



NEW MEXICO REAL ESTATE COMMISSION

New Mexico Regulation and Licensing Department

BOARDS AND COMMISSIONS DIVISION

5500 San Antonio Dr., NE ▪ Suite B ▪ Albuquerque, New Mexico 87109

(505) 222-9820 ▪ Fax (505) 222-9886 ▪

www.RLD.state.nm.us/boards/Real_Estate_Commission.aspx

APPROVED COURSE LIST

2015 Course List Alphabetical Updated 11/23/15	Hours	Course #
1031 Exchanges - Increase Your Expertise	3E	21100182
1031 Tax Deferred Exchanges	4E	21100011
10th Annual Apartment Market Outlook	2E	30141041
2012 NAR Legislative Update	2E	30010741
2012 Real Property Institute	7E	30010751
2012 SIOR Fall World Conference	2E	30110281
2012 SIOR Spring World Conference	4E	30110271
2013 New Mexico Real Estate Market Pulse	4E	30110331
2013 SIOR Fall World Conference	2E	30110361
2013 SIOR Spring World Conference	3E	30110311
2014 Economic Outlook: The Future of Construction in New Mexico	1E	30140971
2014 SIOR Spring World Conference	3E	30110501
2015 SIOR Fall World Conference	4E	30110571
2015 SIOR Spring World Conference	2E	30110551
25th Annual Real Property Institute	6E	30010921
3.8% Healthcare Tax: Myths and Facts	1E	21010761
A to Z of Investment Basics	4E	21050431
ABQ The Plan, New Projects Announcement	1E	30140721
ACHIEVE 2013 - Four hours a day to 100K	3T	30130521
Acres of Diamonds: Finding Treasure in Your Sphere of Influence	2T	30130671
ADA and Fair Housing	4E	21010012
ADA and Related Handicap Discrimination Law	4E	21010021
Advanced Concepts in Conflict Resolution and Communication Skills for RE Professionals	2T	30130511
Advanced Eminent Domain and Valuation	6E	30010801
Advanced Excel Wizardry	4T	21030311
Advanced Map Reading and Surveys for the Real Estate Professional	8E	22020011
Advanced Negotiation Techniques for Buyer's Agents	6T	21130561
Aerotropolis - The Way We Live Next - How Maco Level Global Trends will Impact Albuquerque	1E	30140601
Agency Law	4E	21010042
Agency Update	4E	21010051
Albuquerque Zoning: What Every Real Estate Broker Should Know	4E	21020591
Alternative Commercial Real Estate Financing	3E	22050011
American National Standards Institute (ANSI): Square Footage Method of Measuring	4E	21040111
An Untapped Resource: A Tutorial on Real Estate Philanthropy	4E	21020621
Anatomy of a Commercial Lease	8E	20140931
Anatomy of a Purchase Contract	4E	21020031
Anti-Trust and Real Estate	4E	21010061
Applied Professional Standards Training 101	2E	30141071
Appraisal Process for Real Estate Professionals	4E	21040011
Appraisal Process for Real Estate Professionals	4E	21040092
Back to Basics: Mediation Refresher Course	4E	30010841
Bankruptcy and Real Estate	4E	21010071

Barstool Economics	3E	30110511
Basic Hydrology, Well Installation, and Septic System Installation for the Real Estate Professional	8E	21080011
Basic Real Estate Finance	8E	21050022
Basics of Green Building for Real Estate	4E	21090162
Basics of Real Estate Taxation	4E	21100022
Becoming a Fired Up Sales Animal	3T	30130381
Being the Boss	2T	30060161
Benefits of the 203K Program	2E	21050401
Best Practices for Commercial Real Estate	5T	30140741
Bid Processing/Accelerated Marketing Brunch and Learn	2T	30140651
Body Language: Selling Yourself	6T	30130511
BOMA Southwest Conference Education Program	6E	30140641
Boot Camp, Back to the Basics	10E	21020051
Boot Camp, Back to the Basics Webinar	10E	21020052
BPO's: The Agent's Role in the Valuation Process	8E	31040101
Breaking Barriers: Fair Housing	2E	21010082
Broker Basics	10E	11020061
Broker News Alert 2013-2014	4E	21010821
Broker Safety for the Real Estate Professional	3T	21130331
Broker Safety for the Real Estate Professional Webinar	3T	21130332
Broker Short Sale 101	7E	21050031
Brokerage Office Administration	10E	11020071
Brokerage Relationships	4E	21010091
Brokerage Relationships Webinar	4E	21010092
Building a Strategic Business Plan	3T	22110011
Business Ethics for Business People	3E	30120231
Business Ethics in Real Estate	4E	21120021
Business is Your Business	8T	30110341
Business Planning for Associate Brokers	4T	21110021
Buyer Representation in Real Estate	4E	21010112
Buyer's Agency	4E	21010101
Buying Within Your Budget	4T	21110381
Buying Within Your Budget Online	4T	21110382
Case Studies in Acquisition Analysis	1E	30140611
CCIM - Advanced Negotiation Group	10E	22140121
CCIM - Cost Segregation	3E	22140101
CCIM - It's a Whole New Business - Creating and Sponsoring Real Estate Investment Group	7T	22140091
CCIM - Troubled Assets	7E	22140111
CCIM 101 - Financial Analysis	10E	22140011
CCIM 102 - Market Analysis	10E	22140021
CCIM 103 - User Decision Analysis	10E	22140031
CCIM 104 - Investment Analysis	10E	22140041
CCIM Brunch & Learn	2E	30140821
CCIM Brunch & Learn (2014): Tax Updates and Opportunities	2E	30140871
CCIM: Foundations for Success in Commercial Real Estate	10E	20140991
Certified Negotiation Expert	10T	21130451

New Mexico Regulation and Licensing Department
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CFPB and Real Estate	4E	21050481
CIPS - Europe & International	8E	21140361
Clandestine Drug Labs	4E	21080091
Clear the Confusion; Offers (Counters, Multiples, etc...)	4E	21020081
Commercial Lease Remedies	3E	21140331
Commercial Leases from Start to Finish	6E	30141061
Commercial Purchase Agreement & Real Estate Contract	2E	30140801
Commercial Real Estate & Municipal Planning I: The Basics	4E	21140371
Commercial Real Estate & Municipal Planning II: Government Domain	4E	21140381
Commercial Real Estate & Municipal Planning III: Zoning	4E	21140431
Commercial Real Estate & Municipal Planning IV: Architecture	4E	21140451
Commercial Real Estate & Municipal Planning V: Construction	4E	21140541
Commercial Real Estate from A to Z	5E	30140981
Commercial Real Estate Fundamentals	2E	20140631
Commercial Real Estate Leasing	2E	20140671
Commercial Real Estate Loans	3E	30141001
Commercial Real Estate Overview	4E	20140621
Commercial Real Estate Property Management	2E	20140701
Commercial Real Estate Sales	2E	20140661
Commercial Real Estate: Understanding Investments	8E	20140572
Commercial Tenant Improvements - Understanding the Process	3E	30140901
Communicating Lead Based Paint Disclosures to Consumers	2E	21070011
Communicating the Value of High Performance Green Homes	6T	30090191
Comparative Market Analysis (CMA) for Paragon Users	1T	30030211
Confessions of a Commercial Real Estate Consultant	8T	22140051
Consulting Sellers Successfully	6T	30130391
Contact Management for Paragon Users	1T	30030221
Contract Negotiations	4E	21020121
Contract Strategies	4E	21020131
Conveyance of Title in New Mexico	3E	21010121
Cost of Occupancy	7E	30140881
Coveralls to Closing	4E	21020151
Cracking the Code of Ethics	3E	21120032
CRB: Brokerage Liability: Develop a Comprehensive Risk Management Plan	10E	22110121
CRB: Business Management: Develop & Execute a Comprehensive Plan	10T	21110091
CRB: Financial Planning & Management	10T	21110101
CRB: Marketing Management: Attract and Keep Customers for Life	10T	21110131
CRB: Performance Leadership: Attract, Develop & Keep Successful Sales Associates	10T	21110111
CRS - New Negotiating Edge	8T	21130071
CRS 107 - Mastering the Art of Selling Homes	7T	22130061
CRS 200 - Business Planning & Marketing	10T	21110071
CRS 201 - Listing Course	10T	21130021
CRS 202 - Sales Course	10T	21130041
CRS 204 - Income Properties Course	10E	22130051
CRS 206 - Technology Course	5T	21030071
CRS 210 - Referral Course	10T	21130031
CRS: Positioning Properties to Compete in the Market	8T	21130481

CRS: Presentation 2.0: The Ultimate Listing Course	8T	30130581
Decoding the Closing Disclosure Statement and HUD-1	4E	21020161
Deeds of Trust: The New Reality	4E	21050301
Developing ABQ - Work in Progress	1E	30140581
Developing Technical Skills to Deliver Outstanding Real Estate Services for Paragon Users	3T	30030231
Development 13 - The Annual Meeting for Commercial Real Estate	7E	30140781
Development '14. The Meeting for Commercial Real Estate	6E	30140961
Disclosure in Real Estate	6E	21070021
Disposition Strategies in Commercial and Investment Real Estate	8E	21020171
Diversity Issues and the Real Estate Professional	6T	21010131
Documentation: A Winning Fair Housing Defense Strategy	3E	30010681
Dodd Frank - Seller Financing - Ma & Pa - Strange Bedfellows	1E	30010891
Dodd-Frank, HARP, Your Clients and You	2E	21050391
Do's & Don'ts of Transferring Title to Real Property	4E	21020181
Earnest Money Disputes and Interpleader Action	2E	21020691
Easements and Access for the Non-Lawyer	4E	21010151
Economic Development and Planning: It's a Match	1E	30110321
Economic Development Summit	1E	30110521
Education & Job Creation	1T	30110491
Education=Jobs=Prosperity	1E	30110301
Effective Negotiation for Real Estate Professionals	8T	30130401
Eighth Annual Apartment Market Forum	2E	30140761
Enhanced Mapping Functions for Paragon Users	1T	30030241
Environmental Hazards and Selling Real Estate	3E	21080031
Environmental Issues in Your Real Estate Practice	4E	21080022
Environmental Liability in Real Estate	4E	22080041
Equal Opportunity in Housing	6E	21010171
Essentials of Mortgage Lending	4E	21050041
Ethical Use of Social Networking & Technology in the RE Industry	8T	21030121
Evernote for REALTORS and Social Media Strategy for REALTORS	3T	30030301
Everything You Wanted To Know About 1031 Exchanges But Were Afraid To Ask	4E	21100031
Facebook or Faceplant - 20 Social Media Strategies to Grow Your Business	2T	30030341
Fair Housing	4E	21010182
Fair Housing	4E	21010181
Fair Housing and Beyond	4E	21010591
Fair Housing Law: The Next Generation	4E	21010201
Fair Housing Made EZ	4E	21010221
Finance and Real Estate	1E	30110581
Finance and Real Estate	1E	30141031
Financial Analysis Using IRR	3E	30140681
Financial Management	7E	30060231
Financial Planning Through Real Estate (Wealth Max.)	8E	21110031
First Things First: Information to Obtain at the Time of the Listing	2E	21020711
Foundations in Sustainability: Greening the RE and Appraisal Industries	4E	21090172
Fraud in Real Property Transactions: Identification and Avoidance	4E	21020191
Fundamentals of Commercial & Investment Real Estate	10E	21020201
Give a Presentation Like No Other	1T	30130501

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Going Green Begins with Energy Star Blue	1E	21090151
Google Tools for the Real Estate Professional	2T	21030181
Google Universe Boot Camp	6T	30030271
Green Appraisal 2-Day Workshop	8E	30090201
GRI - Crunching the Numbers and Investments	8E	21050271
GRI - Legal Liability Issues: Minimize your Risk	8E	21010391
GRI - Pricing Property Properly	8E	21040071
GRI - Real Estate is your Business	8T	21110061
GRI - Residential Construction and Inspections	8E	21090091
GRI - The REALTOR's Ethical Road Map	8E	21120131
Handling Objections	2T	21130471
Handling Objections Webinar	2T	21130472
Healthcare . . . Is it the Catalyst for Real Estate Development in New Mexico?	1E	30140771
High Tech Update - What's Happening in Albuquerque	1E	30140591
Home Inspection Practice & Standards	4E	21020221
Home Owners Association 2013	1E	21010831
Hot Market Strategies	3T	21130482
Houses: From the Ground Up	8E	21090211
Houses: From the Ground Up Online	8E	21090212
Houses: Why Bad Things Happen to Good Houses	6E	21070161
Houses: Why Bad Things Happen to Good Houses Online	6E	21070162
How Can New Mexico Attract Jobs? How Can We Sell our State?	1E	30140551
How the Qualified Mortgage will Impact Home Buyers	2E	30050441
How to Attract Generation Y to the Northern New Mexico Region	2T	30110531
How to Lead Your Team and Manage Conflict	6T	30130491
How to Measure Real Property	3E	21040121
How to Measure Real Property Online	3E	21040122
How to Work with Real Estate Investors	3E	30020661
Hydraulic Fracturing Seminar	7E	30080131
Identity Theft: Protecting Your Clients and Your Business	3E	21010851
Identity Theft: Protecting Your Clients and Your Business Online	3E	21010852
Impact of Strategic Logistics on NM Real Estate Properties & Economic Development	1E	30140791
Improving Customer Care and Retention	3T	30130441
Infill 101 - Remodel, Repurpose or Replace: Case Studies on Infill/Redevelopment Projects	5E	30140891
Influence and Leadership	2T	30130371
Innovation Corridor Nob Hill to Old Town	1E	30140831
InstaNet Solutions for Basic Users	4T	21030201
InstaNet Solutions for Basic Users Webinar	4T	21030252
Integrating Solar Electric (PV) Systems in our Buildings and Homes	1E	31090181
Intro to Solar	2E	21090221
Introduction to Commercial Real Estate Sales	4E	21020232
Introduction to Green Building	4E	21090021
Introduction to Green Building for Realtors	2E	21090012
Introduction to Real Estate Investments Online	6E	21020572
Introduction to Real Estate Technology	6E	21030021
Introduction to Residential Property Management	8E	21060101
Introduction to Residential Property Management Webinar	8E	21060102

Introduction to the Appraisal Profession	10E	21040021
Investment Property Practice and Management	10E	21020251
IREM ASM-603 - Investment Real Estate Finance and Valuation Part One	10E	21140061
IREM ASM-604 - Investment Real Estate Finance and Valuation Part Two	10E	21140071
IREM ASM-605 - Investment Real Estate Finance and Valuation Part Three	5E	22140081
It's High Tide You Got the Facts about Homeowner's Flood Insurance	3E	21010942
Knowing the Code: Real Estate Ethics	4E	21120042
Land Grants in Northern New Mexico	1E	30010731
Land Surveys and their Roles Insuring Title in New Mexico	2E	21020721
Land Use Law: Current Issues in Subdivision, Annexation and Zoning	6E	30010911
Land Use Law: Current Issues in Zoning and Subdivision	6E	30010721
Landlord Tenant Rights, Obligations & Remedies	5E	21060121
Law of the Rio Grande 2015	10E	30010951
Lead Paint Disclosure: It's the Law	3E	21070031
Lead Paint Inspections	3E	21070111
Lead Paint Renovation, Repair and Painting Certification	3E	21070121
Leasing & Managing Residential Real Estate	8E	21060111
Legal Descriptions & Survey Maps	4E	21020271
Legal Descriptions, Title Insurance and Surveys in RE Transactions	6E	30010781
Legal Issues on Commercial Leases, LOIs and TIs	4E	30141051
Legal Responsibilities and Risk Management	7E	30060221
Listing Explosion	2T	30130551
Loan Types and Instruments of Finance	3E	21050052
Manufactured Home Title Processing	3E	21020281
Marketplace Dynamics in Commercial Real Estate	3E	20141021
Mastering Email Negotiations in Real Estate	6T	21130571
Mechanics Liens: Law & Strategy	4E	21010241
Medicinal Marijuana: Risk Management for the Real Estate Professional	2E	21080151
Methods of Residential Finance	8E	21050072
Mining for Gold I	2T	21130491
Mold - A Growing Concern	4E	21070051
Mortgage, Loans and Laws - How They Help Your Client	3E	21050422
NAIOP 2015 Commercial Real Estate Conference: Deals, Connections and Trends	5E	30141072
NAIOP's NEW Real Estate Development Playbook	5E	30141011
NAR - Expanding Housing Opportunities	4E	21010691
NAR - SRES	10E	20130291
NAR Code of Ethics and Enforcement	4E	21120051
NAR Code of Ethics and Enforcement Webinar	4E	21120052
NAR e-buyer	6T	21030092
NAR E-Pro Internet Professional	10T	22030082
NAR Grievance Committee Training	4E	22120141
NAR Professional Standards Committee Training	4E	22120161
NAR Professional Standards Review for Directors	2E	22120151
NAR: Accredited Buyer Representative	10E	22020601
NAR: At Home with Diversity	6E	21130011
NAR: Green Designation Course	10E	21090031
NAR: Green Designation Course Online	10E	21090032

NAR: Green Designation Residential Elective Course	8E	22090041
NAR: Innovative Marketing Techniques for Buyers Rep.	6T	21130241
NAR: SRS (Seller Representative Specialist)	10T	21130661
NAR: Transnational Referral Certification	3T	21130251
NARPM - Risk Management for Property Managers	10E	20060091
NARPM - Ethics	3E	21060181
NARPM - Marketing Your Management Business	6T	21060191
Navigating the TILA/RESPA Integrated Disclosure	3E	21050491
Negotiation & Completion of an Exchange	8E	21020301
Negotiation Skills	3T	30130421
Negotiations: The Games People Play	6T	30130361
Net Outs	6E	21020311
New & Noteworthy 2009-2010	3E	21010521
New & Noteworthy 2012-2013	3E	21010661
New Broker Business Practices	10E	21020641
New Loan Estimates and Closing Disclosures	2E	21050471
New Member Orientation Code of Ethics	3E	21120061
New Mexico Community Property Interests	1E	21010911
New Mexico Onsite Liquid Waste Regulations	8E	22080101
New Mexico Water Law Conference	10E	30010491
New Mexico's Property Tax System - An Overview	4E	21020641
New Seller Financing Rules and RANM Form 2405	2E	21020581
Ninja Installation	10T	30130541
Ninja Installation	10T	21130631
Ninja Selling	6T	30130501
Ninth Annual Apartment Market Outlook	1E	30140921
NMREC Mandatory Course	8E	21010401
NMREC Survey	1E	30010902
Office and Industrial Market Overview	1E	21140131
Oil and Gas . . . The Economic Impact on New Mexico and Real Estate	1E	30110541
Opportunities and Advantages of Home Warranty Disclosure	1E	21020611
Options, Lease Options and Lease Purchases	4E	22020651
Paragon Software Proficiencies Class	6T	30030281
Patterns of Success	1T	30130591
Policies and Procedures for Today's Qualifying Broker	6E	22020701
Policies and Procedures for Today's Qualifying Broker Webinar	6E	22020702
Post Recession Strategies for Construction	1E	30140851
Power of Prospecting	2T	21130461
Power of Prospecting Webinar	2T	21130462
Power to Be Disciplined	1T	30130431
Practical Application of RE Contracts	4E	21020321
Pre-Closing Process and Checklist of Issues	2E	21020331
Pricing Property to Sell	8E	21040032
Principles of Construction Lending	8E	21050102
Procuring Cause: The Basics and Beyond	4E	21010261
Professional & Ethical Practices in Real Estate	8E	21120071
Professional Standards Basic Training	8E	21120081

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Professionalism in Real Estate	4E	21120091
Property Disclosure: The Real Estate Professional Guide to Reducing Risk	6E	21070131
Property Evaluation and Due Diligence	7E	30060201
Property Management	10E	21060011
Property Management - Vendor Contractor Agreements	1E	30060152
Property Management & Managing Risk	4E	21060032
Property Management Essentials - Residential	4E	21060021
Property Management Rules Changes	2E	21060141
Property Management Trust Accounts	4E	21060041
Property Performance Management	7E	30060211
Property Red Flags	4E	21020671
Property Red Flags: A Users Guide to Real Estate Licenses	4E	21020342
Public/Private Partnerships: Best Practices and Opportunities	1E	30140911
Qualifying Broker Refresher Course	0	21010271
Radon in Real Estate	4E	31070141
RANM 2013 Fall Legal Update	2E	30010811
RANM 2014 Fall Legal Update	1E	30010881
RANM 2014 Winter Legal Update	2E	30010861
RANM 2015 Fall Legal Update	2E	30010961
RANM 2015 Winter Legal Update	2E	30010931
RANM 2016 Winter Legal Update	2E	30010971
RANM Fall 2012 Legal Update	1E	30010701
RANM Winter 2012 Legal Update	1E	30010671
RANM Winter 2013 Legal Update	2E	30010771
RANM's Many Miscellaneous Forms	4E	21020351
RANM's Recent Forms Changes	2E	21020731
Real Estate and Taxes What Every Licensee Should Know	6E	21100042
Real Estate Appraisal	10E	21040041
Real Estate Contract Terminations	2E	21050261
Real Estate Contracts (Installment Contract)	8E	21050111
Real Estate Contracts, Amendments and Reinstatements	2E	21050291
Real Estate Contracts/Seller Financing "The Basics"	4E	21050121
Real Estate Decision Making w/the HP-10B	4E	21030031
Real Estate Economic Outlook	1E	30110351
Real Estate Finance	10E	21050131
Real Estate Finance Today	4E	21050142
Real Estate Guide for Septic Fraud Protection	2E	21080121
Real Estate Investment	8E	21020361
Real Estate Investors and Your Business	4E	21020612
Real Estate Law	10E	11010281
Real Estate Law	10E	11010282
Real Estate Math	4E	21020372
Real Estate Principles and Practice	10E	11020381
Real Estate Principles and Practice	10E	11020382
Real Estate Tax Planning Considerations	2E	30100192
Real Estate Taxes: What Every Agent Should Know	6E	21100061
Real Estate Technology on the Go	4T	21030151

Real Estate, Consumer and Digital Trends in Real Estate	3T	30030331
Real Estate, The IRA Alternative	4E	22100071
Real Estate: Green 101	4E	21090071
Realities and Misconceptions of Listing Syndication	1T	30130621
Realtor Code of Ethics	3E	21120241
Realtor.com & The Hottest New Technologies that <i>Could</i> Impact the Real Estate Industry	2T	30030321
REALTORS Benefiting New Mexico Consumers	2T	21110291
REALTOR's Code of Ethics Training Online	2E	20120212
REALTORS Land Institute National Land Conference 2015	10E	30020601
Reducing Radon Risk	4E	21070081
Reducing Violations: A Case Study Workshop	4E	21010291
Regional Planning Directors . . . What's the Landscape for Development?	1E	30140731
Report on Two Economic Development Summits - What's the Plan?	1E	30140711
Residential On-Site Wastewater Treatment	4E	21080061
Resort and Second Home Property Specialist	10T	21130081
Rice Insurance and the Non-Paranoid Broker	4E	21010501
Risk Management	4E	21020432
Risk Reduction for 2012	3E	31020621
Risk Reduction Issues	6E	21020441
RLI - Agricultural Land Brokerage and Marketing	10E	21020611
RLI - Land Development	10E	21090111
RLI - Land Investment Analysis	10E	22020621
RLI - Site Selection	10E	21090101
RLI - Tax Deferred 1031 Exchanges	10E	21100151
RLI - Transitional Land	10E	21040081
Rules & Regulations of the Real Estate Commission	4E	21010301
Rules & Regulations of the Real Estate Commission	4E	21010572
Rural Housing Services Loan Programs (The Lowdown on No Down)	4E	21050151
Second Homes: Purchasing and Financing Basics	4E	21050161
Secrets to Open House Success	3T	21130641
Section 184 Indian Housing Guarantee Program	2E	22050171
Seller Financing of Real Estate Transactions	4E	21050181
Septic Systems and Property Transfers	4E	22080161
Septics and Wells 101	2E	21080141
Serving in Today's Demanding Market	3T	30141081
Serving Your Client - Today	4E	21110051
Seventh Annual Apartment Market Forum	2E	30140691
Short Sales: The Short Story	4E	21050191
Show me the Savings: Energy Efficient Construction	3E	21090231
Silver Bullet Solutions	7T	30130531
SIOR - Advanced Topics in Office Brokerage	10E	22110081
Social Media for Sales Success	8T	21030291
Social Networking and Email Marketing: A Path to More Referrals	2T	21030261
Solar PV Value: Questions to Ask	2E	21090241
Standard Methods of Measurement and Calculating Rentable Area (2010)	4E	30140861
State of the Residential Market	1T	21020631
State of the Retail Market	1E	21020451

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State, Regional and Economic Forecast	1E	30110261
Steps to a Smooth Closing	3E	21020461
Stop Selling! Start Solving! "Helping Consumers Make Good Decisions"	3T	30130601
Successful Business Planning	3T	21110201
Successful Business Planning Webinar	3T	21110202
Successful Buyer Rep. in New Mexico Home Sales	6E	21020471
Super Charge Your Sphere of Influence	1T	21130681
Surveys from A to Z	4E	21020751
Surveys, Plats, Historical Records, Legal Descriptions and Title Insurance	10E	30020631
T for Trouble: Keep Out	4E	21020481
Taming Technology, Using Technology and Social Media to Make Money in Your Business	5T	30030161
Tax Advantages of Home Ownership	8E	21100092
Tax Advantages of Home Ownership	4E	21100102
Tax Factors Affecting the Home Owner	4E	21100121
Tax Free Exchanges	4E	21100112
Tax Updates and Incentives Brunch and Learn	2E	30100191
The 80% Lunch	1E	30140751
The Appraisal Process for Agents & Brokers	4E	21040062
The Closing Disclosure Statement (The New HUD)	2E	30050501
The Code Meets the Rules	2E	20120201
The Google Universe - The Cloud Computing Solution	3T	30030191
The New RESPA	4E	21010411
The Nuts and Bolts of Commercial Real Estate Online	2E	20141082
The Power of Non-Selling	3T	30130571
The Real Estate Development Process	8E	30140811
The Truth about Mold	4E	21070092
The Why, the How and the What: Delivering Excellent Customer Service	1T	30130611
Time Killers, Deal Killers & Other Mines in the Field	3E	21020501
Title Concepts and Practices for the Real Estate Professional	2E	21020511
Title Examination from Examination to Commitment	5E	30020661
Title Insurance	4E	21020531
Title Insurance Law in New Mexico	2E	21020541
Title Law from Start to Finish	6E	30010711
Titles and Closings	4E	21020521
Today's Buyers and Sellers: What They Need to Know	3E	30020741
Top 9 Title Defects - Cured	6E	31020631
Tourism Matters to Everyone - Real Estate Brokers Too!	1T	30130411
Transaction Brokerage	4E	21010321
Transferring Title to Real Property	2E	21010331
Trust Accounts	4E	21010341
ULI New Mexico - The TAO of QUIRKY: Unleashing the Economic Power of Uniqueness	1E	30110561
ULI New Mexico Annual Trends 2014 Conference	1E	30110371
ULI New Mexico Annual Trends 2015 Conference	1E	30140951
ULI New Mexico Building Healthy Places	1E	30140841
ULI NM - 2030 Districts with Ed Mazria	1E	30140941
Uncle Sam Has Homes for Sale: Listing and Selling HUD Homes	4E	21050412
Understanding 1031 Tax Deferred Exchanges	6E	22100142

Understanding 1031 Tax Deferred Exchanges	6E	21100161
Understanding and Using Lease with Option to Purchase	4E	21020601
Understanding and Using RANM Forms	8E	21020551
Understanding Electronic Transactions and E-Signatures	3E	22020561
Understanding Electronic Transactions and E-Signatures Webinar	3T	22020562
Understanding Foreclosures in New Mexico	8E	21050201
Understanding Investments	8E	30050371
Understanding Mediation: A Win/Win Strategy	4E	21010351
Understanding Mortgage Interest Rates	4E	21050341
Understanding New Mexico Real Property Taxes	8E	21020571
Understanding Residential Real Estate Investment	8E	21050421
Understanding the Commercial Lease Agreement	6E	30140561
Understanding the Loan Process	4E	21050221
Understanding the Mortgage Foreclosure Consultant Fraud Prevention Act	1E	21050461
Understanding Title Commitments & Policy	2E	22020581
Understanding Wood Destroying Pests	4E	21070151
Understanding Your Overall Credit Profile	1E	21050411
Uniform Appraisal Dataset and the Realtor	1E	30040091
Uniform Owner-Resident Relation Act	6E	21010361
Update - Regulatory Changes in Title Insurance	2E	21010371
Update and Liability Reduction Topics	3E	30010791
Using a Reverse Mortgage for a Home Purchase	3E	21050451
Using the 10BII to Help Consumers Save Money	2E	21030171
Water Rights	4E	21020591
Water Rights in the State of New Mexico	1E	31020651
Wells and Septics: A Brokers Guide to Regulation	4E	21080071
What Real Estate Professionals Need to Know about FHA	4E	21050372
What's on the HUD-1 Settlement and Why?	2E	21050281
Why Title Insurance	4E	21010381
Wills and Trusts, Probate and Estates	2E	21010871
Winning with Sellers	8T	30130651
Working with the 1st Time Homebuyer & MFA Funds	4E	21050241
Wrap-Around Real Estate Contracts	3E	22050231
Yes, Your Honor, I did Disclose	4E	21070101