



THE EDUCATOR

a publication of the Alabama Real Estate Commission

APRIL 2026



INSTRUCTOR TRAININGS

Please read the following carefully to make sure you register for the correct training.



April 24

Current Mandatory CE Courses of Risk Management: Initial Contact to Accepted Offer and Mandatory Broker CE Course

Anne Powell will be providing training for the current mandatory courses of *Risk Management: Initial Contact to Accepted Offer and Mandatory Broker CE Course*. This is for instructors who have not received approval to teach the current mandatory CE courses.

Instructors who are already approved to teach these courses may attend for a refresher. This training will be offered in the Commission's training room.



ANNE POWELL



May 15

New Risk Management: From Signed to Sold and Updated Mandatory Broker CE Course

Anne Powell and Laurye Brunson will provide training for the new *Risk Management: From Signed to Sold* and the updated *Mandatory Broker CE Course*.



LAURYE BRUNSON

All instructors who want to teach the new mandatory Risk Management course and the updated *Mandatory Broker CE Course* beginning October 1 must attend this training, which will be offered at [Fraser Church located at 6000 Atlanta Highway in Montgomery](#). A large room entitled *The Gathering Place* will be used for this training. The next opportunity for the training will be in 2028.



Registration and details for both trainings are available on [Auburn University's Office of Professional & Continuing Education website](#).

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PLAN AHEAD: EDUCATION RENEWAL IS IN 2027

The next education renewal will take place in 2027 and will include all instructors, courses, and schools. All prelicense instructors must have 12 hours of instructor CE to satisfy renewal requirements and continue teaching. Here are options for satisfying this requirement:

- Instructor trainings offered by the Commission every year
- Instructor trainings offered by AREEA every year
- IDWs that are taken in the classroom in other states
- Attendance at the REEA Annual Conference
- Online trainings approved by the Commission. Information for these trainings is available in [Instructor Resources](#) on the Commission's website.



COURSE SCHEDULING AND CANCELLATIONS IN EDUCATION MANAGEMENT (CMap)

This is a reminder that all prelicense, post license, and CE courses must be entered in [Education Management \(CMap\)](#) when they are scheduled to be offered so they will be available for advertising in the [Course Search](#) on the Commission's website. Course schedules assist in the advertising for future students and also allow the Commission to see courses that are available. We receive many calls from individuals looking for courses, and we rely on the Course Search to assist them in locating your courses.

Our Education auditors rely on the Course Search to find courses to be audited. However, there have been many occasions when a course is cancelled or rescheduled and not updated on the website. As a result, an auditor wastes time and money traveling for an audit only to discover upon arrival that the course is not being offered. Remember to remove a course from Education Management if it is cancelled.

Also, we are seeing course credit being submitted for courses that were never entered into Education Management and advertised. The Commission's IT Division is now notifying the Education staff of course credit entries that are not linked to a scheduled course. The number is growing each month which has led to the decision of our Legal Division to get involved. **Beginning on April 1, Administrators who fail to submit course schedules in Education Management for multiple courses will look at the possibility of a formal complaint based on Rules 790-X-1-.06(3) and 790-X-1-.12(5).**



REMEMBER:

1. Submit all course schedules in advance and check the Commission's website to verify the course appears in Course Search. Failure to enter a course schedule is a violation of License Law and can result in a formal complaint.
2. Submit all course credit promptly. Check in Education Management to see and print a list of successful credit entries for verification.
3. Remove courses from Education Management when they are cancelled.

Future students and the Commission's auditors will appreciate this.



RECIPROCAL LICENSING PROCESS & DEADLINES FORM

The *Reciprocal Licensing Process & Deadlines* form has been amended to include a statement regarding the Post License course:

4. IMPORTANT: Reciprocal licensure does NOT require the completion of the 30-hour Post License Course.

The Commission's Licensing Division has seen an increasing number of new reciprocal licensees completing the 30-hour Post License course, which is not required for a reciprocal license.

If your school offers the Reciprocal Prelicense course for reciprocal salesperson and/or broker applicants, please make sure you require students to initial and sign the updated form, which can be accessed in [Education Resources](#) and [Instructor Resources](#).



CHANGES TO LICENSE LAW

Two legislative acts became effective on October 1 of last year. Acts 2025-59 and 2025-380 resulted in changes to RECAD, out-of-state co-brokerage agreements, fines, and teams.

Explanations of all changes can be accessed by selecting a [Statutory Changes](#) link under *Laws* on the Commission's homepage. Take the opportunity to review this information which includes the actual Acts, summaries, whitepapers, forms, etc. Also, please make sure all prelicense, post license, and CE courses that contain this information have been updated accurately.

As a reminder, license examination items were reviewed and shared with Pearson VUE for proper changes to be made. All examination items that were changed are tested on actual examinations before being scored. When acceptable performance has been identified, they will become scored items that determine the final score of the examination.

The changes to licensing and education were included in Act 2025-379, and they will be effective October 1, 2028. The Commission is in the process of preparing for these changes and more information will be shared when needed.

ACT 2025-380 (HB382): A Summary

Real estate transactions; required disclosure forms; description of brokerage services; terms of compensation; required written brokerage agreements under certain circumstances; penalties and fines for certain violations; duties of qualifying brokers and licensees; scope of operation of team.

Effective Date: October 1, 2025.

Defines "Buyer's Agreement" (lines 31-34), "Listing Agreement" (lines 58-64), "Principal Broker" (lines 88-90), and "Team" (lines 103-106).

Limits out-of-state co-brokerage agreements to three co-brokerage agreements per year per out-of-state broker, not to exceed \$50,000,000.00 per year (lines 150-153).

License Law Changes: What You Need to Know
effective April 18, 2025

Changes Made to RECAD by Act 2025-59

RECAD - The written disclosure form explaining to consumers the types of brokerage services that are available to clients and customers of real estate brokerage companies.

Agency Disclosure Office Policy - A policy that every company must have no matter what practice area (commercial, residential, or property management). The policy must explain what brokerage services the company will provide to licensees, and it must explain how the company will be compensated for providing those services. Every licensee within the company must sign this policy every year.

Brokerage Agreement - The signed agreement between the company and the consumer setting forth what specific brokerage services the company will provide to the consumer and how the company and licensee will be compensated for providing those services.

There is no law or rule prohibiting a licensee from combining these three documents or two of the three documents into one document that is presented to consumers.

- When working with the buyer:**
 1. Provide RECAD prior to performing any brokerage services, including showing the property. * Please document that you provided RECAD by having the consumer sign and date. If the consumer declines to sign, please document that on the form.
 2. Provide the Agency Disclosure Office Policy to the consumer at the same time as the RECAD is provided as stated above. * Please document that you provided the policy by having the consumer sign and date. If the consumer declines to sign, please document that on the form.
 3. Enter into a signed brokerage agreement with the consumer prior to submitting an offer to purchase on behalf of the consumer.
- When working with the seller:**
 1. Provide RECAD prior to performing any brokerage services, including listing the property. * Please document that you provided RECAD by having the consumer sign and date. If the consumer declines to sign, please document that on the form.
 2. Provide the Agency Disclosure Office Policy to the consumer at the same time as the RECAD is provided as stated above. * Please document that you provided the policy by having the consumer sign and date. If the consumer declines to sign, please document that on the form.
 3. Enter into a signed brokerage agreement with the consumer prior to listing the property.
- When acting as a property manager:**

RECAD has never been required when acting as a property manager. Property management companies must still have an Agency Disclosure Office Policy, but that policy does not have to be provided to consumers of the property management services. ACT 2025-59 makes no changes to this area.

*This is not applicable when representing a business or governmental entity, as opposed to an individual.

RECENT RULE AMENDMENTS

As advertised in August of 2025, several rules were presented to commissioners for approval. These changes became effective on February 14 and include the following:

- **Rule 790-X-1-.21 (Distance Education Courses)** was amended regarding acceptable proctoring for course examinations.
- **Rule 790-X-3-.13 (Agency/Brokerage Services Disclosure)** was amended to update language in the Real Estate Brokerage Services Disclosure.
- **Rule 790-X-3-.14 (Agency Disclosure Office Policy)** was amended to update language in the Agency/Brokerage Office Policy regarding RECAD options.
- **Rule 790-X-3-.16 (Advertising Teams)** is a new rule addressing proper advertising for real estate teams.



Documents showing the amendments to these rules are available under *Laws* in the [Statutory Changes](#) section of the Commission's website.

ADMINISTRATOR MANUAL REMINDER

The Education Division welcomes questions regarding course scheduling, course credit entry, and other Administrator responsibilities. As a reminder, the Administrator Manual is another resource. Every Administrator should have received one after submitting the Administrator Application. It can also be found in the [Instructor Resources](#) area of Online Services.

Please refer to these manuals if you need a reminder of the obligations and expectations of Administrators.



BAD CHECKS

The Commission has changed the process for dealing with bad checks and unacceptable electronic payments, so License Law was amended removing that violation from §34-27-36.

This is no longer an immediate violation of License Law resulting in a formal complaint.

As a result of this change, the license examination no longer addresses bad checks, so this topic can be removed from salesperson and broker prelicense courses.

It can also be removed from post license and CE courses.



QUESTION:

When can I start teaching the new Risk Management course?

ANSWER:

The **new** *Risk Management: From Signed to Sold* course is not effective until October 1, 2026, and should not be taught prior to that date. The **current** *Risk Management: Initial Contact to Accepted Offer* course should be taught through the end of September.

Calendar

April	
22	Coffee with the Commission
23	Commission Meeting
24	Current <i>Risk Management: Initial Contact to Accepted Offer</i> Instructor Training
27	Commission Office Closed
May	
15	New <i>Risk Management: From Signed to Sold</i> Instructor Training
20	Coffee with the Commission
21	Commission Meeting - Birmingham
25	Commission Office Closed
June	
1	Commission Office Closed
4-5	New Instructor Orientation
15	License Renewal is available
17	Coffee with the Commission
18	Commission Meeting
19	Commission Office Closed
July	
3	Commission Office Closed
21-25	REEA Conference (Denver, CO)

Dates and events are subject to change.



EDUCATION SNAPSHOT JANUARY - FEBRUARY 2026

Salesperson Examination

Overall

Taken – 610
Passed – 336
Overall Passing % – 55.1

First Time

Taken – 370
Passed – 261
First Time Passing % – 70.5

Broker Examination

Overall

Taken – 97
Passed – 48
Overall Passing % – 49.5

First Time

Taken – 52
Passed – 31
First Time Passing % – 59.6

Reciprocal Salesperson Examination

Overall

Taken – 135
Passed – 107
Overall Passing % – 79.3

First Time

Taken – 106
Passed – 91
First Time Passing % – 85.8


Reciprocal Broker Examination

Overall

Taken – 52
Passed – 37
Overall Passing % – 71.2

First Time

Taken – 40
Passed – 29
First Time Passing % – 72.5



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