



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE
DIVISION OF PROFESSIONAL REGULATION
REAL ESTATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

Real Estate Continuing Education

New Salesperson Module Course Contents

Newly-licensed Salespersons are required to complete four modules of continuing education (CE) within the first 12 months of licensure. They will be required to attest on their first renewal application that they have completed this coursework.

During each licensure renewal period, licensees must complete 21 hours of CE in seven required modules. Each module must be at least three hours in length.

This document summarizes **suggested** course content for each required module. The suggested subject matter on these outlines may be covered by the instructor who is permitted flexibility in regard to how much time he or she needs to cover a topic. **Module 1 must cover agency and fair housing.** Each course must include a mandatory question and answer and/or course review.

Before teaching any course, the course provider must submit course outlines to the Education Committee and Commission for review and approval using the [Application for Approval of Real Estate Educational Course](#). The Education Committee will use these guidelines to evaluate courses submitted for review and approval.

For more information, see Section 6.0 of the [Education Guidelines](#) and Section 13.0 of the Real Estate Commission's [Rules and Regulations](#).

New Salesperson Module 1

Professional Standards in Real Estate

3 hours

Ethics in Real Estate
Professional Standard Issues
Case Studies
Complaint Process
Sanctions or Monetary Awards
Arbitration
Procuring cause
Mediation
Question and Answer
Course Review

New Salesperson Module 2
Agreement of Sale - Buyer Representation
3 hours

DE Statewide Agreement of Sale
VA/FHA Amendatory Language
Short Sale Addendum
Must Sell Addendum
DUCOIA
Exclusive Right to Represent Buyer
CIS
Question and Answer
Course Review

New Salesperson Module 3
Real Estate Documents – Seller Representation
3 hours

DE Statewide Listing Agreement
CIS
Sellers Disclosure-Waiver & Reaffirmation
Radon Disclosure
Lead Paint Disclosure
DUCOIA
HUD1
Question and Answer
Course Review

New Salesperson Module 4
Real Estate Professionalism
3 hours

Follow the Golden Rule
Respect for the Public
Respect for Property
Respect for Peers
Question and Answer
Course Review