Learning Objectives
Alabama 60-HR Real Estate Prelicense Course
2024

Alabama Real Estate License Law

1. Identify the Alabama State Law that created the Real Estate Commission
2. Generalize the purpose of the Alabama Real Estate License Law
3. Clarify the purpose of the Alabama Real Estate Commission.
4. Illustrate real estate terminology and definitions identified in the law
5. Analyze co-brokerage arrangements as governed by the law
6. Specify Real Estate Commission Revenue Fund
7. Review the creation and composition of the Real Estate Commission including - Method of appointment, Term of service, & Compensation
8. Identify Real Estate Commission Staff
9. Explicate the Agency Disclosure Clause and its purpose
10. Distinguish between the real estate activities which require a license and unlicensed real estate office staff activities.
11. Define the procedure and qualifications for a license
12. Define the temporary and original license procedures
13. Describe the post-license education requirements
14. Define the continuing education requirements
15. Define the qualifications for license renewal
16. Identify the requirements for a reciprocal license
17. List the steps in transferring a license
18. Identify the fees associated with transferring a license
19. Describe inactive status
20. Differentiate between the Recovery Fund Fee exemption for inactive status
21. List the steps to reactivate a license
22. Identify the fees associated with reactivation

23. Identify how a broker can withdraw consent to be a broker for a licensee.
24. Categorize requirements for opening and operating a real estate brokerage office
25. Categorize the responsibilities of a Qualifying Broker
26. Describe the process for relocating a brokerage office
27. Explain the process for terminating a brokerage office
28. Distinguish between an Associate Broker and a Qualifying Broker
29. Specify circumstances under which a licensee may serve as a Temporary Qualifying Broker
30. Categorize the fees and process for obtaining and transferring various licenses
31. State the actions or omissions that may be subject to disciplinary action
32. Explain how to work with out-of-state co-brokerage agreements
33. Identify the purpose of the Recovery fund
34. Determine which licensees must pay into the Recovery fund
35. Identify the fee which must be paid into Recovery fund
36. Apply license law to determine when, how, and to whom the Recovery funds are paid
37. Identify the minimum fund balance
38. Identify the minimum balance required in the fund
39. Specify the monetary penalty limits and disciplinary actions imposed by the Real Estate Commission
40. Describe the process and timeline for appealing a decision of the Real Estate Commission
41. Create an estimated closing statement and define purpose
42. Specify to whom and when an estimated closing statement is issued
43. Describe the expenditures included on a good faith estimate

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44. Describe the acknowledgment process
45. Distinguish between personal bank/checking accounts and trust/escrow accounts
46. State the purpose of a trust/escrow account
47. Describe the consequences of co-mingling of trust funds
48. Describe to whom and when trust funds can be refunded
49. Discuss judicial involvement in the release of trust funds
50. Identify office obligations for documenting and tracking funds from the time of an offer until the transaction is closed and title has passed
51. Explicate the purpose of RECAD - what caused it to become law
52. Specify the roles and duties of licensees
53. Differentiate between Agency/Brokerage Services Disclosure and agency/broker office policy
54. Describe the four brokerage options: single agency, subagency, transaction brokerage, limited consensual dual agency
55. Analyze licensees' fiduciary duties to clients and all licensees' obligations to all parties
56. Distinguish between customers and clients.
57. Define disclosure, caveat emptor, and disclosure of defects
58. Explicate the liabilities of all parties involved in a transaction
59. Explain broker responsibilities under RECAD regarding office policy

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National Real Estate Topics

1. List the various careers available in the real estate industry
2. Describe the different classifications and characteristics real property
3. Describe the types of housing available for purchase or rental
4. Explain the factors of supply and demand in the real estate market
5. Contrast the advantages and disadvantages of investing in real estate
6. Describe the objectives and financial concepts involved in the investment process.
7. Distinguish between real and personal property
8. Differentiate between the basic economic and physical characteristics of real property
9. Analyze the limitations of the real estate professional under the law
10. Compare and contrast the various types of estates
11. Explain the difference between liens and other types of encumbrances
12. Explain the limitations on private property rights for the welfare of the public
13. Explain the distinction between ownership in severalty and co-ownership
14. describe the various forms of co-ownership in real estate
15. Specify the key elements of trusts, partnerships, corporations, and LLCs
16. Contrast the types of property ownership for common-interest properties
17. Classify the methods used for describing real estate through legal descriptions
18. Explicate the process involved in identifying and measuring property rights including those above and below the surface.
19. Critique the fundamental concepts of title as it relates to the ownership of land, and the processes and instruments used to apply these concepts

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20. Analyze the circumstances and conditions which may provide for the involuntary transfer of title
21. Distinguish between testate, intestate, wills, and the probate process.
22. Analyze the public recordation system and its importance to the title insurer
23. Describe the difference between an owner's policy and a lender's policy
24. Describe the fundamentals of real estate brokerage and licensing laws
25. Describe the purpose and basic elements of antitrust laws including price fixing, boycotts, and allocation of markets
26. Discuss the services provided to real estate practitioners by professional organizations, including the creation and enforcement of ethical codes
27. Categorize how real estate professionals should use technology in real estate practice to comply with laws and ethical standards
28. Apply agency concepts and terminology in context
29. Examine the difference between express and implied agency
30. Define the types of agency and apply which are involved in real estate practice scenarios.
31. Evaluate an agent's duties to third-party customers, especially regarding misstatements, misrepresentation, and potential fraud
32. Describe the different types of listing agreements and how they may be terminated
33. Describe the listing presentation and the information needed for a listing agreement
34. Define the listing agreement terms and the responsibilities of both parties;
35. Specify the types of buyer representation agreements and how they may be terminated
36. Describe the essential elements of a contract
37. Explain the various means by which a contract may be enforced, terminated, assigned, or replaced
38. Compare the primary written agreements and forms used in real estate sales and leasing

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39. Describe the factors that contribute to housing affordability, including mortgage terms and ability to pay
40. Describe the terms, conditions, and use of the promissory note
41. Explain the elements and use of security instruments, and describe the mortgage and deed of trust and the roles, rights, and obligations of the parties involved in each
42. Specify the various types of real estate financing
43. Distinguish between a judicial foreclosure and a non-judicial foreclosure, and the process involved in each
44. Describe the various consumer protections related to homeownership
45. Analyze the difference between conventional, government, and private loan programs available for real estate financing
46. Describe the various alternative and special purpose loan programs which can meet a borrower's special needs
47. Compare/contrast the primary government regulations which govern real estate lending and provide consumer protection against unfair lending practices.
48. Explain the Real Estate Settlement Procedures Act (RESPA) and the Mortgage Disclosure Improvement Act (MDIA)
49. Formulate the financial entries and mathematical calculations contained in the closing statement
50. Analyze the closing procedures and the respective roles of all parties
51. Describe the steps involved to achieve conveyance of clear and marketable title, including compliance with all applicable laws
52. Describe the characteristics of statutory and equitable liens
53. Explicate general taxes and special assessment taxes

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54. Differentiate between real property liens, including judgments and taxes, as well as the protection and limitations they offer the respective parties.
55. Differentiate between appraisal concepts and the process employed by the appraiser
56. Apply the three appraisal approaches to value in context.
57. Explain the essential elements of leasehold interests
58. Describe the essential terms of a lease agreement
59. Distinguish the various types of leases
60. Clarify the means by which the lease may be terminated and discharged and the remedies available to the parties for its breach.
61. Specify and Clarify the various federal laws which protect Americans from unfair housing practices
62. List the types of recourse available to the aggrieved person who believes illegal discrimination has occurred, including acts of real estate professionals
63. Analyze the importance to real estate professionals and the public of understanding and complying with fair housing laws
64. Problem-solve scenarios which include issues with blockbusting, steering, redlining, and other abusive housing practices
65. Describe the various property management assignments available in the property management field and the role of the property manager in each
66. Create a property management agreement which includes the essential elements and primary responsibilities of the property manager.

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67. Differentiate between the various federal laws which the property manager must know and follow in the performance of management duties
68. Outline the implementation of risk management procedures to ensure the safety and security of a managed property's tenants as well as to protect the landlord from liability and loss
69. Describe the various laws and agencies which regulate land sales
70. Clarify non-governmental (private) land use restrictions: covenants, conditions, and restrictions (CC&Rs)
71. Differentiate between zoning, ordinances & permits for property use
72. Classify the concept of police power and the provisions under which it protects the public health, safety, and welfare
73. Identify the basic environmental hazards the real estate professional should be aware of for the protection of client interests as well as the personal risk of liability for nondisclosure
74. Describe groundwater, water table, and the provisions of the Safe Drinking Water Act
75. List the various federal laws which protect the public from uncontrolled hazardous waste, and the liability issues facing those who violate any of these laws
76. Clarify the responsibilities and duties of real estate professionals regarding environmental issues.