



New Mexico Regulation and Licensing Department

BOARDS AND COMMISSIONS DIVISION

New Mexico Real Estate Commission

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NAR Code of Ethics and Enforcement
NMREC Mandatory Course
Procuring Cause: The Basic and Beyond
Professional Standards and Basic Training
Reducing Violations: A Case Study Workshop
Agency
QB Refresher Course
Brokerage Relationships
Business Ethics in Real Estate
Business Planning for Sales Associates
Buyer's Agency

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NM Owner Resident Relations Act
Property Red Flags
Real Estate Investment

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1031 Exchanges
Real Estate, the IRA Alternative
Short Sale: The Short Story

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Everything You Wanted to Know About 1031 Exchanges
The Power of Investment Analysis

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NAR Code of Ethics and Enforcement
Net Outs
New Member Orientation Code of Ethics
NMREC Mandatory Course
Understanding and Using RANM Forms

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Steps to a Smooth Closing
Time Killers, Deal Killers & Other Mines in the Field
Manufactured Home Broker Basics
What's on the HUD-1 Settlement and Why?

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Anatomy of a Purchase Contract
RANM's Newest and Current Miscellaneous Forms
T is for Trouble - Keep Out
Clear the Confusion: Offers
Wells & Septics - A Broker's Guide to Regulations
Yes, Your Honor, I Did Disclose
Transaction Brokerage
Serving Your Client - Today
Rules of the Real Estate Commission
Property Management Essentials - Residential
Options, Lease Options, and Lease Purchases
Communicating Lead Based Paint Disclosures
New & Noteworthy 2009-2010

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Title Concepts & Practices for the Real Estate Professional
Steps to a Smooth Closing
Time Killers, Deal Killers, and Other Mines
Contracts to Closing
NAR Code of Ethics
The Ethical Real Estate License, C's to Success
Building a Strategic Business Plan
Applying Real Estate Ethics to Sales and Marketing
Conveyance of Title in New Mexico
Manufactured Home Title Processing
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Titles and Closings
Everything You Want to Know About 1031 Exchanges

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Rules of the Real Estate Commission
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QB Refresher Course
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Broker Basics
Brokerage Office Administration
Advanced Map Reading
Legal Description and Survey Maps
Reducing Radon Risk
Real Estate and Taxes, What Every Agent Should Know
1031 Tax Deferred Exchanges
Understanding 1031 Exchanges
Negotiating and Completing the Exchange, Case Study
Fundamentals of Commercial Investment Real Estate
Disposition Strategies in Commercial Real Estate
Agency
Real Estate Finance
Real Estate Math
Real Estate Appraisal
Communicating Lead Based Paint Disclosure to Consumers
Lead Paint Disclosure
Real Estate Decision Making with the HP 10B
Property Red Flags
Rules of the Real Estate Commission
Owner Resident Relations Act
Introduction to Real Estate Technology
State of Retail Market
State of the Residential Market
New Broker Business Practices

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New Home Sales and Marketing: Understanding the Fundamentals

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Building a Strategic Business Plan

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Do's and Don'ts of Transferring Title to Real Property
Why Title Insurance

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Do's and Don'ts of Transferring Title
Easements and Access for the Non-Lawyers
Fraud in Real Property Transactions
Mechanics Liens: Law & Strategy
Respecting RESPA I
NMREC Mandatory Course
Pre-Closing Process and Checklist of Issues
Real Estate Contracts & Seller Financing
Understanding Title Commitments and Policies
Update - Regulatory Changes in Title Insurance
Why Title Insurance
Real Estate: Green 101

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ADA for Commercial Practitioners
Antitrust & Real Estate
Diversity Issues and the RE Professional
Equal Opportunity in Housing
Fair Housing in Property Management
Fair Housing Law: The Next Generation
Leasing & Managing Residential Real Estate
Property Disclosures: What You Need to Know
Property Disclosures: The Real Estate Professionals Guide to Reducing Risk
American with Disabilities Act
Fair Housing Made EZ
Property Management Essentials - Residential
Risk Reduction
Trust Accounts
Uniform Owner - Resident Relations Act
Property Red Flags
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QB Refresher Course
ZipForm, The Basics
Zipform, An Introduction
Zipform, Advanced Techniques
NMREC Mandatory Course
Introduction to Residential Property Management
Rules of the Real Estate Commission
Understanding Electronic Transactions and E-Signatures
Brokerage Relationships
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Brokerage Office Administration
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Professionalism in Real Estate
Decoding the HUD-1 Settlement Statement
Introduction to Green Building
Understanding Loans w/ Emphasis on Pre-Qualification

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Business Ethics in Real Estate
Mold-A Growing Concern
Understanding & Using RANM Forms
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Environmental Liabilities in Real Estate
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Real Estate Law
Rules of the Real Estate Commission
Contract Strategies
Contract Negotiations
Understanding Mediation: A Win/Win Strategy
Risk Reduction Issues
Real Estate Decision Making with the HP10B
Real Estate Investment

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Broker Basics
Financial Planning through Real Estate
Tax Factors Affecting Homeowners
Fair Housing Made E-Z
Broker Short Sale 101
Brokerage Relationships
Transaction Brokerage
Equal Opportunity in Housing
Disclosure in Real Estate
Agency
Diversity Issues in Real Estate
Crunching the Numbers
Reducing Violations
Brokerage Office Administration
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Clear the Confusion: Offers, Counters, Multiples etc.
Understanding the Loan Process & Pre-Qualifications
Contract Negotiations
NMREC Mandatory Course
Professionalism in Real Estate
Real Estate Contracts and Seller Financing "The Basics"
Real Estate is Your Business (RANM)
Real Estate Law
Real Estate Principles and Practice
Reducing Violations: A Case Study Workshop
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