

New Mexico Real Estate Broker Licensing and Continuing Education

KAPLAN PROFESSIONAL SCHOOLS

The RIGHT Choice For Your Career!

WHY KAPLAN?

Throughout our 70-year history, Kaplan has remained student-focused, results-driven, and committed to helping individuals achieve their educational and career goals.

We build futures, one success story at a time.

We provide a variety of study solutions to help you pass the New Mexico Real Estate Licensing exam, as well as continuing education courses to help you maintain your license. Here are some of the many benefits in store for you:

- **Expert Instructors**—Our educators possess a unique understanding of the real estate field and they implement the most effective teaching strategies.
- **Convenient Classes**—With traditional classroom locations throughout the state, or convenient home study and online courses, we have a class near you.
- **Flexibility**—Choose from classroom, online, or home study courses to fit your particular learning style and schedule.
- **Structure**—Our products are designed to provide a logical and well-planned approach to the study process.

At Kaplan Professional Schools, our mission is to provide the highest quality education for real estate professionals in New Mexico. We will guide you through the educational requirements with our unparalleled licensing and continuing education course offerings. In short, we make it easy for you to succeed.

We're Interested in Your Long-Term Success!

Whether you are looking to get started in real estate sales or have years of experience and want to advance your career, Kaplan Professional Schools has the right courses for you. We offer study solutions designed to help you:

- Complete your educational requirements in the shortest time possible
- Prepare for the New Mexico Licensing Exam with confidence
- Learn and retain the concepts you need for a successful career

Once you've passed the licensing exam and obtained your Associate Broker License, we provide support through our extensive selection of continuing education courses. If you decide to become a Qualifying Broker, we offer broker licensing and continuing education courses, as well.

The Bottom Line

We want your experience with Kaplan Professional Schools to be exceptional. We are here to answer your questions and to offer you advice. Simply call us at 800-777-1171.

**Welcome to Kaplan Professional Schools
and an exciting career in real estate!**

800-777-1171 | www.kpsnewmexico.com

Obtaining Your New Mexico Real Estate Broker License

COMPLETE THE 90-HOUR REQUIRED EDUCATION

To apply for your Associate Broker license, you must first complete 90 hours of instruction in approved real estate courses. These courses include:

- 30 hours in Real Estate Law
- 30 hours in Real Estate Practice
- 30 hours in Broker Basics

Choose one of Kaplan Professional Schools' three convenient study options for your real estate Associate Broker licensing education. Each package fulfills the 90-hour licensing education requirement and includes a 2-day Exam Prep course to help you pass your state exam the first time!

1 OPTION: CLASSROOM \$749

This is the best option if you value classroom education and prefer to complete your entire 90-hour licensing program with an expert instructor at one of our two locations. This package includes: 30-hour course in Real Estate Law, 30-hour course in Real Estate Practice, 30-hour course in Broker Basics, and a 2-day Exam Prep course.

Tuition includes all textbooks and exams.

2 OPTION: HOME STUDY WITH CLASSROOM REVIEWS \$749

Choose this option if you have a limited amount of time but still desire a classroom experience. While you'll be registered as a home study student, you will join a dynamic instructor for two weekend review classes, one on Real Estate Law and another on Real Estate Practice. The 30-hour Broker Basics course must be taken in the classroom. You will also receive a 2-day Exam Prep course. These classes fill up quickly—please note the registration deadline when enrolling.

Tuition includes all textbooks and exams.

3 OPTION: HOME STUDY \$749

This option includes 60 hours of Real Estate Practice and Real Estate Law as home study, 30 hours of Broker Basics in a classroom setting, and a 2-day Exam Prep classroom course. You are always welcome to supplement your home study with classroom instruction at any of our locations as space permits. See class schedules for Broker Basics and Exam Prep under Option 1 and 2.

Tuition includes all textbooks and exams.

	LIVE CLASSROOM PACKAGE (6 WEEKS) \$749	LIVE CLASSROOM FAST TRACK PACKAGE* (3 WEEKS) \$749	HOME STUDY PACKAGE \$749	HOME STUDY WITH LIVE WEEKEND REVIEWS \$749
Fulfills NM 90-Hour Education Requirement	●	●	●	●
90-Hour Live Instructor-led Courses	●	●	n/a	n/a
Live Instructor-led Law & Practice Weekend Reviews (Las Cruces & Roswell Locations Only)	n/a	n/a	n/a	●
Modern Real Estate Practice	●	●	●	●
The Language of Real Estate	●	●	●	●
New Mexico Real Estate Basics	●	●	●	●
New Mexico Real Estate License Law, Real Estate Commission Rules, and Time Share Act	●	●	●	●
Real Estate Law and Real Estate Principles & Practice Workbook	●	●	n/a	n/a
Real Estate Law and Real Estate Principles & Practice Workbook with Online Quizzes/Exam	n/a	n/a	●	●
30-Hour Live Instructor-led Broker Basics Course (Must be Taken Live Classroom Only)	●	●	●	●
Live Instructor-led Exam Prep Course	●	●	option to attend	●
Home Study Exam Prep Course	n/a	n/a	●	n/a

*Complete the licensing education required in as little as three weeks!

Classroom Instruction for Real Estate Licensing

Albuquerque

Kaplan Professional Schools | 8205 Spain Rd. NE, Ste. 109

Real Estate Law	Broker Basics*
9:00 am–1:00 pm or 6:00 pm–10:00 pm	9:00 am–1:00 pm or 6:00 pm–10:00 pm
Jul 13, 15, 17, 20, 21, 22, 24	Aug 10, 12, 14, 17, 18, 19, 21
Aug 24, 26, 28, 31, Sept 1, 2, 4	Sept 17, 18, 21, 22, 23, 24, 25
Oct 12, 14, 16, 19, 20, 21, 23	Nov 9, 10, 11, 12, 16, 17, 18
Nov 30, Dec 2, 4, 7, 8, 9, 11	Dec 29, 30, Jan 4, 5, 6, 7, 8

Real Estate Practice	Exam Prep
9:00 am–1:00 pm or 6:00 pm–10:00 pm	8:00 am–5:00 pm
Jul 27, 29, 31, Aug 3, 4, 5, 7	August 22, 23
Sept 8, 9, 10, 11, 14, 15, 16	September 26, 27
Oct 26, 28, 30, Nov 2, 3, 4, 6	November 21, 22
Dec 14, 15, 16, 17, 18, 21, 22	January 9, 10

*Broker Basics courses must be attended in full to receive credit.

Albuquerque Fast Track Program

Kaplan Professional Schools | 8205 Spain Rd. NE, Ste. 109

Real Estate Law	Broker Basics*
9:00 am–4:00 pm	9:00 am–4:00 pm
Oct 26, 27, 28, 29, 30	Nov 9, 10, 11, 12, 13

Real Estate Practice	Exam Prep
9:00 am–4:00 pm	8:00 am–5:00 pm
Nov 2, 3, 4, 5, 6	Nov 16, 17

*Broker Basics courses must be attended in full to receive credit.

Santa Fe

Park Inn & Suites | 2907 Cerrillos Rd

Real Estate Law	Broker Basics*
6:00 pm–10:00 pm	6:00 pm–10:00 pm
Oct 5, 7, 9, 12, 14, 15, 16	Nov 2, 4, 6, 9, 10, 11, 13

Real Estate Practice	Exam Prep
6:00 pm–10:00 pm	6:00 pm–10:00 pm
Oct 19, 21, 23, 26, 27, 28, 30	Nov 16, 17, 18, 19

*Broker Basics courses must be attended in full to receive credit.

Las Cruces Home Study with Classroom Reviews

Spring Hill Suites | 1611 Hickory Loop

Real Estate Law	Broker Basics*
Sat & Sun	Fri, Sat, Sun & Mon
Jul 18, 19	Jul 31, Aug 1, 2, 3
Oct 3, 4	Oct 16, 17, 18, 19

Real Estate Practice	Exam Prep
Sat & Sun	Sat & Sun
Jul 25, 26	Aug 8, 9
Oct 10, 11	Oct 24, 25

*Broker Basics courses must be attended in full to receive credit.

Roswell Home Study with Classroom Reviews

The Fairfield Inn | 1201 N. Main St.

Real Estate Law	Broker Basics*
Sat & Sun	Fri, Sat, Sun & Mon
Aug 1, 2	Aug 21, 22, 23, 24
Oct 24, 25	Nov 13, 14, 15, 16

Real Estate Practice	Exam Prep
Sat & Sun	Sat & Sun
Aug 15, 16	Aug 29, 30
Nov 7, 8	Nov 21, 22

*Broker Basics courses must be attended in full to receive credit.

Continuing Education

All licensed real estate professionals, except those at least 65 years of age and continuously licensed for 20 years, are required to complete 30 hours of Continuing Education courses every three years. This includes eight hours of the mandatory course and 22 additional hours of the New Mexico Real Estate Commission-approved courses.

NMREC MANDATORY COURSE—8 HOURS

\$89

Location	Times	Dates
Santa Fe	8:00 am–5:00 pm	July 7
Albuquerque	8:00 am–5:00 pm	July 16
Albuquerque	8:00 am–5:00 pm	Aug 13
Albuquerque	8:00 am–5:00 pm	Sept 10
Albuquerque	8:00 am–5:00 pm	Oct 15
Santa Fe	8:00 am–5:00 pm	Nov 3
Roswell	8:00 am–5:00 pm	Nov 12
Albuquerque	8:00 am–5:00 pm	Nov 12
Albuquerque	8:00 am–5:00 pm	Dec 10

QUALIFYING BROKER REFRESHER COURSE†—4 HOURS

\$69

Location	Times	Dates
Albuquerque	9:00 am–1:00 pm	Jul 30
Albuquerque	9:00 am–1:00 pm	Sept 11
Santa Fe	1:00 pm–5:00 pm	Oct 6
Albuquerque	1:00 pm–5:00 pm	Nov 11

†No credit hours given for this course.

Special Note: Students will not be admitted to any live CE classes 5 minutes after the start time.

CE SPECIAL

Call us to register for all 30 hours in-classroom courses and receive a special package price of \$299*!

*The Qualifying Broker Refresher and the Boot Camp courses are not included in this package price.

SANTA FE

Park Inn & Suites | 2907 Cerrillos Rd

Course	Credit Hours	Times	Dates	Price†
Introduction to Residential Property Management	8	8:00 am–5:00 pm	Jun 26	\$89
Fraud in Real Property Transactions	3	9:00 am–12:00 pm	Aug 11	\$39
Real Estate Contracts & Seller Financing*	4	1:00 pm–5:00 pm	Aug 11	\$59
Why Title Insurance	4	9:00 am–1:00 pm	Sept 15	\$59
Understanding Title Commitments & Policies	2	2:00 pm–4:00 pm	Sept 15	\$29
ZipForm, Advanced Techniques*	3	9:00 am–12:00 pm	Oct 6	\$59
Understanding Electronic Transactions & E-Signatures*	3	9:00 am–12:00 pm	Dec 1	\$59
Rules of the RE Commission*	4	1:00 pm–5:00 pm	Dec 1	\$69

† Prices are subject to tax.

*Also approved for elective GRI credit.

Classroom Instruction for Real Estate Continuing Education

ALBUQUERQUE

Kaplan Professional Schools | 8205 Spain Rd. NE, Ste. 109

Course	Credit Hours	Times	Dates	Price ^{††}
Advance Map Reading and Surveys	8	8:00 am–5:00 pm	Jul 9	\$99
Understanding the Loan Process and Prequalifying Buyers	4	1:00 pm–5:00 pm	Jul 22	\$59
Fair Housing Made EZ ^{**}	4	8:00 am–12:00 pm	Jul 23	\$59
Property Management Update	4	1:00 pm–5:00 pm	Jul 23	\$59
ZipForm, Introduction	3	9:00 am–12:00 pm	Jul 28	\$59
ZipForm, Advanced Techniques ^{**}	3	1:00 pm–4:00 pm	Jul 28	\$59
Mechanics' Liens: Law & Strategy	3	9:00 am–12:00 pm	Aug 6	\$39
Easements and Access for the Non-Lawyer	4	1:00 pm–5:00 pm	Aug 6	\$59
Understanding Electronic Transactions & E-Signatures ^{**}	3	9:00 am–12:00 pm	Aug 14	\$59
Property Disclosures: The RE Professional Guide to Reducing Risk	6	9:00 am–4:00 pm	Aug 19	\$79
Rules of the RE Commission ^{**}	4	8:00 am–12:00 pm	Aug 20	\$69
1031 Tax Deferred Exchanges	4	1:00 pm–5:00 pm	Aug 20	\$59
Introduction to Residential Property Management	8	8:00 am–5:00 pm	Aug 27	\$89
Diversity Issues and the Real Estate Professional ^{**}	6	9:00 am–4:00 pm	Sept 3	\$79
Anatomy of a Purchase Contract ^{**}	4	1:00 pm–5:00 pm	Sept 16	\$59
Understanding and Using RANM Forms Update ^{**}	7	8:00 am–4:00 pm	Sept 17	\$79
Boot Camp–New Associate Basic Training	10	8:00 am–5:00 pm	Sept 21-22	\$199
Brokerage Relationships ^{**}	4	9:00 am–1:00 pm	Sept 24	\$59
Leasing & Managing Residential Real Estate	8	8:00 am–5:00 pm	Oct 1	\$89
Fraud in Real Property Transactions	3	9:00 am–12:00 pm	Oct 8	\$39
Why Title Insurance	4	1:00 pm–5:00 pm	Oct 8	\$59
Procuring Cause: The Basics & Beyond	4	9:00 am–1:00 pm	Oct 22	\$59
Practical Applications of Real Estate Contracts	4	9:00 am–1:00 pm	Oct 29	\$59
Understanding NM Real Property Taxes	8	8:00 am–5:00 pm	Nov 5	\$89
Negotiating and Completing an Exchange	8	8:00 am–5:00 pm	Nov 19	\$89
Respecting RESPA I	4	9:00 am–1:00 pm	Nov 20	\$59
Understanding Title Commitments & Policies	2	2:00 pm–4:00 pm	Nov 20	\$29
NAR Code of Ethics and Enforcement	4	9:00 am–1:00 pm	Nov 23 or Dec 15	\$59
Uniform Owner/Resident Relations Act	6	9:00 am–4:00 pm	Dec 3	\$79
Real Estate and Taxes: What Every Agent Should Know	6	9:00 am–4:00 pm	Dec 11	\$79
Risk Reduction Issues	6	9:00 am–4:00 pm	Dec 16	\$79
Real Estate Contracts & Seller Financing ^{**}	4	9:00 am–1:00 pm	Dec 17	\$59

††Prices are subject to tax.

**Also approved for elective GRI credit.

Requirements for ZipForm, Advanced Techniques Course: a wireless laptop, ZipForm account, and working knowledge of ZipForm

Classroom Instruction for Real Estate Continuing Education

LAS CRUCES

Spring Hill Suites | 1611 Hickory Loop

Course	Credit Hours	Times	Dates	Price [†]
Introduction to Residential Property Management	8	8:00 am–5:00 pm	Jul 16	\$89
ZipForm, Introduction	3	9:00 am–12:00 pm	Jul 17 or Sept 8	\$59
ZipForm, Advanced Techniques*	3	1:00 pm–5:00 pm	Jul 17 or Sept 8	\$59
Rules of the RE Commission*	4	8:00 am–12:00 pm	Oct 2	\$69
Brokerage Relationships*	4	1:00 pm–5:00 pm	Oct 2	\$59

[†] Prices are subject to tax.

*Also approved for elective GRI credit.

ROSWELL

The Fairfield Inn | 1201 N. Main St.

Course	Credit Hours	Times	Dates	Price [†]
ZipForm, Introduction	3	9:00 am–12:00 pm	Aug 20	\$59
ZipForm, Advanced Techniques*	3	1:00 pm–4:00 pm	Aug 20	\$59

[†] Prices are subject to tax.

*Also approved for elective GRI credit.

HOME STUDY CONTINUING EDUCATION COURSES

- Fair Housing—4 hours
- Property Red Flags—4 hours
- Introduction to Commercial Real Estate Sales—4 hours
- Environmental Issues in Your Real Estate Practice—4 hours
- Real Estate Finance Today—4 hours
- Risk Management—4 hours
- Buyer Representation in Real Estate—4 hours
- Real Estate Finance & Tax Issues—4 hours
- Property Management and Managing Risk—4 hours
- Ethics in Real Estate—4 hours
- Fair Housing Law & Practice—4 hours
- The Truth about Mold—4 hours
- Understanding 1031 Tax-free Exchanges—6 hours
- Real Estate & Taxes: What Every Agent Should Know—6 hours
- Investment Property Practice and Management—10 hours
- Principles of Commercial Real Estate Underwriting—4 hours
- Commercial Real Estate: Listing Properties—4 hours
- Commercial Real Estate: Smart Marketing Practices—4 hours
- Principles of Commercial Real Estate Finance—6 hours
- Principles of Construction Lending—8 hours
- Commercial Real Estate: Understanding Investments—8 hours

COURSE TUITION

- 4-Hour Course: \$49
- 6-Hour Course: \$69
- 8-Hour Course: \$89
- 10-Hour Course: \$109

Call us or visit our website to learn more!

Next Step: Become a Qualifying Broker

TO APPLY FOR YOUR NEW MEXICO QUALIFYING BROKER LICENSE, YOU NEED TO MEET THE FOLLOWING REQUIREMENTS:

- You must have been actively engaged in the real estate business as an Associate Broker or Salesperson for at least two of the past five years immediately prior to filing your application
- Complete the Broker Basics course (if not completed in original licensing education)
- Pass the New Mexico Brokers Licensing Exam
- Take the Brokerage Office Administration course required by the Real Estate Commission

QUALIFYING BROKER SPOTLIGHT COURSES

BROKER BASICS—30 HOURS (REQUIRED) **\$219**

Location	Time	Dates
Santa Fe	6:00 pm–10:00 pm	July 6, 8, 10, 13, 14, 15, 17
Las Cruces	8:00 am–5:00 pm	July 31, August 1, 2, 3
Albuquerque	9:00 am–1:00 pm or 6:00 pm–10:00 pm	August 10, 12, 14, 17, 18, 19, 21
Roswell	8:00 am–5:00 pm	August 21, 22, 23, 24
Albuquerque	8:00 am–5:00 pm	September 11, 12, 13, 14
Albuquerque	9:00 am–1:00 pm or 6:00 pm–10:00 pm	September 17, 18, 21, 22, 23, 24, 25
Las Cruces	8:00 am–5:00 pm	October 16, 17, 18, 19
Santa Fe	6:00 pm–10:00 pm	November 2, 4, 6, 9, 10, 11, 13
Albuquerque	9:00 am–4:00 pm	November 9, 10, 11, 12, 13
Albuquerque	9:00 am–1:00 pm or 6:00 pm–10:00 pm	November 9, 10, 11, 12, 16, 17, 18
Roswell	8:00 am–5:00 pm	November 13, 14, 15, 16
Albuquerque	9:00 am–1:00 pm or 6:00 pm–10:00 pm	December 29, 30, January 4, 5, 6, 7, 8

BROKERAGE OFFICE ADMINISTRATION—30 HOURS (REQUIRED) **\$219**

Location	Time	Dates
Albuquerque	8:00 am–5:00 pm	July 9, 10, 11, 12
Albuquerque	8:00 am–5:00 pm	October 19, 20, 21, 22

BROKER EXAM PREP **\$179**

Location	Time	Dates
Albuquerque	8:00 am–5:00 pm	July 7, 8
Santa Fe	6:00 pm–10:00 pm	July 20, 21, 22, 23
Las Cruces	8:00 am–5:00 pm	August 8, 9
Albuquerque	8:00 am–5:00 pm	August 22, 23
Roswell	8:00 am–5:00 pm	August 29, 30
Albuquerque	8:00 am–5:00 pm	September 26, 27
Las Cruces	8:00 am–5:00 pm	October 24, 25
Albuquerque	8:00 am–5:00 pm	November 16, 17
Santa Fe	6:00 pm–10:00 pm	November 16, 17, 18, 19
Albuquerque	8:00 am–5:00 pm	November 21, 22
Roswell	8:00 am–5:00 pm	November 21, 22



New Mexico Real Estate Licensing and Continuing Education

“Kaplan Professional Schools provided an environment to thrive and to learn all the required information, including real world experiences to make learning real and applicable. The instructors and staff were the best, and everyone is committed to your personal success.”

-Tuvache Collier

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