

Course 100: Real Estate Law & Practice.

This 48-hour course (12 lessons) includes a study of the following topics:

real property, government controls and laws affecting real estate, valuation and appraisal, real estate finance, settlement/closing, and contracts agency.

Text Required: Modern Real Estate Practice and Test Preparation

Recommended Additional Text: Current Colorado Real Estate Manual and The Language of Real Estate

Cost: \$275.00 – books additional

Course 101: Colorado Real Estate Contracts and Regulations.

This 48-hour course (12 lessons) includes a study of the following topics: regulations, Colorado statutory relationships, brokerage relationship agreements, sales contracts and related forms, and other considerations in real estate contracting. A "Case Study" is required to complete this course.

Text Required: Current Colorado Real Estate Manual and Test Preparation

Recommended Additional Text: The Language of Real Estate

Cost: \$275.00 – books additional

Course 102: Closings

This 24-hour course (6 lessons) includes a study of the following topics: broker's responsibility relating to closing, introduction to a 6-column worksheet, closing to a prepared contract, legal documents, and preparation of a minimum of 8 closing problems.

Text Required: Current Colorado Real Estate Manual and Test Preparation

Cost: \$125.00 – books additional

Course 103: Recordkeeping and Trust Accounts

This 8-hour course (2 lessons) includes a study of the following topics: legal requirements, recordkeeping, special areas of concern, and termination of brokerage relationship.

Text Required: Trust Accounts Module

Recommended Additional Text: Current Colorado Real Estate Manual.

Cost: \$75.00 – books additional

Course 104: Current Legal Issues

This 8-hour course (2 lessons) includes a study of the following topics: Colorado real estate rules, regulation, policies, position statements, and disciplinary proceedings; recent and relevant federal and state case law and statutory law.

Text Required: Legal Issues Module

Recommended Additional Text: Current Colorado Real Estate Manual.

Cost: \$75.00 – books additional

Course 105: Practical Applications

This 32-hour course (8 lessons) includes a study of the following topics: entering the field, developing your market, establishing a brokerage relationship with a buyer or seller, showing a property, preparing and presenting an offer, the bumpy road to closing, failed transactions, closing the transaction, record keeping summary, additional educational sources, and technology.

Text Required: Practical Applications Module

Recommended Additional Text: None

Cost: \$185.00 – books additional