Continuing Education
EDUCATOR’S GUIDE

SEE WHAT’S INSIDE
Dearborn is committed to providing a wide variety of fundamental continuing education titles that not only meet state requirements, but also help professionals grow their career. Our continuing education courses also cover relevant hot-topic issues in the industry.

Our Continuing Education collection contains:

- The highest-quality, most up-to-date educational content
- A full set of instructor support materials and teaching aids
- Class activity suggestions, case studies, and other student exercises

User-Friendly Online Courses

Most of our CE titles are available online through REcampus, built to ARELLO® and IDECC standards, and approved for up to six credit hours.

Keep your students ahead of the curve!

Ensure your students are learning the most current information by keeping your courses up-to-date with the most recent versions. Not only will you help your students relay the most relevant information to their clients, but you will also help your school have fewer course/technical support calls and provide an enhanced student experience, which leads to more students recommending your courses and school.

Environmental Issues in Your Real Estate Practice, Version 5.1

by Marie S. Spodak, DreI

This course uses clear language and real-world examples to explain the potential environmental hazards that agents need to know. The discussion includes evaluating properties, due diligence, and avoiding legal liability.

CONTENTS: General Issues • Soil-Bound Paint • Radon • Mold • Asbestos • Volatile Organic Compounds (VOCs) and Pesticides • Drinking Water • Other Indoor Pollutants • Underground and Aboveground Storage Tanks • Marine Sites and Toxics Substances • Construction Issues • Wetlands, Watersheds, and Endangered Species • Environmental Reports and Consultants • Final Exam

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Everyday Ethics in Real Estate

by Doris Barrell, GRI, DreI, CdeI

The fourth in a series of ethics courses, this title reflects the latest information from the Code of Ethics and Standards of Practice of the National Association of REALTORS® (NAR). Students will gain greater insight into the responsibilities and duties required of REALTORS® and recommended sanctions for violations of the Code. This title meets NAR’s requirements for new members to complete ethics training and continuing members to complete quadrennial ethics training.

CONTENTS: Ethics in Today’s World • Ethics and the Real Estate Professional • National Association of REALTORS® Code of Ethics • Enforcement of the NAR Code of Ethics • Current Ethics Issues • Making Ethical Decisions • Appendix A: Code of Ethics and Standards of Practice of the National Association of REALTORS® • Answer Key • Glossary

Fair Housing, 4th Edition

by Marcia L. Russel, DreI

Today’s real estate practitioner must establish business practices that comply with fair housing laws and offer equal professional service to all. Consistency, objectivity, and documentation are critical in accomplishing this objective.

This popular title covers topics important to today’s real estate professional. Case studies help students apply the fair housing laws to real-world situations that they may encounter in their own businesses. Key terms and a glossary ensure a complete understanding of the terminology involved, and the book includes end-of-unit quizzes with answer keys, two final exams, and Instructor Resources.

CONTENTS: The Fair Housing Act • The 1988 Amendments Act and Beyond • Fair Housing in Property Management • Fair Housing Advertising • Fair Housing Environment • Cultural Diversity and Fair Housing • Fair Housing Case Studies • Final Examinations • Appendix A: Substantially Equivalent State and Local Fair Housing Laws • Glossary • Index

NEW VERSION

Introduction to Commercial Real Estate Sales, Version 5.0

by Bill W. McCoy IV

This popular continuing education elective provides a comprehensive introduction to the potentially lucrative field of commercial real estate. Discussion includes the categories of commercial property, financial elements involved in real estate investments, and developing a marketing plan. This elective features learning objectives and key terms, case studies, interactive exercises, and a final exam.

CONTENTS: Characteristics of Commercial Investment Real Estate • Understanding and Analyzing Investment Returns • Income Tax Characteristics of the Real Estate Investment • Marketing Commercial and Investment Real Estate • Final Exam

Investment Property Practice and Management, Version 4.0

by Robert C. Kyle, Floyd M. Baird, RPA/SMA, and Bill W. McCoy IV, with Marie S. Spodak, DreI, Consulting Editor

This user-friendly interactive course borrows from topics covered in introduction to Commercial Real Estate Sales and Property Management and Managing Risk. Specific topics explored include the nature of commercial real estate, classifications of real property, lease types, market value, and rate of return analysis.

CONTENTS: Introduction to Professional Property Management • The Manager-Owner Relationship • Economics and Planning • Leases and Tenant Issues • Managing Residential Properties • Managing Risk and Tenant Safety Issues • Characteristics of Commercial Investment Real Estate • Understanding and Analyzing Investment Returns • Income Tax Characteristics of the Real Estate Investment • Marketing Commercial and Investment Real Estate • Final Exam
Real Estate Tax and Mortgages 

**CONTENTS:**
- Basics of Real Estate Finance
- Consequences on Real Estate Finance
- Current Issues in Mortgage Lending
- Conventional Mortgage Loans
- Government-Insured or Guaranteed Loans
- Special Financing Alternatives
- Home Mortgage Interest Deduction
- Taxation of Profit—How Gains or Losses Are Computed
- Exclusion Rule for Gain on Sale of Principal Residence
- Applying the Passive Loss Rules to Real Estate Professionals
- Final Exam

**Visit www.dearborn.com • To order: 877.788.3873 • reorders@dearborn.com**
by Tod Highland with Sandy Williams, DREI, Contributing Editor

With the number of homes going into foreclosure and short sales, it is increasingly important for licensees to stay current on these topics to remain competitive and successful in the market. This continuing education title discusses four hot topics in today’s market: foreclosures, short sales, REOs, and auctions. Focusing on the legal ramifications of these topics, this title also reviews ways that agents can successfully market these properties. Each chapter contains vocabulary words and learning objectives, as well as end-of-chapter quizzes to emphasize key concepts.

CONTENTS: Foreclosures—An Introduction • Identifying the Short Sale Property • Marketing the Short Sale Listing • Short Sale Contracts • Making the Sale with Loss Mitigation Departments • Who to Contact? Asset Management Departments • Purchasing Owner-Owned (REO) Properties • Broker and Client Auction Procedures • Answer Keys • Glossary

Houses: Buy, Fix, Sell!, Version 1.1
A multitude of foreclosed and distressed homes today have been labeled as undesirable. Are these houses beyond help, or are they merely diamonds in the rough? Learn how to evaluate renovation options to determine if a house will be a money maker or a money taker.

This course takes students through the process of buying a distressed property, fixing it up, and selling it for profit. Students will first look at ways to structure the acquisition, whether representing the buyer, the seller, or themselves. Next, students will determine how to analyze the property’s needs and costs. Comparing the costs and returns from renovating bathrooms, basements, kitchens, and more, will help investors put their money in the right place. Finally, students will learn how to put together pricing models, accurate construction timelines, and a profitable exit strategy. With a solid plan in place, buyers can lessen their risks and realize a greater profit by avoiding costly and discovering diamonds in the rough.

CONTENTS: Finding the Property • Minor and Major Renovations • Analyze: Location, Lot/Site, Building, and Financial Feasibility • Analyze: Scope of Work • Analyze: Exterior and Interior • Analyze: Interior • Financial Analysis and Buying • Fix and Sell • Final Exam

Identity Theft: Protecting Your Clients and Your Business, Version 2.0
The odds of experiencing identity theft are ever-increasing. Customers entrust their real estate agents with a wide variety of personal information. If it falls into the wrong person’s hands, the damage to the customer’s life and the agent’s reputation could be extreme. In this course, students will learn how to respond to protect a client’s information, in the event of a theft.

The course will provide the information needed to reduce the chances of becoming a victim, and to handle a breach event if it occurs.

CONTENTS: Consumer Identity Theft: Protecting Personal Information • Small Business Identity Theft: Protecting Your Business • Data Breach Risk Management: Be Prepared, or Perish to Loss Clients • Identity Theft Resources: Increasing Your Identity Theft Knowledge and Awareness • Final Exam

Mortgage Fraud and Predatory Lending: What Every Agent Should Know, 2nd Edition
by Marla S. Spodek, DREI, and Jerome Magne

This text addresses the hand-in-hand issues of predatory lending and mortgage fraud and how they affect foreclosed and repossessed properties. Each chapter is devoted to a specific topic and includes a definition and discussion of the issue, relevant information, and the impact of the topic on real estate agents. Learning features, such as case studies, key terms, and end-of-chapter multiple-choice questions with answer rationales, help emphasize important concepts. A complete set of Instructor Resources is also available with exams with answers, key rationales, timed outlines, PowerPoint presentations, and chapter outlines.

CONTENTS: Financial Crisis • Mortgage Basics for Real Estate Licensees • Mortgage Fraud • Predatory Lending • Real Flipping • Federal Protections • Glossary • Answer Key

NEW – COMING SOON
Repurposing Property: Friend, Foe, or the American Dream?, Version 1.0

What does it mean to repurpose property, and how does it apply to today’s real estate market? This course presents many opportunities currently untapped for buyers, sellers, and licensees, including strategies for bringing people together to make these projects possible. Students will learn tips for obtaining community support that can result in successful projects that benefit entire neighborhoods. The text-plus-video format and a series of case studies will engage students and inspire them to seek opportunities in repurposing properties.

CONTENTS: Introduction • The Supersizing of Homes in the United States • Crowdfunding — The Future of Real Estate Finance? • Putting Foreclosed Properties Back to Use • Federal Tax Incentives • Urban Repurposing Trends • Repurposing Suburbia • Rural Repurposing • Strategies for Building Community Support for Repurposing Property • Analyzing the Opportunities for Repurposing Property

Scams, Scoundrels, and Real Estate Stings, Version 1.1

An agent can become an invaluable resource to clients and the real estate industry by learning how to spot and report scams at the first sniff of trouble. This course takes students, one crime at a time, on the journey of unraveling the facts, recognizing who is liable, assessing the consequences, and revealing the resources that will help students avoid the dark side of the industry today. Students will learn how one person’s scam is every agent’s burden to bear, and how agents can stump-proof their reputation while keeping clients out of harm’s way. From flippoing to straw buyers to Internet fraud, it’s all explored here.

CONTENTS: Introduction: A History of Real Estate Scams • Scams: Dirty Deeds, Done by Agents • Scams: Getting Caught in the Trap • Scoundrels: Giving Real Estate a Bad Name • Scam-Proofing Yourself • Appendices: National Association of REALTORS® Code of Ethics • Final Exam

NEW

The Tiny House: Is it a Phase or Craze? OnDemand Course, Version 1.0

In this online course, students will learn the origin of the tiny house, different types of tiny houses, the structural elements, costs and considerations, valuation of property, and when a tiny house is considered real property. The course will identify financing options specific to the tiny house and explore tiny house communities developing across the country. Students will leave the course informed about market needs and able to discuss options with clients who are seeking this type of real estate.

CONTENTS: The Beginning of the Tiny House • Types of Tiny Houses • Construction Features • Financing the Tiny House • Tiny House Communities
NEW EDITION
Sustainable Housing and Building Green: What Agents Should Know, 3rd Edition
by Marie S. Spodek, DREI

Sustainable Housing and Building Green: What Agents Should Know takes the mystery out of green and sustainable building concepts for commercial and residential real estate licensees. The text differentiates between government initiatives and nonprofit, private associations and explains how each impacts green building and maintenance practices. Licensees looking to serve the expanding market of consumers interested in high-performance building practices will find practical information on products, designations, and certifications such as LEED and Green Globes. Also included are government and nonprofit building practices, as well as new green products on the market.

CONTENTS:
- Real Estate Licensees and Green Building
- Green Building Concepts
- Energy Audits
- The Role of Government Programs
- The Role of Trade Associations
- The Role of Appraisers, Lenders, and Real Estate Licensees
- Appendix: Sustainable Housing and Green Building Web Sites
- Answer Key
- Glossary

The book that cuts through all the green haze and presents the real story on sustainable building.

Online Course
Call for details, 2017 copyright

ARELLO® and IDECC Certified

ISBN 9781475427713 Retail Price $10.71

NEW
The Twenty Most Cost-Effective Home Improvements OnDemand Course, Version 1.0
by Susan C. Cooper, PhD

Homeowners are spending more time and money on fixing up their places than ever before. U.S. Census Bureau statistics indicate that maintenance and repairs make up over 30 percent of the expenditures. The other 70 percent is spent for alterations, major replacements, additions, and outside additions and alterations.

This is a guide to 20 home improvements that maximize resale value. Students will learn where the money goes in a typical remodeling job, and how much is spent on kitchen and bathroom remodeling, plumbing, HVAC, roofing, and more. They will get many ideas to help them communicate with clients and customers about value-added improvements.

CONTENTS:
- Trends in Remodeling Spending
- Setting Spending Priorities
- Maintenance and Repairs
- Kitchen and Bathroom Remodeling
- Avoiding Hidden Mechanical Costs
- Roofing and Siding
- Window Upgrades That Save Energy
- Cost vs. Value Analysis

Online Course
Call for details, 2017 copyright

ARELLO® and IDECC Certified

ISBN 9781475427783 Retail Price $10.20

NEW EDITION
The Truth About Mold, 3rd Edition
by Susan C. Cooper, PhD

Mold has become a hot topic in the industry, and real estate professionals need to understand what it is and what it does when it is found in a property. The Truth About Mold explores this widely misunderstood topic with updated information on issues relating to mold impact the real estate profession. Students receive practical information on remediation, reducing liability, sampling and testing kits, health effects of mold, and the differences between mold and other environmental red flags.

CONTENTS:
- The Mold Problem
- What is Mold?
- What Does Mold Look Like?
- How Does It Reproduce?
- And What Does It Thrive?
- Common Household Mold
- Adverse Health Effects of Mold
- Court Cases and Insurance Issues
- Sampling, Testing, and Remediation
- Policies, Standards, and Legislation
- Reducing Liability
- Glossary
- Answer Key

The book that cuts through all the green haze and presents the real story on sustainable building.

Online Course
Call for details, 2017 copyright

ARELLO® and IDECC Certified

ISBN 9781475430141 Retail Price $10.20

NEW VERSION
Understanding Credit and Improving Credit Scores: What You Need to Know, Version 3.0
This 3-hour, specialty continuing education course gives an overview of credit scores, credit reports, and credit bureaus, and it gives advice on preventing identity theft and improving credit. Upon completion, practicing professionals will be able to: understand the Fair Credit Billing Act and the Fair Credit Reporting Act; help clients identify negative information on their credit reports; explain how credit scores are calculated and how lenders evaluate the ability to pay; determine if clients could benefit from credit repair; and explain how to improve clients’ credit scores.

CONTENTS:
- Why Poor Credit and Low Credit Scores?
- Credit Bureaus
- Consumers and Credit
- Credit Scoring
- Credit Reports
- Credit Scores
- The Law and The Rules
- The Paperwork
- Frequently Asked Questions
- Glossary
- Answer Key

Online Course
Call for details, 2016 copyright

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**State-Specific Continuing Education**

Our up-to-date, state-specific continuing education courses are specifically designed to guide agents through topics of special concern in your state during their renewal period, such as license law, updates, federal requirements, finance, and tax law. Most courses are available online and written to your state’s e-learning requirements.

Our online courses use:

- The same top-quality content as our textbooks
- Thematic graphics to keep the material fresh and compelling
- Instructional graphics to reinforce key concepts
- Interactive exercises to keep students focused and help them retain material
- User-friendly navigation
- Unit exams to test subject mastery and identify topics for additional review

State continuing education requirements are referenced within the text, and course hours are included to help you easily identify which combination of titles works best with your existing curriculum.

Visit www.dearborn.com or contact your Account Manager for more information on these and other upcoming continuing education courses.

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**NEW EDITION**

**Continuing Education for Florida Real Estate Professionals,** 17th Edition

by Edward J. O’Donnell

This updated edition includes the most recent changes to Florida law and FREC rules and includes the ethics content required for renewal starting in October 2017. This text is a popular, interactive approach to the 14-hour CE course, offering timely and critical information to licensees in concise chapters with interspersed practice questions. The “Forms-to-Go” section makes important forms readily available to licensees. Instructor Resources include five final exams.

**CONTENTS:**
- Real Estate License Law Update
- Escrow Accounts and Disciplinary Action
- Other State and Federal Laws Affecting Real Estate
- Real Estate Brokerage Relationships
- Fair Housing and the Americans with Disabilities Act
- Ethics and Business Practices
- Real Estate Finance—Laws and Trends
- Contracts and Closing
- Forms-to-Go
- Answer Key
- Index

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**NEW VERSION**

**Florida Real Estate Core Law, Version 3.0**

by Edward J. O’Donnell

This course consists of units from our popular 14-hour course, Continuing Education for Florida Real Estate Professionals. It offers timely and critical information to licensees in short, lively units, with interspersed practice questions. The “Forms-to-Go” section makes important forms readily available to licensees. The final exam is a bank of 50 questions, set up to present five unique 10-question exams. Each question has a review link that simulates an “open-book” exam.

**CONTENTS:**
- Real Estate License Law Update
- Escrow Accounts and Disciplinary Action
- Other State and Federal Laws Affecting Real Estate
- Forms-to-Go
- Final Exam

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**NEW**

**Georgia 3-Hour Law, Version 1.0**

by Mark Schneider and Bill Aaron

Satisfy a 3-hour continuing education requirement with this essential course on Georgia real estate laws. Covering topics like trust accounts, unfair trade practices, and brokerage relationships, this course offers real world applications to real estate laws, complete with legal citations and modern examples. Key terms, key point reviews, and reading comprehension quizzes all serve to reinforce important concepts.

**CONTENTS:**
- Language of Laws and Rules of the Commission
- The Real Estate License
- Brokerage Operations/Relationships/Affiliate Supervision
- Violations Of Laws and Rules/Disciplinary Procedures

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Illinois Core Continuing Education: Core A & B, Version 5.0  
Core A: Fair Housing, Agency, License Law, and Escrow  
Core B: Short Sales  
by Gerald R. Cortesi

This 6-hour online continuing education course contains an important review of Illinois law pertaining to agency, fair housing, license law issues, and escrow. An overview of the short sale process, including qualifying, marketing a listing, completing contracts, and addressing legal ramifications, will also be covered. It has been updated with the newly-required content on fair housing.

CONTENTS: Core A: Agency • Fair Housing • License Law Issues • Escrow  
Core B: Identifying the Short Sale Property • Marketing the Short Sale Listing • Short Sale Contracts • Making the Sale with Loss Mitigation Departments • Final Exam

Iowa 8-Hour Law Update, Version 4.0  
Katie Anthony, Contributing Editor

This 8-hour online course fulfills the law update portion of the Iowa continuing education requirement and covers key Iowa laws relevant to the practice of real estate. Course material discusses state and federal laws, including newly enacted laws. Interactive exercises are interspersed throughout the reading assignments to keep the material and course fresh and interesting.

CONTENTS: Iowa Real Estate Licensing • Licensing in Practice • Fraud and Misrepresentation • Agency Concepts • Duties to Clients and Customers • Real Estate Disclosures • Fair Business Practice • Fair Housing Laws • Final Exam

NEW VERSION  
Maryland Ethics & Predatory Lending, Version 4.0  
by William B. Frost, GRI

Satisfy Maryland’s 3-hour ethics requirements with this interactive online course. Topics include an extended discussion of the Maryland Code of Ethics and how it pertains to contemporary real estate concepts like flipping and predatory lending. A popular choice for Maryland real estate licensees, the latest version of this course is presented with an interactive new design that stresses the retention of key concepts.

CONTENTS: Ethical Advertising • Maryland Real Estate Commission Code of Ethics • Predatory Lending and Illegal Flipping • Final Exam

Maryland Fair Housing, Version 3.0  
by William B. Frost, GRI

This mandatory online course uses interactive exercises and engaging graphics to help students review federal Fair Housing Acts. The course also covers other federal laws, as well as state and local fair housing laws and regulations in Maryland, including fair housing advertising.

CONTENTS: Fair Housing in the United States • Additional Federal Equal Opportunity Laws • Fair Housing in Maryland • Final Exam

NEW VERSION  
Maryland Legislative Update, Version 4.0  
by William B. Frost, GRI

Satisfy Maryland’s 3-hour continuing education requirement for law and regulation with the most comprehensive instructional course on the web. Explore vital issues like licensee certification, education requirements, regulatory issues, and more. Built with the latest instructional design principles, interactive exercises and reading comprehension quizzes help students learn complex issues.

CONTENTS: Regulations and Policies of the Maryland Real Estate Commission • Maryland Law Changes • Federal Law and Regulations Changes • Final Exam

MREC Agency—Commercial, Version 1.0  
by Sydney Machat, CRE, CCIM

This Maryland commercial agency course is based on the standard outline from the Maryland Real Estate Commission and was written by a trained agency instructor. Students will refresh their understanding of the key principles governing commercial agency relationships, review basic disclosures that are historically tied to common law, explore practical examples of fiduciary obligations to clients in sale and lease transactions, and learn how to avoid situations where dual representation of clients might cause problems.

This course meets the mandatory agency requirement for Maryland licensees who are involved in commercial real estate.

CONTENTS: Introduction to Commercial Agency • Agency Law and the Agent’s Duty to Principals • The Termination of Agency • Remedies and Obligations • Final Exam

NEW VERSION  
MREC Agency—Residential, Version 2.0  
by William B. Frost, GRI

This Maryland residential agency course meets the mandatory agency requirement that licensees must complete at least three hours of agency continuing education every two years. It is based on the standard outline from the Maryland Real Estate Commission that went into effect October 1, 2018. Students will review the latest information about residential agency, including requirements for brokerage agreements, duties owed by licensees, disclosures, and regulations about dual agency.

CONTENTS: Introduction and Brokerage Agreements • Duties of the Agent and Disclosure Forms • Confidential Information and Misrepresentation • Dual Agency, Teams, and Open Houses • Final Exam
NEW Michigan 2017 Legal Update OnDemand Course, Version 1.0
This online course provides the 2 hours of Michigan law updates required for license renewal each year. The course includes a review of federal and state rules and regulations, tax records, the super index, real estate, and more. It includes current court cases, as well as a review of recent Michigan legal cases and court opinions related to real estate practice. These cases explore fair housing, a disability case settlement, a fake property sales scam, fixtures, fraud, and more.

CONTENTS: Anything New? • What Not to Do • Old You Know? • Case Studies: Fair Housing, Disability Case Settlement, Fake Property Sales, Mine or Theirs? For What It’s Worth, and Agree to Disagree

NEW VERSION
New York 22.5-Hour CE Course, Pac 1, Version 5.0
by Marcia L. Russell, DREI, Sam Mandar, and Doris Barrell, GRI, DREI
This online course presents topics of concern to real estate professionals—fair housing, agency, and ethics—and also explores property identity theft, consumer credit, and fraud.

CONTENTS: Fair Housing in New York • Agency • Identity Theft: Protecting Your Clients and Your Business • Everyday Ethics in Real Estate • Understanding Credit and Improving Credit Scores • Scams, Scoundrels, and Real Estate Scams

NEW VERSION
New York 22.5-Hour CE Course, Pac 2, Version 5.0
by Marcia L. Russell, DREI, Sam Mandar, Bill M. Metcalf II, Robert C. Kuhl, Floyd M. Baehr, PHA/SM, and Doris Barrell, GRI, DREI
This online course presents topics of concern to real estate professionals—fair housing, agency, and ethics—and also explores property management and commercial real estate.

CONTENTS: Fair Housing in New York • Agency • Introduction to Commercial Real Estate Sales • Property Management and Managing Risk • Everyday Ethics in Real Estate

NEW VERSION
Fair Housing in New York, Version 3.0
by Sam Mandar with Marcia L. Russell, DREI
This 3-hour online course explores the important issues that pertain to fair housing laws and practice in New York.

CONTENTS: Human Rights and Fair Housing • Case Studies

NEW New York Agency, Version 1.0
by Sam Mandar
This 3-hour online continuing education course provides information regarding agency relationships and duties in New York. It includes discussions of agency generally, types of agents, how agency is created and terminated, an agent’s duties to the principal, and more. This course is broken into multiple topics, each of which is presented with a learning objective and true/false questions to keep students engaged.

CONTENTS: What is Agency? • Types of Agents • Creation of Agency • Fiduciary Responsibilities • Agent’s Responsibilities to Other Parties in the Transaction • The Broker’s Compensation • Termination of Agency • New York Agency Disclosure Requirements • Single Agency • Dual Agency

NEW North Carolina: What’s It Worth?, Version 1.0
This online course examines the most cost-effective improvements clients can make to positively impact the resale value of their homes. From interior renovations, such as bathrooms and flooring, to outdoor projects, such as landscaping and roofing, this course calculates the estimated return on investment in six different North Carolina regions. The course utilizes real-life case studies and financing information to add a wealth of home improvement knowledge to the toolbelt of any North Carolina broker or broker-in-charge.

CONTENTS: Introduction • Points to Ponder • Financing • Indoor Home Improvements • Outdoor Home Improvements • Home Improvements Case Studies

NEW Fair Housing in Ohio, 3-Hour CE Course, Version 3.0
This 3-hour online course combines Ohio real estate license law and rules with the federal Fair Housing Act. This user-friendly course features interactive exercises and provides busy professionals with the flexibility they need to meet their Ohio continuing education requirements.

CONTENTS: Federal and Ohio Fair Housing Laws • Fair Housing Protections for Families and Persons with Disabilities • Prohibited Activities and Recommended Practices • Fair Housing Complaints and Resources

NEW Ohio Canons and Codes: Your Professional Guidelines, 3-Hour CE Course, Version 3.0
by Gerald R. Cortesi
This 3-hour interactive online course provides a flexible solution for professionals to meet the Ohio requirements on codes of conduct and ethics expected of real estate professionals within the state.

CONTENTS: Defining Ethical Behavior and How It Affects the Real Estate Business • General Duties to the Public and Industry • Specific Duties to Clients and Customers • Duties to Fellow Licensees and disciplinary Actions

NEW Ohio Core Law: Disclosure, Inspection, and Environmental Concerns in Real Estate, 3-Hour CE Course, Version 3.0
This 3-hour online course covers some of the most pressing issues affecting Ohio real estate licensees today. Using compelling graphics and an innovative instructional design template, this continuing education course explores disclosure and inspection requirements, as well as various environmental risks that licensees may encounter in their daily practice.

CONTENTS: Misrepresentation: The Most Common Lawsuit • Property Disclosures • Property Inspection Issues • Environmental Risk Issues • Additional Risk Management Concerns

State | CE Requirements | CE Distance | Accepts ARELLO®
--- | --- | --- | ---
Michigan | 18 hrs every 3 years | Yes | Yes
New York | 22.5 hrs every 2 years | Yes | Yes
North Carolina | 90 hrs within 3 years | 8 hrs every year after | Yes | Yes
Ohio | 10 hrs the 1st year | 30 hrs every 3 years | Yes | Yes

The above information is always subject to change. Please check directly with your state licensing board for the most current information and deadlines. For a link to your state board, visit us online.
NEW – COMING SOON

3-Hour Pennsylvania Legislative Update, Version 1.0

With 3 hours of rules and regulations content, this course fulfills the 3-hour continuing education requirement for Pennsylvania real estate licenses. It provides a thoughtful refresher on many important prelicensing topics and introduces more advanced topics to help new licensees provide a higher level of professional service to their clients.

CONTENTS: 3 Hour Mandatory CE

NEW – COMING SOON

14-Hour Continuing Education for Pennsylvania Real Estate Professionals, Version 1.0

With 3 hours of rules and regulations and 11 hours of elective content, this course fulfills the 14-hour continuing education requirement for Pennsylvania real estate licensees. It provides a thoughtful refresher on many important prelicensing topics and introduces more advanced topics to help new licensees provide a higher level of professional service to their clients.

CONTENTS: 3 Hour Mandatory CE • Everyday Ethics in Real Estate • Scams, Scoundrels, and Real Estate Stings

Pennsylvania: 14-Hour Mandatory First Renewal Course, Version 3.0

This course fulfills the 14-hour continuing education requirement for first-time Pennsylvania real estate licensees with 7 hours of general education and 7 hours of residential-specific content. It provides a thoughtful refresher on many important prelicensing topics and introduces more advanced topics to help new licensees provide a higher level of professional service to their clients.

CONTENTS: General Section: Duties of Licensees • Closing Costs • Contracts • Title Reports • Agency Law • DTPA • Hot Topics and Tax Laws

NEW

2016-2018 South Carolina Core Course: TRID Safely in a Flood of Disclosures, Version 1.0

by Marie S. Spoelke, DREI

This 4-hour course meets the mandatory continuing education requirement for South Carolina. The course addresses state-specific material covering license law and describes what current real estate consumers expect from their real estate agents. Practice activities, unit exams, and a final exam help students retain critical information and prepare them for passing the state exam.

CONTENTS: Basic Obligations to the Public • The Requirements of Licensees • Due Diligence and Disclosure • Disciplinary Actions and the Process • Final Exam

NEW VERSION

Tennessee Real Estate Commission 6-Hour Core CE Course 2017/2018, Version 1.0

This mandatory 6-hour interactive online course highlights topics relevant to Tennessee licensees, including TREC laws, rules, and policy updates. The course also covers topics such as agency, advertising, contracts, property management, commercial leasing, disclosures, principal broker supervision, and license recognition.

CONTENTS: TREC Law, Rule, and Policy Update • Agency • Advertising • Contracts • Property Management • Disclosures • Principal Broker Supervision • License Recognition

NEW VERSION – COMING SOON

2016/2017 Texas Real Estate Commission Legal Update I MCE, Version 1.0

Content provided by the Real Estate Center at Texas A&M University in cooperation with the Texas Real Estate Commission

Required by the Texas Real Estate Commission, this 4-hour continuing education course has been updated to cover the latest topics affecting real estate licensees. It provides current legal issues pertinent to Texas real estate practice. Topics include: TREC statute and rules update, property management, disclosures, promulgated forms, and unlawful practice of law.

CONTENTS: TREC Statute and Rule Update • Property Management • Buyers, Landlords, Tenants, and Sellers • Promulgated Contracts and Addendum Forms and Unauthorized Practice of Law

NEW VERSION – COMING SOON

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Required by the Texas Real Estate Commission, this 4-hour continuing education course has been updated to cover the latest topics affecting real estate licensees. It provides an in-depth review to confirm understanding and foster proper administration of many hot topic concerns such as CSST lighting safety awareness, bonding of the gas supply system, Consumer Financial Protection Bureau, Home Owner's Associations, and transfer on Death Act.

CONTENTS: Ethics Requirements for Engaging in Real Estate Brokerage and Fair Housing Laws • Agency Law • DTPA • Hot Topics and Tax Laws

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