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BOARDS AND COMMISSIONS DIVISION
New Mexico Real Estate Commission
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www.RLD.state.nm.us/boards/Real_Estate_Commission.aspx

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AS OF 11/5/14

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1031 Exchanges
Real Estate, the IRA Alternative
Short Sale: The Short Story
Deed of Trust: The New Reality
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Confessions of a Commercial Real Estate Consultant
Ethical Use of Social Networking and Technology in the Real Estate Profession
New Mexico's Property Tax System - An Overview

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Brokerage Relationships
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Net Outs
New Member Orientation Code of Ethics
NMREC Mandatory Course
Understanding and Using RANM Forms
Rules of the Real Estate Commission
New Broker Business Practices
GRI – Legal Liability Issues: Minimize Your Risk
GRI – Realtors’ Ethical Road Map
GRI – Real Estate is Your Business
Business Planning for Associate Brokers
The Code Meets the Rules
RANM’s Many Miscellaneous Forms
RANM’s Recent Form Changes
NAR Professional Standards Committee Training
Procuring Cause: The Basics and Beyond
NAR Professional Standards Basic Training
NAR Grievance Committee Training
NAR Professional Standards Review for Directors

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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?
Conveyance of Title in New Mexico

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Steve Florez cont.

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Commercial Real Estate & Municipal Planning II: Government Domain
Commercial Real Estate & Municipal Planning III: Zoning
Commercial Real Estate & Municipal Planning IV: Architecture
Commercial Real Estate & Municipal Planning V: Construction
Commercial Real Estate Overview
Commercial Real Estate Fundamentals
Commercial Real Estate Sales
Commercial Real Estate Leasing
Commercial Real Estate Property Management
Anatomy of a Commercial Lease

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Social Networking and Email Marketing: A Path to More Referrals
Surveys from A to Z
Albuquerque Zoning: What Every Real Estate Broker Should Know
Real Estate Law

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Anatomy of a Purchase Contract
RANM's Many 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
Lead Paint Disclosures: It's the Law
Rice Insurance and the Non-Paranoid Broker
RANM's Recent Forms Changes
New & Noteworthy 2012-2013
3.8% Healthcare Tax: Myths and Facts
Broker News Alert 2013-2014
Home Owners Association Act 2013

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Medicinal Marijuana: Risk Management for Real Estate Professionals

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Time Killers, Deal Killers, and Other Mines
NAR Code of Ethics and Enforcement
Building a Strategic Business Plan
Conveyance of Title in New Mexico
Manufactured Home Title Processing
What's on the HUD-1 Settlement and Why?
First Things First: Information to Obtain at the Time of the Listing
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Titles and Closings
Everything You Want to Know About 1031 Exchanges
Commercial Lease Remedies
Earnest Money Disputes and Interpleader Actions
Real Estate Contracts/Seller Financing – The Basics
Surveys from A to Z

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Property Management Essentials - Residential
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Appraisal Process for Real Estate Professionals Online
Basics of Green Building Online
What Real Estate Professionals Need to Know about FHA Online
Mortgage Loans and Laws – How They Help Your Client Online

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Breaking Barriers: Fair Housing
Cracking the Code of Ethics
Real Estate Investors and Your Business
Uncle Sam Has Homes for Sale: Listing and Selling HUD Homes

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Real Estate Principles and Practice
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
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Real Estate Math
Real Estate Appraisal
Communicating Lead Based Paint Disclosure to Consumers

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Lead Paint Disclosure: It's the Law
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
Office and Industrial Market Overview
State of Retail Market
State of the Residential Market
New Broker Business Practices
Fair Housing
Broker Safety for the Real Estate Professional
Using the 10BII to Help Consumers Save Money
Understanding Residential Real Estate Investment
Google Tools for the Real Estate Professional
How to Measure Real Property
How to Measure Real Property Online
Identity Theft: Protecting Your Clients and Your Business
Identity Theft: Protecting Your Clients and Your Business Online
Houses: From the Ground Up Online
Houses: Why Bad Things Happen to Good Houses

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Building a Strategic Business Plan
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Easements and Access for the Non-Lawyers
Fraud in Real Property Transactions
Mechanics Liens: Law & Strategy
The New RESPA
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
Broker News Alert 2013-2014

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Property Disclosures: The Real Estate Professionals Guide to Reducing Risk
ADA and Related Handicap Discrimination Law
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NMREC Mandatory Course
Introduction to Residential Property Management
Rules of the Real Estate Commission
Understanding Electronic Transactions and E-Signatures
Brokerage Relationships
New Broker Business Practices
Policies and Procedures for Today's Qualifying Broker
Successful Business Planning
Broker Safety for the Real Estate Professional
Property Management Rules Changes
The Power of Prospecting
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Professionalism in Real Estate
Decoding the HUD-1 Settlement Statement
Introduction to Green Building
Understanding the Loan Process
Contract Negotiations
Short Sales: The Short Story
GRI - Real Estate is Your Business
New Broker Business Practices
NMREC Mandatory Course
GRI – Pricing Property Properly
Business Ethics in Real Estate
NAR Grievance Committee Training
NAR Professional Standards Committee Training
InstaNet Solutions for Basic Users
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Real Estate Law
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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
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
QB Refresher Course
New Broker Business Practices
Understanding & Using Lease with Option to Purchase

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