KAPLAN® REAL ESTATE EDUCATION

# Texas

## Real Estate Licensing & Continuing Education

## 2023

July–December



**Trust our experts** – over 90% of Kaplan real estate students had a positive experience with their instructors.*

Your Partner in Success

***ENROLL TODAY*** www.KapRE.com/TXLIC | 800.636.9517

*These are the findings of a quantitative survey conducted by Kaplan between September 29 and November 4, 2022. For this survey, a sample of 383 real estate licensing exam or continuing education course takers was interviewed online, of which 152 prepared for a real estate licensing exam or took a real estate continuing education course with Kaplan.

# What Makes Kaplan Real Estate Education Unique?

Choose how you want to complete your licensing and continuing education with our various delivery formats.

**LIVE ONLINE**
Attend classes virtually, and interact with instructors from the comfort of your home or office.

**ONLINE VIDEO**
Experience instructor-led video courses that allow you to review each lesson on your own time.

**HOME STUDY**
Designed for the self-motivated student, these text-based courses can be completed when and where it's convenient for you.

## Your success is Kaplan's mission.

From preparing for exam day to excelling in your new career, our support is never-ending. Take a look at the various learning tools and course features we provide to help you succeed:

### TEXAS AND NATIONAL INTERACTIVE STUDY GROUPS

Included with ALL prelicensing courses

We want you to pass the licensing exam on your first attempt. Take advantage of these weekly Live Online webinars to prepare. With this instructor-led, Q&A style learning event, you can deepen your understanding of key topics and concepts.

### CAREER MENTOR CONNECT

Create a successful foundation for your new real estate career. These weekly Live Online webinars give you a space to learn from an industry leader: get tips, ask questions, and interact with like-minded aspiring real estate professionals.

### NEW COMMUNITY FORUM

Included in all licensing packages

Interact outside of the classroom with 24/7 access to this online platform. Connect with colleagues through group discussions and get the answers to your questions from our expert instructors at any time.

### REAL ESTATE ACCELERATOR ONLINE VIDEO COURSE AND LIVE ONLINE COACHING - $399*

*Included in Career Launcher Packages

Eight hours of intensive online training plus weekly Live Online coaching sessions in this valuable program provides new and motivated real estate licensees with actionable, income-producing activities and sustainable real-world skills needed to close real estate transactions and rapidly build your career.



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# Mandatory Licensing Courses

An applicant for a real estate sales agent license must complete 180 hours of education consisting of the following courses: Principles, Agency Law, Contract Law, a Promulgated Contracts and Forms addenda course, and a Real Estate Finance course. The courses below fulfill the 180-hour requirement.

**MANDATORY**

**PRINCIPLES OF REAL ESTATE I (121)**
**PRINCIPLES OF REAL ESTATE II (122)**
30 Credit Hours each

*Live Online* **$174** | *Online Video* **$124** | *Home Study* **$105**

Understanding the underlying principles of the real estate industry is paramount to your long-term career success. These courses are designed to provide you with in-depth exposure to the issues in real estate laws that are specific to the Texas real estate practitioner.

**MANDATORY**

**REAL ESTATE LAW OF AGENCY (1151)**
30 Credit Hours

*Live Online* **$174** | *Online Video* **$124** | *Home Study* **$105**

Mastery of the sometimes perplexing concepts of agency law is crucial to the practice of real estate. This exam-focused course will teach you the relationship between a principal and an agent, an agent's authority, and an agent's duties, including fiduciary duties and the disclosure of agency.

**MANDATORY**

**REAL ESTATE FINANCE (451)**
30 Credit Hours

*Live Online* **$174** | *Online Video* **$124** | *Home Study* **$105**

A solid understanding of finance is important to the real estate licensee. In this exam-focused course, you will learn about monetary systems, primary and secondary money markets, sources of mortgage loans, federal government programs, loan applications, processes and procedures, closing costs, and more.

**MANDATORY**

**REAL ESTATE LAW OF CONTRACTS (1251)**
30 Credit Hours

*Live Online* **$174** | *Online Video* **$124** | *Home Study* **$105**

Understanding contract law is vital to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to pass the contract questions on the Texas licensing exam.

**MANDATORY**

**PROMULGATED CONTRACT FORMS (351)**
30 Credit Hours

*Live Online* **$174** | *Online Video* **$124** | *Home Study* **$105**

Understanding how to use contract forms properly and the rules related to the use of contract forms is essential to the practice of real estate. Learn about the unauthorized practice of law, the Broker–Lawyer Committee, current promulgated forms, commission rules governing the use of forms, as well as case studies involving the use of forms.

*Courses are available for purchase individually or as part of a package.*

## Find the right prelicensing package for you!

***SCAN THIS QR CODE*** to see our wide range of prelicensing packages and what each of them can offer you.

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*TREC Provider License Number—Kaplan Real Estate Qualifying Education #4546*

Visit **www.KapRE.com/TXLIC** to learn more about these courses and get the most up-to-date offerings!

# Mandatory Licensing Course Schedule

| Course Name | Dates | Days |
|---|---|---|
| **All Times are 8:30 am - 12:30 pm CT** | | |
| **Principles of Real Estate I** | June 7*, 12-15 | Mon - Thurs |
| **Principles of Real Estate II** | June 20-23 | Tues - Fri |
| **All Times are 8:30 am - 12:00 pm CT** | | |
| **Law of Agency** | June 26-28 | Mon - Wed |
| **Real Estate Finance** | July 5-7 | Wed - Fri |
| **Law of Contracts** | July 10-12 | Mon - Wed |
| **Promulgated Forms** | July 17-19 | Mon - Wed |
| **All Times are 5:30 - 9:30 pm CT** | | |
| **Principles of Real Estate I** | August 9*, 14-17 | Mon - Thurs |
| **Principles of Real Estate II** | August 21-24 | Mon - Thurs |
| **All Times are 6:00 - 9:30 pm CT** | | |
| **Law of Agency** | August 28-30 | Mon - Wed |
| **Real Estate Finance** | September 5-7 | Tues - Thurs |
| **Law of Contracts** | September 11-13 | Mon - Wed |
| **Promulgated Forms** | September 18-20 | Mon - Wed |
| **All Times are 8:30 am - 5:00 pm CT** | | |
| **Principles of Real Estate I** | September 9*, 16-17 | Sat - Sun |
| **Principles of Real Estate II** | September 23-24 | Sat - Sun |
| **All Times are 8:30 am - 2:45 pm CT** | | |
| **Law of Agency** | September 30 - October 1 | Sat - Sun |
| **Real Estate Finance** | October 7-8 | Sat - Sun |
| **Law of Contracts** | October 14-15 | Sat - Sun |
| **Promulgated Forms** | October 21-22 | Sat - Sun |
| **All Times are 8:30 am - 12:30 pm CT** | | |
| **Principles of Real Estate I** | October 4*, 9-12 | Mon - Thurs |
| **Principles of Real Estate II** | October 16-19 | Mon - Thurs |
| **All Times are 8:30 am - 12:00 pm CT** | | |
| **Law of Agency** | October 23-25 | Mon - Wed |
| **Real Estate Finance** | October 30 - November 1 | Mon - Wed |
| **Law of Contracts** | November 6-8 | Mon - Wed |
| **Promulgated Forms** | November 13-15 | Mon - Wed |
| **All Times are 5:30 - 9:30 pm CT** | | |
| **Principles of Real Estate I** | November 1*, 6-9 | Mon - Thurs |
| **Principles of Real Estate II** | November 13-16 | Mon - Thurs |
| **All Times are 6:00 - 9:30 pm CT** | | |
| **Law of Agency** | November 27-29 | Mon - Wed |
| **Real Estate Finance** | December 4-6 | Mon - Wed |
| **Law of Contracts** | December 11-13 | Mon - Wed |
| **Promulgated Forms** | December 18-20 | Mon - Wed |

**The first date listed for live online Principles of Real Estate I classes will be a short orientation session only.*

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### DATES & TIMES

Dates and times are subject to change, and additional class dates are being added regularly. To ensure you get the most accurate and up-to-date class dates and times, please visit www.KapRE.com/TXLIC.

# Exam Prep Courses and Schedule

**HIGHLY RECOMMENDED**

### TEXAS REAL ESTATE EXAM PREP WITH COMPLETE ONLINE DRILL AND PRACTICE QBANK

0 Credit Hours

*Online Video OR Live Online* **$169** (Tuition includes all books)

**See below for the Exam Prep Live Online schedule.**

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). Additionally, you will receive online access to the National and Texas Real Estate Drill and Practice QBanks to simulate nearly every test environment to help improve your exam score.

| Dates |
|---|
| **All Days are Fri-Sun and All Times are 9:00 am - 5:00 pm CT** |
| July 14-16 |
| September 8-10 |
| October 27-29 |
| December 1-3 |

### REAL ESTATE MATH

0 Credit Hours

*Online Video* **$35**

If real estate math makes you anxious and uneasy, then this refresher course is just what you need to prepare for your licensing exam. Review the loan calculations and the calculations needed to determine a commission under different circumstances. You'll develop greater understanding of loan-to-value ratio and equity, discount points and origination fees, amortization and qualifying a buyer, area calculations, legal descriptions, and much more.

Visit **www.KapRE.com/TXLIC** to learn more about these courses and get the most up-to-date offerings!

# Broker Upgrade Courses

**Broker Upgrade Requirements:** You must have four years of active experience as a real estate sales agent or broker during the 60-month period immediately preceding your application to become a Texas real estate broker. The experience must total 360 points and be reported to TREC on the Qualifying Experience Report in order to obtain a broker license. Broker applicants must also include a transaction identification list for each transaction claimed on the experience report. Additionally, you must meet the additional education requirements as outlined by the Texas Real Estate Commission: https://www.trec.texas.gov/become-licensed/individual-real-estate-broker

### TEXAS REAL ESTATE BROKERAGE: A MANAGEMENT GUIDE (751)

30 Credit Hours

*Online* **$159** | *Home Study* **$105**

This course offers an application-oriented approach to becoming more effective managers, leaders, and communicators. Based on the Texas Real Estate Commission's required curriculum outline, this course teaches you what to consider when opening a brokerage, as well as tips and tactics for growing your business and measuring success.

*This course is approved for SAE.*

### TEXAS ESSENTIALS OF REAL ESTATE INVESTMENT (935)

30 Credit Hours

*Online* **$159** | *Home Study* **$105**

The desire to accumulate a measurably valuable estate and to generate a revenue stream is one major reason for the tremendous interest in property ownership. This course examines the current real estate market and describes the various opportunities for real estate investors.

*This course is approved for SAE.*

### PROPERTY MANAGEMENT (851)

30 Credit Hours

*Online* **$159** | *Home Study* **$105**

Explore daily issues facing property managers, such as maintenance, accounting, and administrative and legal activities. The course has up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns.

*This course is approved for SAE.*

### TEXAS SALES AND MARKETING 101 FOR REAL ESTATE PROFESSIONALS (551)

30 Credit Hours

*Online* **$159** | *Home Study* **$105**

Discover how accurate market research and understanding client motivations can help you segment your marketplace for the most effective target marketing possible. Also answered is the age-old question of the difference between price and value, and how it is employed to support your fees.

*This course is approved for SAE.*

### REAL ESTATE STUDY PACKAGE $99

This valuable package of our most popular study aids will provide you with effective tools and strategies to help you prepare for your real estate licensing exam.

**Includes:**

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

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# Texas Continuing Education Requirements

## Renew Your Sales Agent or Broker License

As a Real Estate Sales Agent or Broker, you are required to renew your license every two years. Renewal notifications are sent out approximately 90 days prior to your license expiration date. You cannot renew your license until you receive your license renewal notification. Part of the renewal process includes completing required continuing education courses.

### Ready to complete your Salesperson or Broker Continuing Education requirements?

Whether you need 2022/2023 Legal Update I (#42039), 2022/2023 Legal Update II (#42040), 2023/2024 Broker Responsibility (#44547), Real Estate Contracts: Essentials and Beyond (#40895), or you need a complete package, Kaplan has you covered. Visit our website at www.KapRE.com/TXCE to view our package options and enroll today to get on the path to renewing your license!

TREC Provider License Number—
**Kaplan Real Estate Education Continuing Education #0031**

I'm forever grateful for my learning experience with Kaplan, and I passed my exam because of all of their help, guidance and amazing teaching skills! I hope I get to be in one of their classes again soon!

**— Stacey**

Trustpilot

### Unsure of your continuing education requirements?

***SCAN THIS QR CODE*** to refresh yourself on Texas's state requirements, so you can renew your license stress-free.

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Visit **www.KapRE.com/TXCE** to learn more about these courses and get the most up-to-date offerings!

REALXPERTS

# Learn from our industry experts for FREE!

Tune into our RealXperts live webinar series once a month or catch up on previous recordings with our Career Resources. Strengthen your skills and have a tangible impact on the real estate industry with the help of our RealXperts!

***SCAN THE QR CODE*** to access the Career Resources, your single-source for RealXperts webinar recordings, real estate related news, career information, and more.

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