

Post-License Prescribed Course Topics

MAIN TOPICS	SUB-TOPICS
Mandatory Topics:	
Commission Licensee Compliance	
Agency	Agency Concepts/Relationships (creation) Unlicensed Assistants Duties to Principals & Third Parties Disclosure of Agency Dual Agency Comparative Market Analysis (CMA's)
Contracts	Essential Elements/Minimum Requirements Listing Contracts Sales Contracts Leases, Land Contracts & Options Short Sales TRID
Disclosure	Standard of Care for Disclosure Seller Disclosure Form/ Lead Paint Disclosure as a licensee Confidentiality Condo Disclosure
Finance	Sources of Financing First Mortgages & other types of mortgages Foreclosures Predatory Lending/Mortgage Fraud SAFE Act
Fair Housing	Principles of Fair Housing (protected classes/prohibited acts) Fair Housing issues at each Stage of Transaction Case Studies/Situational Solutions
Advertising	Forms of Advertising (print, social media) Marketing your business and the property Do Not Call Lists Case studies
Technology & Data Security	Security for licensee and clients/customers Internet Tools/Apps (Electronic signatures) Internet Scams
Risk Management	License laws, rules & regulations Ethics Educating buyers and sellers

MAIN TOPICS	SUB-TOPICS
Elective Topics:	
Real Estate Auctions	
Anti-Trust	Price Fixing Boycott
Appraisals & Home Inspections	Appraisal process Real property & value
Land Use	Planning & Zoning Building codes Environmental Considerations/Issues Residential/Commercial Construction
Property rights	Land ownership – real and personal property Leases & Tenant Rights Easements Mineral rights Air/Water Rights Deeds – types/essential elements
Property Management	Home Owner Associations (HOAs) Landlord-Tenant Commercial Leases
Real Estate Investments	Tax Considerations Forms of Ownership
Business Planning	Working with Sellers Working with Buyers Lead Generation Ethics

*The items listed in the sub-topics are not exclusive. If you create or have material that fits within the category it will be considered for approval.