



# 2026 Brochure

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**The CE requirement for 2026 is 18 hours. Pick a mix from the following:**

TREC Broker Responsibility Course	(6 hours for \$50)	★★★
TREC Legal Update I	(4 hours for \$35)	★★
TREC Legal Update II	(4 hours for \$35)	★★
Contracts – The TREC 1-4 Family	(3 hours for \$30)	★
Contracts – The TREC Addenda	(3 hours for \$30)	★
Contracts – Seller Side <small>(A Houston Association of REALTORS® course)</small>	(3 hours for \$30)	★
Contracts – Buyer Side <small>(A Houston Association of REALTORS® course)</small>	(3 hours for \$30)	★
Contracts – Broker Side	(4 hours for \$35)	★
Homeowner Association Law	(4 hours for \$35)	E
Texas Landlord–Tenant Law	(4 hours for \$35)	E
Texas Negotiation Law	(4 hours for \$35)	E
Texas Probate Law	(4 hours for \$35)	E
Texas Property Taxes	(4 hours for \$35)	E
HAR MLS Rules	(4 hours for \$35)	E

★★★ (All Brokers & Delegated Supervisors must, & anyone may, take Broker Responsibility!)

★★ (Everyone must take Legal I & Legal II)

★ (Everyone must take at least one 3-hour Contracts class!)

(E denotes Elective courses)

# Course Descriptions

<b>TREC Broker Responsibility</b>	<b>Course #50498</b>	<b>6 hours</b>
Don't let the title fool you! This is a great class for all license holders to take, sales agents as well as brokers! Although mandated for brokers & delegated supervisors, this course may be taken by any agent for six hours of CE credit. We delve into the basic relationship between brokers & sales agents & what must be in a firm's Policy and Procedures Manual.		
<b>TREC Legal Update I</b>	<b>Course #10047-RENE</b>	<b>4 hours</b>
This is the 4-hour Legal Update I course as required for all agents to renew their license.		
<b>TREC Legal Update II</b>	<b>Course #10047-RENE</b>	<b>4 hours</b>
This is the 4-hour Legal Update II course as required for all agents to renew their license.		
<b>Contracts – The TREC 1-4 Family Contract</b>	<b>Course #27738-RECE</b>	<b>3 hours</b>
This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. We will review the 1-4 Family contract, paragraph by paragraph, to examine the issues and common misunderstandings associated with the form. You will learn aspects of the contract that most agents are not familiar with. Learn what the professionals know and use to their advantage.		
<b>Contracts – The TREC Addenda</b>	<b>Course #27740-RECE</b>	<b>3 hours</b>
This course fulfills the 3-hour contracts class as required by TREC to renew a license. It is also part of the HAR Contracts Pro designation program. This course will review all the TREC promulgated and approved addenda as well as the various notices & other forms published by TREC.		
<b>Contracts – Seller Side</b>	<b>Course #13670-RECE (HAR)</b>	<b>3 hours</b>
This course fulfills the 3-hour contracts class as required by TREC to renew a license. This course covers the Texas Association of Realtors® Residential Listing Agreement – Exclusive Right to Sell contract. An examination of this important form will be made paragraph by paragraph. Then we will look at all the related addenda and notices.		
<b>Contracts – Buyer Side</b>	<b>Course #13669-RECE (HAR)</b>	<b>3 hours</b>
This course fulfills the 3-hour contracts class as required by TREC to renew a license. This course covers the Texas Association of Realtors® Buyer Representation Agreements, both the long form and the short form. An examination of these important forms will be made paragraph by paragraph. Then we will look at all the related addenda and notices.		
<b>Contracts – Broker Side</b>	<b>Course #27753-RECE</b>	<b>4 hours</b>
Designed to examine the contracts, addenda, notices & other forms that are essential to the operation of a brokerage firm in Texas. Although it is a 4-hour course it will fulfill the 3-hour contracts requirement that is mandated for the renewal of a license. We begin with a quick review of a broker's responsibilities under TREC rules, Section 535.2, a discussion of Independent Contractor vs Employee statuses, & the requirement for a Policy & Procedures manual. After a careful examination of the TAR Independent Contractor Agreement we will look at 20+ other forms issued by the TREC, TAR, & HAR.		
<b>MLS Rules</b>	<b>Course #</b>	<b>4 hours</b>
The Multiple Listing Service rules have become increasingly more involved as our marketplace becomes more complicated. Newer agents need more training in this important area and experienced agents need both a refresher and update on the numerous and significant changes in these rules. In this course we will review the MLS rules with a view towards compliance and avoidance of fines.		

**Texas Landlord-Tenant Law****Course #27752-RECE****4 hours**

This course introduces the major components of both residential and commercial landlord-tenant law in Texas and enables licensees to navigate the various statutory provisions that control this very complicated relationship in Texas. Topics covered include duty to repair, evictions, security deposits, late fees, security devises, smoke alarms, lockouts, utility cutoffs, application fees, and more.

**Texas Negotiation Law****Course #27737-RECE****4 hours**

This course delves into the legal issues inherent in negotiating contracts in Texas. We examine critical questions such as: What is the difference between an offer and a contract? When does an offer become a contract? When may an offer be withdrawn? How do we handle multiple offers? Negotiation by text and emails is also discussed in detail. This is an extremely practical course for Texas agents.

**Homeowner Association Law****Course #27746-RECE****4 hours**

Homeowner Associations are a common fact of life in Texas and are both loved and hated by much of the public and real estate license holders. This course will cover, in depth, the provisions of the Texas Residential Property Owners Protection Act which was originally passed in 2001 and then amended several times since, most notably in 2021 with the passage of Senate Bill #1588. This law curtails some of the abuses of Homeowner Associations and now requires filing many of their documents with the Texas Real Estate Commission.

**Texas Probate Law****Course #27745-RECE****4 hours**

This course is an introduction to issues related to real estate and Texas probate. It is taught from two perspectives. First, what we need to do in planning our own estates. Second, the issues involved when an agent is asked to sell a property for an estate. The purposes and procedures of Texas probate will be covered as well as issues faced in selling property for an estate.

**Texas Property Taxes****Course #27744-RECE****4 hours**

An understanding of the property tax system is essential to the career of any real estate agent in Texas. This course will provide licensees with a solid foundation of understanding of the ad valorem property tax system in Texas. County Appraisal Districts (CAD), local taxing authorities, tax exemptions, and the tax protest system will be examined. Agents will be able to explain how the system works, what resources are available to the public, and the basics of the protest process to clients.

## **How to Enroll and Pay for Courses**

Lloyd now teaches exclusively for the Houston Association of REALTORS®. All classes are live, online, using the Zoom platform. See Lloyd's schedule to pick your classes and dates at [www.LHREE.com](http://www.LHREE.com). To enroll & pay, go to [www.har.com/education](http://www.har.com/education) & HAR will send you the Zoom links as well as the course materials the day before class. Problems enrolling? Call HAR at 713-629-1900 for help. Check-in starts 30 minutes before class.

## **Fee Schedule**

Any 3-hour course is \$30 – Any 4-hour course is \$35 – Any 6-hour course is \$50

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**Lloyd Hampton Real Estate Education – TREC Provider #9844**

**Houston Association of REALTORS® – TREC Provider #2**

## Lloyd Hampton – Curriculum Vitae

Lloyd is originally from New Orleans but has lived most of his life in Houston, Texas. He holds a Bachelor of Science in Business Technology degree from the University of Houston. He entered the real estate field in 1980 selling new homes & quickly won top sales awards. In 1986, he attained a real estate sales license & was again awarded top honors for production. After becoming a broker, he continued to represent individuals, sellers, buyers, landlords, tenants, relocation firms, financial institutions & government agencies with their real estate needs. He has been a member of the National, Texas, & Houston Associations of REALTORS® since 1986.

Another phase of his career began when he entered the real estate education field in 1987. As Lead Instructor for The Real Estate School, he taught a full spectrum of courses including Real Estate Principles, Practices, Property Management, Finance, Mortgage Origination, Marketing, Agency, Investments, Contracts, Negotiation, & Exam Preparation. With a merger with Kaplan Professional Schools, he became the Product Development Leader for Mandatory Continuing Education & Exam Preparation along with responsibility for curriculum in Texas. His position also included Texas instructor development & training.

He is a Life Member of the Texas Real Estate Teachers Association (TRETA) as well as the Association's past Communications Director, Treasurer, Conference, & Program Director. He has accumulated more than 75,000 podium hours. He holds TRETA's Certified Real Estate Instructor (CREI) designation. Presently, his focus is on live content presentation in both the classroom & virtual online synchronous formats. He has taught Continuing Legal Education classes for attorneys as approved by the State Bar of Texas. He is a sought-after consultant, expert witness, trainer & speaker. His clients have included realty firms, attorneys, REALTOR® associations, title companies, mortgage companies, investors, & the general public.

He is the author of The Art of Negotiation. The text covers the legal, business, & ethical aspects of negotiating in today's business environment. It also covers techniques of negotiation as well as issues in fair housing, conflict resolution, the Texas Deceptive Trade Practices Act, & mathematics used in real estate.

Mr. Hampton has been Contributing Editor of two courses published by Dearborn Publishing. One on Property Management by Robert Kyle & the other on Real Estate Investments by Dave Sirota. He has also published numerous articles on real estate related topics.

In 2011 Mr. Hampton launched Lloyd Hampton Real Estate Education, specializing in quality continuing education for the Texas Real Estate professional. He is currently the Lead Legal Instructor for the Houston Association of REALTORS® and teaches for the San Antonio Board of REALTORS® as well as the Texas Association of REALTORS®.

He teaches the Texas Real Estate Commission's Legal Updates I, II, and Broker Responsibility courses and the National Association of Realtors® Code of Ethics course. He has published and taught the following continuing education courses: Texas Negotiation Law, Texas Landlord-Tenant Law, Texas Probate Law, Texas Homeowner Association Law, Critical Compliance, Real Estate & the Economy, Introduction to Commercial Real Estate, TREC Contracts Workshop, Texas Title Insurance, The Texas Property Tax System, the TREC 1-4 Family Contract, The TREC Addenda, TAR Listing and Buyer Representation forms, Intermediary, The Rules & Regulations of TREC Forms, Risk Reduction, Multiple Listing Service Rules, the TAR Residential Lease, and the Seller Disclosure Notice among others.

He is also the Broker of Record responsible for a real estate firm in west Houston with 300+ agents.

Mr. Hampton resides in Katy, Texas with his wife of 50 years.