



DEL MAR COLLEGE
CONTINUING EDUCATION

Center for Economic Development • 3209 S. Staples, Suite 115 • Corpus Christi, TX 78411

WELCOME to the Del Mar College Texas Real Estate Commission (TREC) Real Estate Program

BECOMING A REAL ESTATE SALESPERSON

Texas Real Estate is managed and overseen by the Texas Real Estate Commission (TREC). This Agency sets forth guidelines, policies and procedures for Real Estate in Texas. To learn about the requirements and steps to becoming licensed as a Real Estate Salesperson, please visit the TREC website at: <https://www.trec.texas.gov/>.

EDUCATION REQUIREMENTS

Del Mar Colleges offers the education contact hours, as outlined by TREC. All Real Estate Salesperson applicants are required to complete 180 hours of education. Courses are held on a rotating basis beginning with Principles of Real Estate I.

REAL ESTATE PROGRAM INFORMATION

Per TREC requirements; Students must be a Citizen of the United States or lawfully admitted alien; 18 years of age or older; Resident of Texas, and meet TREC's qualifications for honesty, trustworthiness, and integrity. Consider requesting a [Fitness Determination](#) before applying for the Texas Real Estate Salesperson License. NOTE: A [DACA](#) recipient does not qualify as a lawfully admitted alien.

STUDENTS HAVE ONE YEAR FROM THE DATE THE APPLICATION IS FILED TO MEET ALL LICENSE REQUIREMENTS BELOW.

TREC Course Requirements

180 Classroom Hours of the following qualifying Real Estate Courses:

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|---|----------------------------------|
| 1. RELE 1002 Principles of Real Estate I | (30 Classroom Hours - TREC#121) |
| 2. RELE 1039 Principles of Real Estate II | (30 Classroom Hours - TREC#122) |
| 3. RELE 2002 Law of Agency | (30 Classroom Hours - TREC#1151) |
| 4. RELE 1012 Law of Contracts | (30 Classroom Hours - TREC#1251) |
| 5. RELE 1000 Promulgated Contract Forms | (30 Classroom Hours - TREC#351) |
| 6. RELE 1020 Real Estate Finance | (30 Classroom Hours - TREC#451) |

EDUCATION COURSE COMPLETION DOCUMENTS MUST BE SUBMITTED TO TREC AFTER APPLYING ONLINE OR WITH YOUR PAPER APPLICATION.

NOTICE OF CRIMINAL HISTORY EVALUATION

A CRIMINAL HISTORY MAY MAKE YOU INELIGIBLE FOR A REAL ESTATE LICENSE. PRIOR TO ENROLLING IN REAL ESTATE COURSES, YOU MAY REQUEST A CRIMINAL HISTORY EVALUATION. IT IS RECOMMENDED THAT EACH STUDENT REVIEW THE CRIMINAL HISTORY ELIGIBILITY GUIDELINES SET OUT IN [TEXAS OCCUPATIONS CODE §53.025](#) AND [TREC RULE 541.1](#). YOU MAY REQUEST A CRIMINAL HISTORY EVALUATION BY SUBMITTING A COMPLETED [FITNESS DETERMINATION](#) FORM TO TREC PRIOR TO APPLYING FOR A LICENSE.

OPTIONS FOR ATTENDING REAL ESTATE COURSES WITH DEL MAR COLLEGE

Choose from 3 Options for attending Real Estate courses. 1) Attend all classes online with the DEARBORN – Fast Trak / Pay as you Go Option; 2) Live Stream INET Instructor Led Option; or 3) In-Person Instructor Led Classroom Instruction Option. More information on the RE Program options are provided below.

1) DEARBORN – Fast-Trak / Pay as You Go Option

Fast-Trak Option: \$880 RE 6 Course Program Bundle

Pay as You Go: \$198 per course

The Del Mar College Real Estate ([TREC](#)) Accredited Program offers Fast-Trak, or Pay as You Go, Texas Real Estate Agent and Broker courses, as well as Exam Prep courses with Dearborn.

TREC Approved License # 8120

The Fast-Trak option provides students the opportunity to purchase ALL six (6) TREC required courses at the same time for a discounted price of \$800. Students will have access to all 6 courses and will have 6 months to complete the bundle, including the exams. ALL 6 courses and exams MUST be completed in 6 months.

The “Pay as You Go” individual course purchase option allows registration per course as each course takes place every two or three weeks, depending on number of weeks in a course. Complete one course and pay as you go and move on to the next. Student have 6 months to complete each course including exams.

NOTE: Each course has a start date and end date attached to it. The end dates are for administrative purposes only. STUDENTS ARE NOT REQUIRED TO COMPLETE THE COURSE WITHIN THE 2- OR 3-WEEK TIMEFRAME AS THE SCHEDULE SHOWS. The start and end dates are simply the timeframe in which the next course will start and be opened for registration. The option to extend expiring courses is available for an additional cost; \$49 per course for a 30 day extension, or \$89 per course for a 90 day extension.

Textbooks are required. Contact the Continuing Education office for an updated book list.

2) LIVE STREAM – INET Online Live Stream Instructor Led Option

Pay as You Go: \$220 per Course

WEBCAM OR COMPUTER WITH CAMERA IS REQUIRED FOR THIS OPTION.

TREC Approved License # 8120

The Del Mar College Real Estate ([TREC](#)) Accredited Program offers; INET Online Live Stream instructor led instruction for Texas real estate agent and broker courses, as well as exam prep courses. A webcam or computer with camera is required.

The Live Stream INET Instructor Led option is meant to facilitate, guide and clarify the learning taking place, through the textbook, and outside of class. This option is the combination of outside learning and live stream class instruction that leads to success!

Attendance is mandatory for this option. Sign in sheets will be maintained for each class meeting to ensure compliance with attendance. Students are allowed to miss 2 class days. If students miss more than 2 class days, the student will be required to re-take the course. It is imperative that students are on time for the course dates and meeting times. Late arrivals into the class will count against attendance. Students may take the courses in any order below although it is recommended students start with Principles I or Principles II.

Textbooks are required. Contact the Continuing Education office for an updated book list.

3) In-Person Instructor Led Classroom Instruction Option

Pay as You Go: \$220 per Course

Taught at the Center for Economic Development, 3209 S Staples St, Corpus Christi, TX 78411

TREC Approved License # 8120

The Del Mar College Real Estate ([TREC](#)) Accredited Program offers; In-Person instructor led classroom instruction for Texas real estate agent and broker courses, as well as exam prep courses. Classes are held at the Center for Economic Development, 3209 S Staples St, Corpus Christi, Texas 78411.

The in-person instructor led classroom option is meant to facilitate, guide and clarify the learning taking place, through the textbook, and outside of class. This option is the combination of outside learning and in-class instruction that leads to success!

Attendance is mandatory for this option. Sign in sheets will be maintained for each class meeting to ensure compliance with attendance. Students are allowed to miss 2 class days. If students miss more than 2 class days, the student will be required to re-take the course. It is imperative that students are on time for the course dates and meeting times. Late arrivals into the class will count against attendance. Students may take the courses in any order below although it is recommended students start with Principles I or Principles II.

Textbooks are required. Contact the Continuing Education office for an updated book list.

END OF COURSE COMPLETION AND TESTING REQUIREMENTS

Students will be issued a Certificate of Completion, via email, once the course is completed and the final exam has been passed. Each course has a final exam requirement. As per TREC, students have TWO attempts to pass each course exam. There is no waiting period required by TREC between each attempt; However due to scheduling procedures there is usually a 1-5 day period for the live stream and in-person courses. If students do not pass the exam within the two attempts, students are required to re-register and start over.

According to Texas Real Estate Commission guidelines, the following are acceptable third party proctors:

- employee at official testing or learning/tutoring center
- librarian at a school, university, or public library
- college or university administrators, faculty, or academic advisor
- clergy who are affiliated with a specific temple, synagogue, mosque, or church
- educational officer of a military installation or correctional facility

EDUCATION COURSE COMPLETION DOCUMENTS MUST BE SUBMITTED TO TREC AFTER APPLYING ONLINE OR WITH YOUR PAPER APPLICATION.

Registration

Visit the www.delmar.edu/ce webpage for registration

Or visit the Center for Economic Development, 3209 S Staples, Corpus Christi, Texas 78411

Monday - Thursday from 8am-5pm

Friday 8am – Noon

Contact Us

Phone: (361) 698-2122 or (361) 698-2714; Email: ce@delmar.edu

For more detailed program information,

Please visit our site at: <http://www.delmar.edu/realestate>



WHAT DO I NEED TO DO TO BECOME LICENSED?

You must follow all of the required steps as outlined by the Texas Real Estate Commission on their website: <https://www.trec.texas.gov/become-licensed/sales-agent>

The following is a shortened overview:

“A sales agent is a person who is licensed by the Real Estate Commission to act as an agent on behalf of a real estate broker and their clients. A sales agent must be sponsored by a licensed Broker in order to perform any act of real estate services. You have one year from the date your application is filed to meet all license requirements. Once you have met all the requirements to get your license, including finding a broker sponsorship, TREC will send an active sales agent license to your broker and to you via email!”

Qualifications: Citizen of the United States or lawfully admitted alien; 18 years of age or older; Resident of Texas; Meet TREC’s qualifications for honesty, trustworthiness, and integrity; Consider requesting a Fitness Determination before applying for the license.

Requirements:

Complete the Qualifying Education

180 classroom hours of the following qualifying real estate courses

- Principles of Real Estate I (30 classroom hours)
- Principles of Real Estate II (30 classroom hours)
- Law of Agency (30 classroom hours)
- Law of Contracts (30 classroom hours)
- Promulgated Contracts Forms (30 classroom hours)
- Real Estate Finance (30 classroom hours)

Education course completion documents must be submitted to TREC after applying online or with your paper application.

File Your Application

- Apply Online: Submit your application and fee to become a Sales Agent using our Online Services. If you don’t already have a username and password for our Online Services, register now. If you have registered online with TALCB or TREC in the past, log in now.
- Apply by Mail: If you prefer, you can also apply for your Sales Agent license using our paper application. This may take longer to process and you will need to pay a paper filing fee.

Get Your Fingerprints Taken and Pass Your Background Check

You are required by law to have fingerprints on file with the Texas Department of Public Safety (DPS) so a background check can be performed. Fingerprints on file for other agencies will not be accepted. A license will not issue if the background check has not been passed. Expect a delay if you are notified of an investigation into your background history.

Take the Exam

License exams are administered by PearsonVUE, a testing service company.

You will be sent a notice with instructions for scheduling the exam and obtaining a copy of the exam Candidate Handbook. If you fail the exam three times, additional education will be necessary.

Find a Sponsor After meeting the above requirements, you will be issued an inactive license. You need to be sponsored by an active Texas licensed broker to work. You can complete a sponsorship request using our online services. Once the broker has accepted your request, your active license will be issued, and you can work as a Sales Agent!



FREQUENTLY ASKED QUESTIONS:

Q: Do I need to purchase books?

A: Books are not required for classes; however are optional for your reference.

A: You will be required to purchase two books for the optional Real Estate Exam Review Course. These books are available for purchase at Del Mar College Bookstore located at the Heritage Campus (Previously known as the East Campus) as well as the on-campus bookstore inside the Harvin Center.

Q: I missed the registration for the first class; can I still register for a proceeding class or do I have to wait for the next set of classes to start again?

A: Both options are open to you based on your needs, timing, and comfort level. If you would like to begin the second class and complete the progression, you may do so; however you will need to register for the first class when it “comes around” again. You are also welcome to wait for the progression to “start over” and begin with Principles I.

Q: How far along do I need to be in the online portion of the course before the first class session?

A: Since each student will progress differently, there is no “checkpoint” for class sessions. For some students, the class time will offer a review of learning, while other students may be receiving the classroom information for the first time and will later review online.

Q: There is an online exam at the end of each course. Can I re-take the exam more than once to improve my score?

A: You will be required to take a final exam at the end of each online course, and must earn a 70% or higher to pass. As per the Texas Real Estate Commission, you will only have TWO attempts to pass this exam. There is a no waiting period between each attempt. If you do not pass the exam within these two attempts, you will be required to re-register for the course and start over.

Q: Will I be issued a certificate?

A: Yes! Upon finishing the online portion of the course, the Real Estate Coordinator will receive notification of completion. Upon receipt of this notification and completion of classroom hours, a certificate will be generated for the course and emailed to you.