

NEW MEXICO

Real Estate Licensing Education



Guiding you to success.

2020

JANUARY-DECEMBER

2 WAYS

to complete your education!

No two students' schedules are exactly alike.

That's why we offer you two distinctly different educational delivery vehicles to help you complete your licensing requirements. Each has unique advantages designed with the highest level of convenience and success in mind.

Live Classroom

If you work best with set class times and enjoy lively discussions with instructors and classmates, this option is for you. Learn from state-certified instructors at one of our Learning Centers:

Albuquerque

Kaplan Real Estate Education
8205 Spain Road, NE, Suite 109

Roswell

Holiday Inn Express & Suites
3 Military Heights Dr

Las Cruces

Springhill Suites
1611 Hickory Loop

Santa Fe

Courtyard by Marriott
3347 Cerrillos Road

Home Study with Online Video

Our exam-focused self-study correspondence courses allow you to study when and where it's convenient for you.



Veterans eligible for education benefits under Chapter 30, Chapter 33, Chapter 35, and Chapter 1606 are entitled to receive benefits on approved New Mexico live licensing courses at Kaplan Real Estate Education—Albuquerque Campus only.

Veterans eligible for Chapter 33 may receive benefits covering up to 100% of their tuition on approved New Mexico live licensing courses at Kaplan Real Estate Education—Albuquerque Campus only. Chapter 33 veterans will be able to attend class, for up to 90 days, while waiting for the VA to make tuition payments, provided the student submits their certificate of eligibility to Kaplan at the time of registration.

Students will be required to pay for the difference between the total amount of tuition and the amount of the VA education benefit disbursement.

GI Bill® is a registered trademark of the U.S. Department of Veterans Affairs (VA). More information about education benefits offered by the VA is available at the official U.S. government website at <https://www.benefits.va.gov/gibill>.

THE KNOWLEDGE

you need to succeed!

Our comprehensive study solutions:

- Provide you with the knowledge you need to succeed in your career
- Satisfy New Mexico state requirements
- Contain the most current and accurate information available
- Educate you on how to obtain your license and excel with your skills



"The Kaplan Real Estate program is **exceptional**. Not only did I pass the first time, but **I also aced the state portion**. I would definitely choose Kaplan first over other schools."

—Jeremy K.

YOUR **STEP-BY-STEP** GUIDE

to obtaining a real estate license

STEP 1:

Register and Complete One of Our 90-Hour Packages.

Two learning options are now available:

Premium Package

90 Credit Hours **\$959**

Live Classroom

Home Study with Online Video

Essential Package

90 Credit Hours **\$809**

Live Classroom

Home Study with Online Video

Our goal is to help you pass the licensing exam. So we've included our New Mexico and National Exam Prep course with the all-inclusive premium package. You'll not only satisfy your education requirements, but our industry experts will be there to answer questions and personally coach you through the preparation process.

For details see page 5.

STEP 2:

Register For and Take the New Mexico Associate Broker Licensing Exam.

You must pass both the state and national portions of the exam with a minimum score of 75. Applicants must pay a non-refundable fee not to exceed \$95.

STEP 3:

Complete Your Fingerprinting and Obtain Errors & Omissions Insurance.

All persons applying for a New Mexico real estate license must submit to the commission, along with their application, proof that they have completed a live fingerprint scan and obtained Errors and Omissions Insurance. Fingerprinting shall be done **no earlier than 21 days** prior to submitting documents to apply for a license. You must register at www.aps.gemalto.com before you complete the live fingerprint scan for matching with a national arrest record database. You may find a full list of Fingerprint Source List for New Mexico Residents on the commission's website, www.rld.state.nm.us/boards/Real_Estate_Commission_Requirements_and_Continuing_Education.aspx.

STEP 4:

Apply For Your Associate Broker License.

Upon passing both portions of the exam, you have 6 months to apply for your Associate Broker's License, or you will be required to take the exam again.

COMPLETE **90-HOUR**

Associate Broker Licensing Packages

Live Classroom Packages	Premium \$959	Essential \$809
Instructor-Led Education	Live Classroom	Live Classroom
Real Estate Textbook or PDF Library	Print	Print
New Mexico & National Real Estate Exam Prep	✓	

Home Study with Online Video Packages	Premium \$959	Essential \$809
Instructor-Led Education* (30 hours)	✓	✓
Home Study with Online Video (60 hours)	✓	✓
Real Estate Textbook or PDF Library	Print	Print
Interactive Study Group	✓	✓
New Mexico & National Real Estate Exam Prep	✓	

*Broker Basics must be taken in a live classroom setting.

Real Estate Textbook Library

Includes the following titles:

- Broker Basics Book
- Modern Real Estate Practice Textbook
- New Mexico Real Estate Licensing Workbook
- New Mexico Real Estate License Law and Real Estate Commission Rules PDF
- National PSI Exam Prep Workbook (*Premium Package Only*)
- New Mexico Exam Prep Workbook (*Premium Package Only*)

Interactive Study Group

Weekly Live Webinar included with **HOME STUDY WITH ONLINE VIDEO** Packages

Your success on the licensing exam depends on your full understanding of the topics and concepts. That's why we have developed **Interactive Study Groups** for our distance learning students!

Interactive Study Groups cover national content in live webinars designed to make distance learners part of the class through full access to our real estate industry experts. Join our expert faculty and other students for a lively discussion of topics. Prepare any questions you may have and bring them to the study groups; the goal is to reinforce key concepts covered in your courses and provide the opportunity for you to interact with our faculty and learn from other students.

SAVE \$88 with a PACKAGE

Qualifying Broker Upgrade Package

60 Credit Hours \$529
LIVE CLASSROOM
ONDEMAND (New Mexico Real Estate Exam Prep Only)

Includes:

- Broker Basics (Live Classroom Only)
- Brokerage Office Administration (Live Classroom Only)
- New Mexico Real Estate Exam Prep

Real Estate Law

30 Credit Hours **\$299**

Live Classroom*

Home Study with Online Video

This in-depth law course is intended to provide you with an understanding of the basic principles of ownership of real estate, how title is held, restrictions and encumbrances on the ownership of real estate, transferring ownership, and land use controls. This course will cover the law of agency, contract law, environmental concerns and hazards affecting real estate, federal laws regarding fair housing, Americans with Disabilities Act, anti-trust laws, and real estate ethics.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

Real Estate Principles & Practice

30 Credit Hours **\$279**

Live Classroom*

Home Study with Online Video

Upon successful completion of this course, you will have a greater insight into the basics of real estate finance, settlement and closing, foreclosure process, federal taxation, valuation and appraisal, land description, property management, commercial investment real estate, real estate math, financing for new construction, and more.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

Broker Basics

30 Credit Hours **\$269**

Live Classroom*

This comprehensive course concentrates on the skill required to successfully operate a real estate office. Course includes brokerage relationships including broker duties, scope of authority, defensive practices for listing and purchase agreements, risk reduction in property management, the Real Estate Licensing Act, and other New Mexico real estate laws.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

Brokerage Office Administration

30 Credit Hours **\$269**

Live Classroom*

This 30-hour prelicense course is required for anyone seeking to upgrade to a Qualifying Broker. The course concentrates on the areas of expertise essential to a Qualifying Broker's supervisory responsibilities of real estate related activities and awareness of other areas of accountability common to any business. Course includes: Pertinent Statutes and Regulations Overview, Starting your Brokerage, Keeping Track of Your Company, and Business and Professional Involvement.

This 30-hour course is required for anyone seeking a qualifying broker license and is also approved for 10 hours of CE credit.

HIGHLY RECOMMENDED! New Mexico and National Real Estate Exam Prep

0 Credit Hours **\$229**

Live Classroom

OnDemand

Included in our Associate Broker Licensing Premium Packages, see page 5.

Exam prep is the most accurate predictor of whether you are ready for the actual licensing exam. This course consists of two full-length practice exams and two content review sessions. Each practice exam consists of the same two portions you will face on the actual licensing exam (a national portion and a state portion).

In this course, you will review the principles of real property law, land use controls, environmental issues, and how real property is legally described. You will also review the rights and interests you receive in real property as an owner or a tenant, how they are properly recorded, and how ownership is transferred. From the basic principles of contracts to financing, you will cover it all.

New Mexico Real Estate Exam Prep

0 Credit Hours **\$79**

Live Classroom

OnDemand

Included in our Qualifying Broker Upgrade Package, see page 6.

This laser focused exam prep course reviews the New Mexico-specific exam content that you will encounter on the New Mexico licensing exam. It begins and ends with diagnostic tests that will measure your strengths and weaknesses by subject area and give you a reliable prediction of your performance on the broker's examination.

LIVE CLASSROOM SCHEDULES

on page 8-11

QBANK PACKAGE

Complete New Mexico Real Estate Drill and Practice QBank

0 Credit Hours **\$99** (Add this item in the cart for only \$49)

QBank

This custom online QBank package offers you two distinct QBanks in one convenient package. Now you can focus your preparation for the New Mexico Real Estate License Exam specifically on the national and state portions.

This package includes:

National PSI Drill and Practice QBank: This QBank gives you the power to simulate nearly every test environment imaginable: from licensing exams as outlined in the PSI to customizing quizzes according to topics and subtopics, you can create exactly the test you need to improve your score.

New Mexico Real Estate Drill and Practice QBank: This QBank allows you to test yourself with questions on the industry's most advanced interactive testing platform. You can simulate nearly every test environment to help improve your exam score. And because the QBank is online, you can access it anytime, anywhere it is convenient for you!

*100% attendance required

ASSOCIATE BROKERS PROGRAM

Select one option below. Each course must be complete in full prior to starting the next one.

Offered in Albuquerque only. Requires 100% attendance per course.

DAYTIME				
SELECT ONE OPTION	REAL ESTATE LAW Mon, Tue, Thu, Fri 9 am–1 pm	REAL ESTATE PRACTICE Mon, Tue, Thu, Fri 9 am–1 pm	BROKER BASICS Mon–Fri 9 am–1 pm	EXAM PREP Thu & Fri 8 am–5 pm Sat & Sun 8 am–5 pm or Tue & Wed 8 am–5 pm
Option 1	Feb 17, 18, 20, 21, 24, 25, 27, 28	Mar 2, 3, 5, 6, 9, 10, 12, 13	Mar 16, 17, 18, 19, 20, 23, 24, 25	Mar 26 & 27
Option 2	May 11, 12, 14, 15, 18, 19, 21, 22	May 26, 27, 28, 29, Jun 1, 2, 4, 5	Jun 8, 9, 10, 11, 12, 15, 16, 17	Jun 18 & 19
Option 3	Aug 3, 4, 6, 7, 10, 11, 13, 14	Aug 17, 18, 20, 21, 24, 25, 27, 28	Aug 31, Sep 1, 2, 3, 8, 9, 10, 11	Sep 12 & 13
Option 4	Oct 26, 27, 29, 30, Nov 2, 3, 5, 6	Nov 9, 10, 12, 13, 16, 17, 19, 20	Nov 23, 24, 30, Dec 1, 2, 3, 4, 7	Dec 8 & 9
EVENING				WEEKEND
	REAL ESTATE LAW Mon, Tue, Thu, Fri 6 pm–10 pm	REAL ESTATE PRACTICE Mon, Tue, Thu, Fri 6 pm–10 pm	BROKER BASICS Mon, Tue, Thu, Fri 6 pm–10 pm	EXAM PREP Sat & Sun 8 am–5 pm
Option 5	Jan 6, 7, 9, 10, 13, 14, 16, 17	Jan 21, 22, 23, 24, 27, 28, 30, 31	Feb 3, 4, 6, 7, 10, 11, 13, 14	Feb 15 & 16
Option 6	Mar 30, 31, Apr 2, 3, 6, 7, 8, 9	Apr 13, 14, 16, 17, 20, 21, 23, 24	Apr 27, 28, 30, May 1, 4, 5, 7, 8	May 9 & 10
Option 7	Jun 22, 23, 25, 26, 29, 30, Jul 1, 2	Jul 6, 7, 9, 10, 13, 14, 16, 17	Jul 20, 21, 23, 24, 27, 28, 30, 31	Aug 1 & 2
Option 8	Sep 14, 15, 17, 18, 21, 22, 24, 25	Sep 28, 29, Oct 1, 2, 5, 6, 8, 9	Oct 12, 13, 15, 16, 19, 20, 22, 23	Oct 24 & 25

BROKER BASICS & EXAM PREP

Select one option below after completing LIVE CLASSROOM or HOME STUDY for Real Estate Law and Real Estate Practice.

Albuquerque

DAYTIME				
	BROKER BASICS Mon–Fri 9 am–1 pm or Tue–Fri 8 am–5 pm	EXAM PREP Sat & Sun 8 am–5 pm	EXAM PREP Thu & Fri 8 am–5 pm	EXAM PREP Tue & Wed 8 am–5 pm
Option 1	Mar 16, 17, 18, 19, 20, 23, 24, 25		Mar 26 & 27	
Option 2	Jun 8, 9, 10, 11, 12, 15, 16, 17		Jun 18 & 19	
Option 3	Aug 31, Sep 1, 2, 3, 8, 9, 10, 11	Sep 12 & 13		
Option 4	Sep 8, 9, 10, 11	Sep 12 & 13		
Option 5	Nov 23, 24, 30, Dec 1, 2, 3, 4, 7			Dec 8 & 9
EVENING			WEEKEND	
	BROKER BASICS Mon, Tue, Thu, Fri 6 pm–10 pm	EXAM PREP Sat & Sun 8 am–5 pm		
Option 6	Feb 3, 4, 6, 7, 10, 11, 13, 14	Feb 15 & 16		
Option 7	Apr 27, 28, 30, May 1, 4, 5, 7, 8	May 9 & 10		
Option 8	Jul 20, 21, 23, 24, 27, 28, 30, 31	Aug 1 & 2		
Option 9	Oct 12, 13, 15, 16, 19, 20, 22, 23	Oct 24 & 25		
WEEKEND				
	BROKER BASICS Fri–Mon 8 am–5 pm	EXAM PREP Thu & Fri 8 am–5 pm	EXAM PREP Sat & Sun 8 am–5 pm	EXAM PREP Tue & Wed 8 am–5 pm
Option 10	Feb 7, 8, 9, 10		Feb 15 & 16	
Option 11	Mar 20, 21, 22, 23	Mar 26 & 27		
Option 12	May 1, 2, 3, 4		May 9 & 10	
Option 13	Jun 12, 13, 14, 15	Jun 18 & 19		
Option 14	Jul 24, 25, 26, 27		Aug 1 & 2	
Option 15	Oct 16, 17, 18, 19		Oct 24 & 25	
Option 16	Dec 4, 5, 6, 7			Dec 8 & 9

BROKER BASICS & EXAM PREP, cont.

Select one option below after completing LIVE CLASSROOM or HOME STUDY for Real Estate Law and Real Estate Practice.

Las Cruces

WEEKEND		
	BROKER BASICS Fri–Mon 8 am–5 pm or Sat–Tue 8 am–5 pm	EXAM PREP Sat & Sun 8 am–5 pm
Option 1	Jan 25, 26, 27, 28	Feb 1 & 2
Option 2	Apr 17, 18, 19, 20	Apr 25 & 26
Option 3	Jul 10, 11, 12, 13	Jul 18 & 19
Option 4	Oct 2, 3, 4, 5	Oct 10 & 11

Roswell

WEEKEND		
	BROKER BASICS Fri–Mon 8 am–5 pm	EXAM PREP Fri & Sat 8 am–5 pm
Option 1	Feb 7, 8, 9, 10	Feb 15 & 16
Option 2	May 1, 2, 3, 4	May 9 & 10
Option 3	Aug 7, 8, 9, 10	Aug 15 & 16
Option 4	Nov 6, 7, 8, 9	Nov 14 & 15

Santa Fe

WEEKEND			
	BROKER BASICS Fri–Mon 8 am–5 pm	EXAM PREP Sat & Sun 8 am–5 pm	EXAM PREP Fri & Sat 8 am–5 pm
Option 1	Mar 6, 7, 8, 9	Mar 14 & 15	
Option 2	Jun 5, 6, 7, 8	Jun 13 & 14	
Option 3	Sep 11, 12, 13, 14	Sep 19 & 20	
Option 4	Dec 11, 12, 13, 14		Dec 18 & 19

Real Estate Study Package
\$49

To purchase, call **866.602.7533** or go to the Albuquerque campus.

Real Estate Study Package

Includes:

- Modern Real Estate Practice Flashcards
- The Language of Real Estate (book)
- The Language of Real Estate (MP3)



DATES & TIMES

Dates, times, and locations are subject to change. To ensure you get the **most accurate** and **up-to-date** class dates and times, check out our schedules online!

Visit www.KapRE.com/NMLIC for the most recent information.

BROKER BASICS

Select one option below. Must be attended in full to receive credit.

Albuquerque

DAYTIME		
SELECT ONE OPTION	BROKER BASICS Tue-Fri 8 am-5 pm	BROKER BASICS Mon-Fri 9 am-1 pm
Option 1		Mar 16, 17, 18, 19, 20, 23, 24, 25
Option 2		Jun 8, 9, 10, 11, 12, 15, 16, 17
Option 3		Aug 31, Sep 1, 2, 3, 8, 9, 10, 11
Option 4	Sep 8, 9, 10, 11	
Option 5		Nov 23, 24, 30, Dec 1, 2, 3, 4, 7

EVENING

BROKER BASICS Mon, Tue, Thu, Fri 6 pm-10 pm		
Option 6	Feb 3, 4, 6, 7, 10, 11, 13, 14	
Option 7	Apr 27, 28, 30, May 1, 4, 5, 7, 8	
Option 8	Jul 20, 21, 23, 24, 27, 28, 30, 31	
Option 9	Oct 12, 13, 15, 16, 19, 20, 22, 23	

WEEKEND

BROKER BASICS Fri-Mon 8 am-5 pm		
Option 10	Feb 7, 8, 9, 10	
Option 11	Mar 20, 21, 22, 23	
Option 12	May 1, 2, 3, 4	
Option 13	Jun 12, 13, 14, 15	
Option 14	Jul 24, 25, 26, 27	
Option 15	Oct 16, 17, 18, 19	
Option 16	Dec 4, 5, 6, 7	

Las Cruces

WEEKEND		
BROKER BASICS Fri-Mon or Sat-Tue 8 am-5 pm		
Option 1	Jan 25, 26, 27, 28	
Option 2	Apr 17, 18, 19, 20	
Option 3	Jul 10, 11, 12, 13	
Option 4	Oct 2, 3, 4, 5	

Roswell

WEEKEND		
BROKER BASICS Fri-Mon 8 am-5 pm		
Option 1	Feb 7, 8, 9, 10	
Option 2	May 1, 2, 3, 4	
Option 3	Aug 7, 8, 9, 10	
Option 4	Nov 6, 7, 8, 9	

Santa Fe

WEEKEND		
BROKER BASICS Fri-Mon 8 am-5 pm		
Option 1	Mar 6, 7, 8, 9	
Option 2	Jun 5, 6, 7, 8	
Option 3	Sep 11, 12, 13, 14	
Option 4	Dec 11, 12, 13, 14	

BROKERAGE OFFICE ADMINISTRATION

Select one option below. Must be attended in full to receive credit.

Albuquerque

DAYTIME		
SELECT ONE OPTION	BROKERAGE OFFICE ADMINISTRATION Mon-Thu 8 am-5 pm	BROKERAGE OFFICE ADMINISTRATION Tue-Fri 8 am-5 pm
Option 1	Apr 27, 28, 29, 30	
Option 2		Jul 28, 29, 30, 31
Option 3	Nov 30, Dec 1, 2, 3	

NEW MEXICO & NATIONAL REAL ESTATE EXAM PREP

Select one option below.

Albuquerque

DAYTIME		
SELECT ONE OPTION	Tue & Wed 8 am-5 pm	Thu & Fri 8 am-5 pm
Option 1		Mar 26 & 27
Option 2		Jun 18 & 19
Option 3	Dec 8 & 9	

WEEKEND

Sat & Sun 8 am-5 pm		
Option 4	Feb 15 & 16	
Option 5	May 9 & 10	
Option 6	Aug 1 & 2	
Option 7	Sep 12 & 13	
Option 8	Oct 24 & 25	

Las Cruces

WEEKEND		
Sat & Sun 8 am-5 pm		
Option 1	Feb 1 & 2	
Option 2	Apr 25 & 26	
Option 3	Jul 18 & 19	
Option 4	Oct 10 & 11	

Roswell

WEEKEND		
Sat & Sun 8 am-5 pm		
Option 1	Feb 15 & 16	
Option 2	May 9 & 10	
Option 3	Aug 15 & 16	
Option 4	Nov 14 & 15	

Santa Fe

WEEKEND		
	Sat & Sun 8 am-5 pm	Fri & Sat 8 am-5 pm
Option 1	Mar 14 & 15	
Option 2	Jun 13 & 14	
Option 3	Sep 19 & 20	
Option 4		Dec 18 & 19

NEW MEXICO REAL ESTATE EXAM PREP

Select one option below.

Albuquerque

DAYTIME		
SELECT ONE OPTION	Wed 2 pm-5 pm	Fri 2 pm-5 pm
Option 1		Mar 27
Option 2		Jun 19
Option 3	Dec 9	

WEEKEND

Sun 2 pm-5 pm		
Option 4	Feb 16	
Option 5	May 10	
Option 6	Aug 2	
Option 7	Sep 13	
Option 8	Oct 25	

Las Cruces

WEEKEND		
Sun 2 pm-5 pm		
Option 1	Feb 2	
Option 2	Apr 26	
Option 3	Jul 19	
Option 4	Oct 11	

Roswell

WEEKEND		
Sun 2 pm-5 pm		
Option 1	Feb 16	
Option 2	May 10	
Option 3	Aug 16	
Option 4	Nov 15	

Santa Fe

WEEKEND		
	Sun 2 pm-5 pm	Sat 2 pm-5 pm
Option 1	Mar 15	
Option 2	Jun 14	
Option 3	Sep 20	
Option 4		Dec 19

Did you know

**Kaplan offers complete
Real Estate Appraisal
licensing packages?**

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www.KapRE.com/NMAPPR

ENROLL TODAY

www.KapRE.com/NMLIC
or call **505.821.5556** or **866.602.7533**

KAPLAN[®]
REAL ESTATE
EDUCATION

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