

Core Electives as of July 1, 2018

<u>1031 Tax Deferred Exchanges UPDATED</u>	4C	21100011
1031 Tax Deferred Exchanges (one time) CARNM	4C	30141081
A to Z of Investment Basics	4C	21050431
<u>ADA and Fair Housing Online</u> <u>CE Alternatives</u>	4C	21010012
ADA and Related Handicap Discrimination Law	4C	21010021
<u>Advanced Income Property Analysis</u> (Meyers)	8C	22140131
<u>Advanced Map Reading and Surveys for the RE Professional</u>	8C	22020011
Advanced Real Estate Transactions (one time)	6C	30020771
<u>After Tax Analysis of Income Property</u> (Meyers)	5C	21405611
<u>Agency Law Online UPDATED</u> <u>McKissock Web Link</u>	4C	21010042
<u>Agency Law</u>	4C	21010051
American National Standards Institute (ANSI): Square Footage Method of Measuring	4C	21040111
<u>Anatomy of a Commercial Lease UPDATED</u>	8C	20140931
<u>Anatomy of A Commercial Lease Online</u> (AVR+CE Gallegos) <u>AVR+CE Web Link</u>	4C	20140932
<u>Anatomy of a Listing Contract (Cederberg)</u>	4C	21020651
<u>Anatomy of a Purchase Contract UPDATED</u>	4C	21020031
Basics of Real Estate Taxation (online) <u>The CE Shop Webpage</u>	4C	21100022
Best Practices for Commercial Real Estate (one time)	5C	30140741
<u>Broker Beware (Cederberg)</u> Getting from Contract to Closing - new	4C	21020681
<u>Brokerage Relationships</u>	4C	21010091
<u>Brokerage Relationships*Webinar*</u>	4C	21010092*
Buyer Representation in Real Estate (online) Kaplan <u>Kaplan Web Site</u>	4C	21010112
CCIM - Advanced Negotiation Group	10C	22140121
CCIM Site To Do Business (one time)	6C	30141081
CCIM Site to Do Business 2017 (one time)	7C	30141191
CCIM - Troubled Assets	7C	22140111
CCIM 101 - Financial Analysis	10C	22140011
CCIM 102 - Market Analysis	10C	22140021
CCIM 103 - User Decision Analysis	10C	22140031
CCIM 104 - Investment Analysis	10C	22140041
CCIM: Foundations for Success in Commercial Real Estate	10EC	20140991
<u>Clear the Confusion: Offers (Counters, Multiples etc.) UPDATED</u>	4C	21020081
<u>Commercial Leases (Harms)</u>	4C	21140571
<u>Commercial Letter of Intent (LOI)/APOD Investment Analysis</u>	4C	22140091
<u>Commercial Real Estate & Municipal Planning I: The Basics UPDATED</u>	4C	21140371
<u>Commercial Real Estate & Municipal Planning II: Government Domain UPDATED</u>	4C	21140381
<u>Commercial Real Estate & Municipal Planning III: Zoning UPDATED</u>	4C	21140431
<u>Commercial Real Estate & Municipal Planning IV: Architecture UPDATED</u>	4C	21140451

<u>Commercial Real Estate & Municipal Planning V: Construction UPDATED</u>	4C	21140541
<u>Commercial Real Estate Property Management UPDATED</u>	2C	20140701
<u>Commercial Real Estate Property Management Online (Gallegos)</u> AVR+CE Web Link	2C	20140702
<u>Contract Negotiations UPDATED</u>	4C	21020121
<u>Contract Strategies UPDATED</u>	4C	21020131
<u>Deed of Trust: The New Reality UPDATED</u>	4C	21050301
<u>Easements and Access for the Non-Lawyer UPDATED</u>	4C	21010151
<u>Environmental Liability in Real Estate UPDATED</u>	4C	22080041
<u>Equal Opportunity in Housing UPDATED</u>	6C	21010171
<u>Ethics Beyond the Code</u> (Bruno)	4C-ETH	21120151
<u>Fair Housing On-Line (Empire)</u> Empire Learning NM Web Link	3C	21010922
<u>Fair Housing Online UPDATED (Kaplan)</u> Kaplan Web Site	4C	21010182
<u>Fair Housing UPDATED</u> (live)	4C	21010181
<u>Fair Housing & Beyond UPDATED</u>	4C	21010591
<u>Fair Housing: The Next Generation UPDATED</u>	4C	21010201
<u>Fair Housing Made Easy UPDATED</u>	4C	21010221
How to Make Dollars in Real Estate – Infill New Development & Repurposing Existing Properties (one time)	5C	30090261
<u>Income Property Analysis</u> (Meyers)	10C	21140551
Intro to Solar (now a 4 hour core elective as of 3/2018)	4C	21090221
<u>Introduction to Commercial Real Estate On Line</u> (AVR+CE) AVR+CE Web Link	4C	21140562
<u>Introduction to Commercial Real Estate Sales (Kaplan)</u> Kaplan Web Site	4C	21020232
IREM ASM-603 - Investment Real Estate Finance and Valuation Part One	10C	21140061
IREM ASM-604 - Investment Real Estate Finance and Valuation Part Two	10C	21140071
IREM ASM-605 - Investment Real Estate Finance and Valuation Part Three	5C	22140081
IREM 101 Managing Single Family Homes and Small Investment Properties (SFH201)	6C	21060431
IREM 102 Managing Residential Properties (RES201)	10C	21060441
IREM 102a Managing Residential Properties (RES201) - on demand	10C	21060442
IREM 103a Residential Maintenance Operations (MNT001) - on demand	4C	21060452
IREM 106 Managing Condominium and Homeowners Associations (CID201)	10C	21060481
IREM 106a Managing Condominium and Homeowners Associations (CID201) – on demand	10C	21060482
IREM 107 Fair Housing and Beyond (FHS201)	4C	21060491
IREM 107a Fair Housing and Beyond (FHS201) on demand	4C	21060492
IREM 108 Budgeting, Cash Flow, and Reporting for Investment Real Estate (FIN402)	10C	21060501
IREM 108a Budgeting, Cash Flow, and Reporting for Investment Real Estate (FIN402) CPM – on demand	4C	21060502
IREM 109 Marketing and Leasing Strategies for Retail Properties (MKL404) CPM	10C	21060511
IREM 109a Marketing and Leasing Strategies for Retail Properties (MKL404) CPM – on demand	4C	21060512
IREM 110 Marketing and Leasing Strategies for Multifamily Properties (MKL405) CPM	10C	21060521

IREM 110a Marketing and Leasing Strategies for Multifamily Properties (MKL405) – on demand	4C	21060522
IREM 111 Marketing and Leasing Strategies for Office Buildings (MKL406) CPM	10C	21060531
IREM 111a Marketing and Leasing Strategies for Office Buildings (MKL406) CPM - on demand	4C	21060532
IREM 113 Managing Maintenance Operations and Property Risk (MNT402) CPM	10C	21060551
IREM 113a Managing Maintenance Operations and Property Risk (MNT402) On Demand CPM	4C	21060552
IREM 114 Financing and Loan Analysis for Investment Real Estate (ASM603) CPM	10C	21060561
IREM 115 Performance and Valuation of Investment Real Estate (ASM604) CPM	10C	21060571
IREM 116 Asset Analysis of Investment Real Estate (ASM605) CPM	8C	21060581
IREM 119a Managing Commercial Properties (CML201) On Demand (ACOM)	10C	21060602
IREM 220 Sustainable Real Estate Management (SRM001) On Demand (SRM001)	8C	21060612
Legal Issues on Commercial Leases, LOIs and Tis (one time)	4C	30141051
Mechanics Liens: Law & Strategy UPDATED	4C	21010241
NARPM 119 Fair Housing	3C	21060341
New Mexico's Property Tax System - An Overview UPDATED	4C	21020641
Options, Lease Options and Lease Purchases UPDATED	4C	22020651
Pests that Affect Real Estate Transfer, and Leased and Managed Properties	4C	21070181
Property Management	10C	21060011
Property Management and Managing Risk (Kaplan On-Line) Kaplan Web Site	4C	21060032
Property Management Essentials - Residential UPDATED	4C	21060021
Property Management Trust Accounts	4C	21060041
Property Red Flags	4C	21020671
Property Red Flags A Users Guide to Real Estate Licenses online (Kaplan) Kaplan Web Site	4C	21020342
RANM Forms Update (Cederberg)	4C	20120221
RANM's Many Miscellaneous Forms	4C	21020351
Real Estate Finance Today online (Kaplan) Kaplan Web Site	4C	21050142
Real Estate Trust Accounts on line (AVR+CE, Inc.) AVR+CE Web Link	2C	21140572
Reducing Violations: A Case Study UPDATED	4C	21010291
Residential On-Site Wastewater Treatment	4C	21080061
Risk Management (on demand) (Kaplan) Kaplan Web Site (expanded to 6 hours)	6C	21020432
Rules & Regulations of the Real Estate Commission	4C	21010301
Rules & Regulations of the Real Estate Commission (online)*	4C	21010572
Septic Systems and Property Transfers UPDATED	4C	22080161
Surveys from A to Z UPDATED	4C	21020751
Tax Free Exchanges (online) CE Alternatives	4C	21100112
The Appraisal Process for Agents & Brokers*	4C	21040062*
Titles and Closings UPDATED	4C	21020521
Understanding 1031 Tax Deferred Exchanges online (Kaplan) Kaplan Web Site	6C	22100142
Understanding 1031 Tax Deferred Exchanges	6C	21100161
Understanding Wood Destroying Pests*	4C	21070151
Uniform Owner-Resident Relation Act	6C	21010361

<u>Water Rights UPDATED</u>	4C	21020701
<u>Wells and Septics - a Broker's Guide to Regulation UPDATED</u>	4C	21080071
<u>What Real Estate Professionals Need to Know about FHA Online UPDATED*</u>	4C	21050372
<u>Yes Your Honor I Did Disclose UPDATED</u>	4C	21070101

Ethics Courses

Applied Professional Standards (CARNM) (one time)	3ETH	30141061
<u>Applied Professional Training Standards (Permanent)</u> CARNM	3ETH	21120291
Business Ethics for Business People (one time)	3ETH	30120231
<u>Business Ethics in Real Estate UPDATED</u>	4ETH	21120021
<u>Cowboy Ethics -- Code of the West (Arguelles)- new</u>	4ETH	21120301
<u>Cracking the Code of Ethics (Online) UPDATED (CE Shop)</u> The CE Shop Webpage	3ETH	21120032
<u>Ethical Use of Social Networking & Technology in the Real Estate Industry</u>	8ETH	21030121
<u>Ethical Use of Drones, Social Networking & Technology in the RE Industry (short version)</u>	4ETH	21030331
<u>Ethics Beyond the Code</u> (Bruno)	4C or 4 ETH	21120151
Ethics (one time)	3ETH	30120241
Ethics (NARPM) (one time)	3ETH	30120261
Ethics in Real Estate Continuing Education Alternatives	4ETH	21122042
<u>GRI - REALTORS Ethical Road Map UPDATED</u>	8ETH	21120131
Handling Multiple Offers Ethically and Effectively	4ETH	21020661
IREM 117 ETH800: Ethics for the Real Estate Manager CPM	7ETH	21060591
IREM 118a ETH001: Real Estate Management Ethics Online CPM	2ETH	21060592
Knowing the Code: Real Estate Ethics*	4ETH	21120042*
<u>NAR Code of Ethics and Enforcement UPDATED</u>	4ETH	21120051
<u>NAR Code of Ethics and Enforcement UPDATED</u> Webinar*	4ETH	21120052*
<u>NAR Grievance Committee Training UPDATED</u>	4ETH	22120141
<u>NAR Professional Standards Committee Training UPDATED</u>	4ETH	22120161
<u>NAR Professional Standards Review Director Training UPDATED</u>	2ETH	22120151
NARPM 117 Ethics	3ETH	21060181
<u>Navigating the Fork in the Road I - NAR Training for Grievance Committees (GAAR)</u>	4ETH	21120251
<u>Navigating the Fork in the Road II - NAR Training for Professional Standards Committees (GAAR)</u>	4ETH	21120261
<u>Navigating the Fork in the Road III – NAR Training for Professional Standards Reviews</u>	2ETH	21120271
<u>New Member Orientation Code of Ethics UPDATED</u>	4ETH	21120061
<u>New Mexico Ethics in Real Estate Online (McKissock)</u> McKissock Web Link	4ETH	21120272
<u>Procuring Cause: The Basics and Beyond UPDATED (ethics)</u>	4ETH	21010261
<u>Professional and Ethical Practices in Real Estate UPDATED</u>	8ETH	21120071
Professional Standards Basic Training	8ETH	21120081

<u>Professionalism in Real Estate UPDATED</u>	4ETH	21120091
Realtor Code of Ethics	3ETH	21120241
REALTOR's Code of Ethics Training Online (CE Shop) The CE Shop Webpage	2ETH	20120212
Technology, Rules and Ethics (one time)	4ETH	30030381
<u>The Code Meets the Rules UPDATED</u>	2ETH	20120201
<u>Understanding the Code of Ethics Online (Empire)</u> Empire Learning NM Web Link	4ETH	21120282
When You Come to the Fork in the Road, Take It! Ethics for RE Professionals (GAAR) (one time)	4ETH	30120251
When You Come to the Fork in the Road, Take It! Ethics for RE Professionals (Harris)	4ETH	21120281