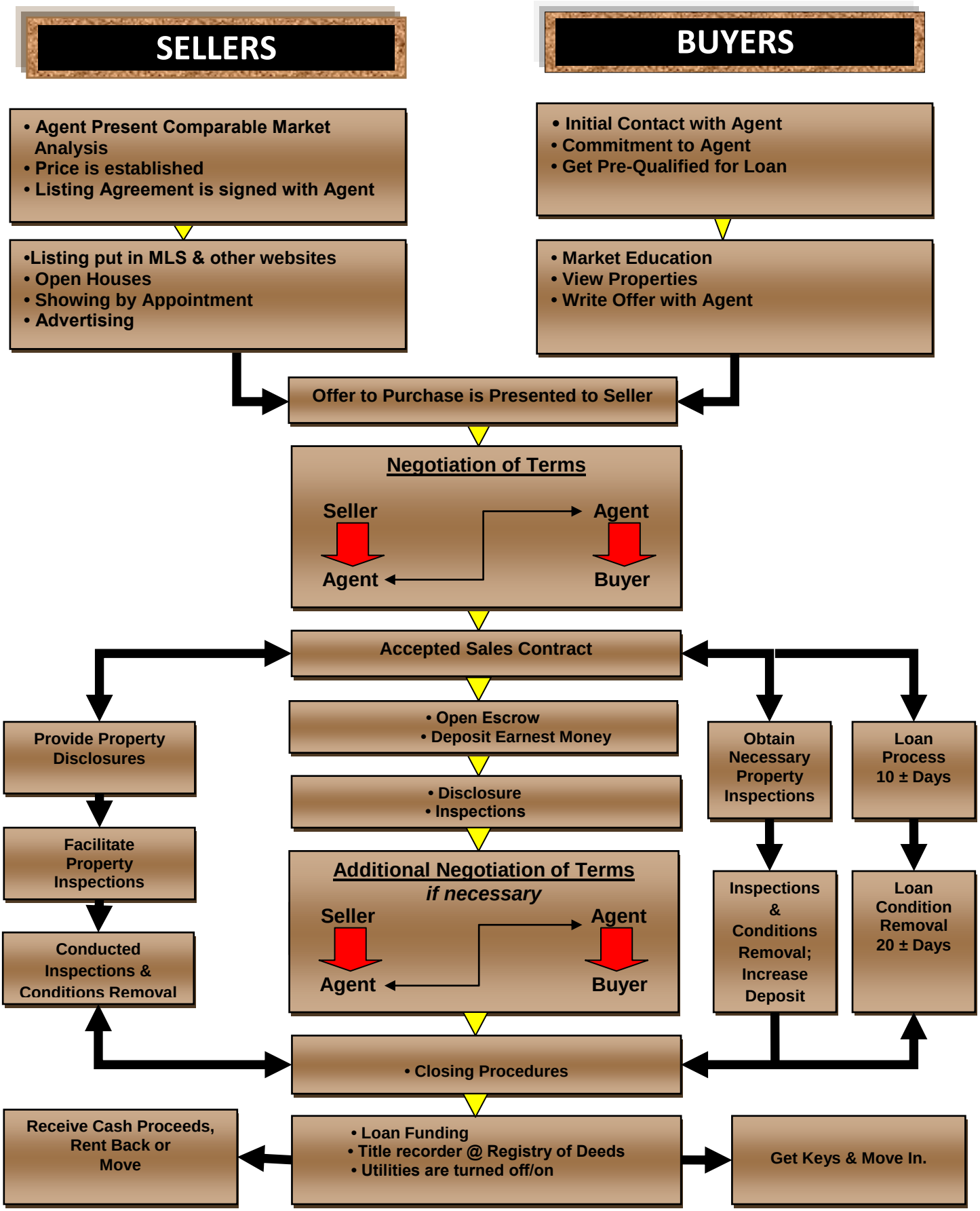THE COURSE OF REAL ESTATE TRANSACTIONS