



## Kansas Real Estate Commission

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Public access is available by appointment only

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### **KANSAS REQUIRED CORE**

#### **MANDATORY CONTINUING EDUCATION COURSE**

TOPICAL OUTLINE APPROVED 2/17/2020

FOR COURSES TAUGHT ON/AFTER January 1, 2021

Effective July 1, 2020, all licensees must complete a mandatory continuing education course titled Kansas required core for at least three of the 12 hours required for license renewal per K.S.A. 58-3046a(f) and K.A.R. 86-1-11(f).

#### **Brokerage Relationships in Real Estate Transaction Act (BRRETA)**

- Brokerage relationships brochure
- Brokerage agreements between the broker and principal
- Brokerage relationship disclosure in the sales contract
- Minimum requirements of an agent for the seller, landlord, buyer, or tenant
- Designated Agency
- Transaction Brokerage (residential vs commercial)
- Ministerial Acts and Activities of Unlicensed personnel
- Termination of relationships

#### **Common Violations**

- Purchase Contract Issues
  - Missing or incorrect disclosures (brokerage relationships, radon, offender)
  - Incorrect escrow agent
  - Earnest Money agreement and handling
  - Contract date before agency agreement is effective
- Agency/Transaction Brokerage Agreement Issues
  - No fixed date of expiration
  - Missing client, customer, broker, affiliated licensee signatures
  - Document not in broker's file
- Misrepresentation
  - Did not protect buyer/seller

- Withheld information
- Untruthful
- Offer not presented or not presented timely
- Failure to disclose material defects - Contradiction of information in a written report
- Inducement to break a contract
- Failure to supervise (reference requirements in K.A.R. 86-3-31)
- Fair Housing compliance

**Advertising (K.S.A. 58-3086 and K.A.R. 86-3-7)**

- Same requirements for all forms (social media, print, internet, radio, etc.)
- Broker approval
- Include broker's trade name or business name and any other information the broker considers necessary
- Team names (K.A.R. 86-3-7 changes effective 7/1/2020)
  - Prohibited terminology
  - Font size
  - Adjacent
- Owner's written consent for signage
- Must disclose license status when selling personal property

**KREC Website and Online Services**

- Check CE, license status and expiration date
- Renew a license
- Request a license change
  - Deactivation and Reactivation
  - Add or Remove an additional company affiliation
- Find Statutes, Rules & Regulations; Newsletters; FAQs

**Reporting Requirements – K.A.R. 86-3-15**

**Commercial Real Estate; Sharing Commissions; Brokerage Cooperation Agreements (K.S.A. 58-3077)**