



CANNON BUILDING  
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**STATE OF DELAWARE**  
**REAL ESTATE COMMISSION**

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## **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 90 days 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 the course, the course provider must submit course outlines to the Education Committee and Commission for review and approval using the CE Course Approval Service Request. See [Real Estate Service Requests](#) for additional information about CE Course Approval requests. The Education Committee will use the guidelines in this document to evaluate courses submitted for review and approval.

For more information, see Section 7.0 of the [Education Guidelines](#) and Section 14.0 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  
Questions and Answers  
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  
Seller's 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