



In addition to the 2023, 2024 and 2025 Core Courses, MESA REI offer the following:

COMING SOON – Fair Housing and History of Discrimination – 4 CE Core Elective

PENDING FINAL APPROVAL -

Four Letter Words: HOAs, COAs, PIDs and SADs – 4 CE Core Elective The Code Meets the Road – 4 CE Core Elective

#### CORE ELECTIVES

A Blunt Conversation About Marijuana - 4 CE A Look at Real World Issues: Claim Studies - 4 CE Anatomy of a Listing Contract – 4 CE Anatomy of a Purchase Contract – 4 CE Broker Beware: Protect Your Real Estate License – 4 CE Clear the Confusion: Offers (Counters, Multiples, Contingencies Etc.) – 4 CE Disclose, Disclose, Disclose (Unless You're Not Supposed To) – 4 CE E & O Insurance: Know What You Are Buying and Why – 4 CE Highest And Best Offers: An Escalating Concern – 2 CE Inspections, ORR's & Repairs, Oh My! - 2 CE Intro to Seller Financing – 4 CE NMAR Forms Update - 4 CE NMAR's Many Miscellaneous Forms - 4 CE One Thing Leads to Another – The PA contingencies Explained - 2 CE **QB** Refresher Course 6 CE Ready, Set, Go! Broker Duties and Other Required Disclosures - 2 CE Taxes and Your Real Estate Business – 4 CE Triple D: Deadlines, Defaults and Definitions – 3 CE Yes, Your Honor, I Did Disclose – 4 CE Understanding And Using NMAR Forms - 8 CE Wells and Septics - A Broker's Guide to Regulation - 4 CE

#### ETHICS ELECTIVES

Handling Multiple Offers Ethically and Effectively – 4 CE NAR Code of Ethics & Enforcement – 4 CE

PROPERTY MANAGEMENT CORE ELECTIVES AND ELECTIVES

Property Management and the 3 Way Reconciliation – 2 CE Elective RPM – Brokerage Operations 4 CE Core Elective RPM – Case Studies 3 CE Core Elective RPM – Going to Court 3 CE Core Elective RPM – Leasing and Management 6 CE Core Elective Trust Accounts – 4 CE Elective UORRA – 6 CE Core Elective

#### ON DEMAND CLASSES

NMREC Meeting Replays (CE varies by month) – Elective Business Ethic in Real Estate – 4 CE Ethics Closing On Time Is Possible – 3 CE Elective Handling Multiple Offers Ethically and Effectively – 4 CE Ethics Qualifying Broker Refresher Course – 6 CE (QB Elective) (AB Core Elective)

#### BUY 3 CLASSES AND GET 1 FREE

Register for 3 classes at the same time and get your 4<sup>th</sup> class on us! Your free class must be of equal or lesser value. Does not include bundled courses. Your free class must be used within 6 months of payment. Sign up for 3 classes and give us a call. We can register you for your 4<sup>th</sup> class or give you a coupon towards a future class.

ASSOCIATE BROKER BUNDLE

36 hours of CE credit for \$420.00. This bundle includes 3 Core Courses, Ethics, Core Electives and Electives.

#### QUALIFYING BROKER BUNDLE

42 hours of CE credit for \$495.00. This bundle includes 3 Core Courses, Ethics, Core Electives, Electives, QB Refresher and NMREC Meeting Replay.

#### **REFER A FRIEND**

Refer a friend and receive 50% off your next CE Course with MESA! Your 50% off code will apply to regularly priced courses, not to bundled courses or special bundles.

SEE OUR COURSE SCHEDULE AT MESAREI.COM or give us a call at 505.348.3381.





# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 NOTICE OF OBJECTION



one Wolf

# NO. \_\_\_\_\_

# 🛕 <u>attention buyer and seller</u> 🛽 🙆

- THIS IS NOT AN AGREEMENT. This form is for use in negotiating Buyer's objections. This form does NOT create an agreement between the parties as to how to resolve Buyer's objections and can NOT be used for that purpose. If the parties come to an agreement regarding how to resolve Buyer's objections, the parties shall execute a Resolution Addendum to the Purchase Agreement Residential Resale (NMAR Form 5143).
- CONSULT WITH LENDER. If in Seller's response to this Objection, Seller agrees to cure all of Buyer's objections in the manner requested by Buyer, then per the NMAR Purchase Agreement Residential Resale (NMAR Form 2104), the parties are obligated to execute a Resolution Addendum reflecting that agreement. A Resolution Addendum, or other items agreed to by the parties after the Purchase Agreement is fully executed, may alter the terms of the Purchase Agreement and require disclosure by Buyer to Buyer's lender. Buyer is encouraged to consult Buyer's lender prior to making these Objections, as the Resolution Addendum which the parties may be required to execute following these objections may:
  - have a detrimental impact on the Buyer's ability to get the loan;
  - cause delays in the lender's processing and funding of the loan by Closing; and
  - cause the lender to require further inspections and/or repairs.

This Notice of Objection relates to the P	urchase Agreement dated	, 20 between
		("Buyer")
and		("Seller")
and relating to the following Property:		
Address (Street, City, State, Zip Code)		
Legal Description or see metes and bounds description atta New Mexico	ched as Exhibit,,	Count(ies),

#### 1. BUYER'S RIGHT TO INSPECTION AND OBJECTION.

- A. If Buyer OBJECTS to an item on a document, survey/ILR or video, Buyer shall produce with his objection(s) a copy of the ENTIRE document or survey/ILR on which Buyer's objection(s) is based.
- **B.** If Buyer OBJECTS to an item on an inspection report, Buyer shall produce with his objection(s) ONLY the SECTION(S) of the report on which Buyer's objection(s) is based or shall incorporate those SECTIONS into Paragraph 2 of this Notice. **Buyer SHALL NOT send the entire inspection report unless requested by Seller in writing. Upon Seller's written request for the report, Buyer shall provide said inspection report or video within three (3) days of Seller's request. Buyer shall provide said inspection report to Seller WITHOUT payment or other compensation.**

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# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 NOTICE OF OBJECTION



# NO.

- C. If Buyer is making a request only for a monetary concession (price modification or seller concession), Buyer shall not include a copy of the report unless requested by Seller in writing.
- **D.** Once Buyer makes objections, Buyer may <u>NOT</u> withdraw their objections for the purpose of terminating this Agreement until Seller has responded and may only terminate after Seller's response IF Seller does not agree to cure ALL of Buyer's objections in the manner requested by Buyer.
- 2. BUYER'S NOTICE OF OBJECTION(S) AND REQUESTED CURE(S). Regarding the:
  - A.  $\Box$  Inspection (Home, Mold, Roof, etc.)
  - **B.** Document (Survey, ILR, HOA Disclosure, etc.)
  - **C.**  $\Box$  Buyer's Observations
  - **D.** □ Other \_\_\_\_\_

Buyer objects and gives notice to Seller that the following items are unsatisfactory and requests the following cures:

□ If checked, additional space is required and Exhibit \_\_\_\_\_ (NMAR Form 2200) is attached.





# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 NOTICE OF OBJECTION



Lone Wolf

NO.

BUYER(S)

ATTENTION BUYER AND SELLER

If the parties are unable to reach a Resolution by the Resolution Deadline, then Buyer shall have two (2) days from the Resolution Deadline to provide written notification to Seller that Buyer is withdrawing all objections on which the parties have not come to Resolution (NMAR Form 5144 - Buyer's Withdrawal of Objections). If Buyer does NOT withdraw unresolved objections within two (2) days of the Resolution Deadline, then THE AGREEMENT SHALL TERMINATE and Earnest Money, if delivered, shall be refunded to Buyer. Notwithstanding the foregoing, Buyer's withdrawal of all unresolved objections prior to the Resolution Deadline or within the two (2) days following the Resolution Deadline constitutes Resolution.

Buyer Signature	Printed Name	Date	Time
Buyer Signature	Printed Name	Date	Time
	If additional signature lines are needed, please use NMAR Form 1150-	- Signature Addendum	

## **SELLER OPTIONS**

#### IF THE PARTIES REACH A RESOLUTION, IT IS NOT REQUIRED THAT THIS OBJECTION FORM BE ATTACHED TO OR INCLUDED WITH THE RESOLUTION ADDENDUM UNLESS SPECIFICALLY REQUESTED BY BUYER'S LENDER, IF APPLICABLE.

**OPTION A:** If Seller agrees to cure all of Buyer's Objections in this Notice, the parties shall complete and sign a Resolution Addendum to the Purchase Agreement incorporating all of Buyer's objections and Seller's agreement to cure those objections (NMAR Form 5143).

**OPTION B:** If Seller Does NOT Agree to Cure ALL of Buyer's Objections in this Notice, Seller shall complete a Response to Objections (NMAR Form 5142) in which Seller states the objections, if any, that Seller IS willing to cure.

## **BUYER'S WITHDRAWAL OF OBJECTIONS**

In withdrawing this Notice of Objection, Buyer understands that Seller will not be responsible for repairing or otherwise remedying those objections for which Resolution has not been reached.

By signature below, Buyer withdraws this Notice of Objection and elects to proceed to Closing

Buyer Signature	Printed Name	Date	Time	
Buyer Signature	Printed Name	Date	Time	
If additional signature lines are needed, please use NMAR Form 1150 — Signature Addendum				



# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 RESPONSE NO. \_\_\_\_\_\_ TO NOTICE OF OBJECTION NO.



**Lone Wolf** 

# ⚠ ATTENTION BUYER AND SELLER ⚠

- THIS IS NOT AN AGREEMENT. This form is for use in negotiating Buyer's objections. This form does NOT create an agreement between the parties as to how to resolve Buyer's objections and can NOT be used for that purpose. If the parties come to an agreement regarding how to resolve Buyer's objections, the parties shall execute a Resolution Addendum to the Purchase Agreement Residential Resale (NMAR Form 5143).
- **RESPONSE TO THIS NOTICE:** 
  - If Seller or Buyer, as applicable, agrees to the Response in this Notice, that party shall complete and sign a Resolution Addendum (NMAR Form 5143) to the Purchase Agreement incorporating the applicable Buyer's objections and Seller's agreement to cure and submit it to the other party for signature. BY SIGNATURE TO THIS RESPONSE, THE PARTY WHO PROPOSED THIS RESPONSE IS OBLIGATED TO SIGN A RESOLUTION ADDENDUM REFLECTING THIS RESPONSE, PROVIDED THE RESOLUTION ADDENDUM ACCURATELY REFLECTS THE PROPOSAL SET FORTH IN THIS RESPONSE.
  - If Seller or Buyer, as applicable, does NOT agree to the Response in this Notice, that party may complete a Response to Notice of Objection (NMAR Form 5142) in which the party states their proposed response. Notwithstanding the foregoing, if in Seller's response to Buyer's initial objections, Seller does not agree to cure ALL of Buyer's objections in the manner requested by Buyer, then Buyer may elect to terminate the Purchase Agreement and receive a refund of any Earnest Money delivered.
  - IF THE PARTIES REACH A RESOLUTION, IT IS NOT REQUIRED THAT THIS RESPONSE FORM BE ATTACHED TO OR INCLUDED WITH THE RESOLUTION ADDENDUM UNLESS SPECIFICALLY REQUESTED BY BUYER'S LENDER, IF APPLICABLE.
- CONSULT LENDER. A Resolution Addendum, or other items agreed to by the parties after the Purchase Agreement is fully executed, may alter the terms of the Purchase Agreement and require disclosure by Buyer to Buyer's lender. Buyer is encouraged to consult Buyer's lender prior to entering into a Resolution Addendum, as the Resolution Addendum may:
  - have a detrimental impact on the Buyer's ability to get the loan;
  - cause delays in the lender's processing and funding of the loan by Closing; and
  - cause the lender to require further inspections and/or repairs.

This Response to Notice of Objection relates to the Purchase Agreement dated	, 20 between ("Buyer")
and	("Seller")
and relating to the following Property:	、 ,
Address (Street, City, State, Zip Code)	
Legal Description or see metes and bounds description attached as Exhibit,	Count(ies),
New Mexico.	
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Page 1 of 2 NMAR Form 5142 (2023 NOV) ©2022 New Mexico Association of Realtors® Buyer(s) Seller(s)

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# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 RESPONSE NO. TO NOTICE OF OBJECTION NO.



### □ SELLER'S □ BUYER'S RESPONSE TO NOTICE OF OBJECTIONS OR RESPONSE, AS APPLICABLE:

□ If checked, additional space is required and Exhibit \_\_\_\_\_ (NMAR Form 2200) is attached.

## **BUYER OR SELLER SUBMITTING THIS RESPONSE**

Signature	Printed Name	Date	Time
Signature	Printed Name	Date	Time
	If additional signature lines are needed, please use	NMAR Form 1150 - Signature Addendum	



# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 ADDENDUM NO. \_\_\_\_\_ RESOLUTION ADDENDUM



# ATTENTION BUYER AND SELLER

CONSULT WITH LENDER. THIS IS AN AGREEMENT. Once this Addendum is fully executed by Buyer and Seller, it becomes an addendum to the Purchase Agreement and MUST be provided to Buyer's lender. Buyer is encouraged to consult with their lender prior to entering into this Addendum, as this Addendum may:

- have a detrimental impact on the Buyer's ability to get the loan;
- cause delays in the lender's processing and funding of the loan by Closing; and
- cause the lender to require further inspections and/or repairs.

This Resolution Addendum is hereby incorporated into and made between	part of the	Purchas	se Agreement	dated("Buyer")
and				("Seller")
and relating to the following Property:				、 ,
Address (Street, City, State, Zip Code)				
Legal Description or see metes and bounds description attached as Exhibit New Mexico.	,			Count(ies),

## 1. SELLER AGREES TO CURE BUYER'S OBJECTIONS AS FOLLOWS:

A. REPAIR/REPLACE: Seller agrees to all repairs/replacements listed below no later than the Repair Completion Deadline set forth in the Purchase Agreement. If New Mexico law requires that the type of repair/replacement be performed by a licensed professional/contractor, then Seller shall hire an appropriately licensed individual to make the repair/replacement. Copies of all repair invoices shall be provided to Buyer on or before the Pre-Closing Walk-Through and shall include vendor contact information and license number. IMPORTANT NOTE: IF SELLER HAS AGREED TO REPAIR/REPLACE ITEM(S) IN A PRIOR ADDENDUM TO THE PURCHASE AGREEMENT, THEN UNLESS OTHERWISE NOTED BELOW, ITEMS TO BE REPAIRED/REPLACED IN THAT PRIOR ADDENDUM SHALL BE IN ADDITION TO THE ITEM(S) THAT THE SELLER HAS AGREED TO REPAIR/REPLACE IN THIS ADDENDUM.

# □ IF CHECKED, SELLER WILL <u>NOT</u> REPAIR/REPLACE ITEMS ADDRESSED IN A PREVIOUS ADDENDUM TO THE PURCHASE AGREEMENT. SELLER SHALL ONLY REPAIR/REPLACE THE ITEMS NOTED BELOW.

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# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 ADDENDUM NO. \_\_\_\_\_ RESOLUTION ADDENDUM



□ If checked, additional space is required and Exhibit (NMAR Form 2200) is attached.

- **B. PRICE MODIFICATION:** Buyer and Seller agree to amend the Purchase Price of the Property to \$
- C. SELLER CREDITS: Seller agrees to credit \$\_\_\_\_\_("Credit") towards Buyers' Closing costs, including, but not limited to, pre-paids, inspections, warranties and buyer broker compensation.

**This Subsection ONLY applies if Buyer is obtaining a loan for the purchase of the Property.** In the event Buyer is obtaining a loan for the purchase of the Property, any amount of Seller Credit disallowed by Lender:

#### CHECK ONE:

- □ WILL reduce the Purchase Price and the parties agree to execute a new addendum (NMAR Form 2101) reflecting the new Purchase Price.
- □ WILL NOT reduce the Purchase Price and Seller shall NOT be required to pay any amount of the Seller Credit disallowed by Lender.

IMPORTANT NOTE: IF SELLER HAS AGREED TO PROVIDE A SELLER CREDIT TO BUYER IN A PRIOR ADDENDUM TO THE PURCHASE AGREEMENT, THEN UNLESS OTHERWISE NOTED BELOW, THAT/THOSE SELLER CREDIT(S) SHALL BE <u>IN ADDITION</u> TO THE SELLER CREDITS LISTED IN THIS ADDENDUM.

□ IF CHECKED, SELLER WILL <u>NOT</u> PROVIDE SELLER CREDITS INCLUDED IN PREVIOUS ADDENDA TO THE PURCHASE AGREEMENT. SELLER SHALL ONLY PROVIDE SELLER CREDITS AS NOTED IN THIS PARAGRAPH.





# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 ADDENDUM NO. RESOLUTION ADDENDUM



- RESOLUTION: In this Resolution Addendum, Parties have reached a Resolution as to all of Buyer(s) objections on Notice of Objection No.(s) \_\_\_\_\_\_.
- **3. TITLE COMMITMENT REVISIONS FEES:** In the event changes set forth in this Addendum require the issuance of a revised title commitment for which the title company charges a fee, the following applies:

#### **CHECK ONE:**

- A. D BUYER shall pay any additional fee;
- **B.** SELLER shall pay any additional fee;
- C. 
  The parties shall SPLIT EQUALLY the fee; or
- **D.** □ Other: \_\_\_\_\_
- 4. ADDENDUM PROVISIONS CONTROL. If there is any conflict between the provisions of the Purchase Agreement and this Addendum, the provisions of this Addendum will control. The remaining provisions of the Purchase Agreement will remain in effect.

	<u>BUYER(S)</u>		
Buyer Signature	Printed Name	Date	Time
Buyer Signature	Printed Name <u>SELLER(S)</u>	Date	Time
Seller Signature	Printed Name	Date	Time
Seller Signature	Printed Name If additional signature lines are needed, please use NMAR Form 11:	Date 50 – Signature Addendum	Time





# **NEW MEXICO ASSOCIATION OF REALTORS® — 2025 NOTICE OF BUYER'S WITHDRAWAL OF UNRESOLVED OBJECTIONS**



This Notice of Buyer's Withdrawal of Unresolved Objections is related to the Purchase Agreement dat	ted, 20
between	("Buyer")
and	("Seller")
and relating to the following Property:	
Address (Street, City, State, Zip Code)	

Legal Description

or see metes and bounds description attached as Exhibit New Mexico.

Count(ies),

one Wolf

# ATTENTION BUYER AND SELLER

- "Unresolved Objections" are Buyer objections submitted to Seller as to which Buyer and Seller have not reached a written agreement specifying how those Buyer objections will be resolved.
- If the parties are unable to reach a Resolution by the Resolution Deadline, then Buyer shall have two (2) days from the Resolution Deadline to provide written notification to Seller that Buyer is withdrawing all objections on which the parties have not come to Resolution (NMAR Form 5144 Notice of Buyer's Withdrawal of Unresolved Objections). If Buyer does NOT withdraw unresolved objections within two (2) days of the Resolution Deadline, then THE AGREEMENT SHALL TERMINATE and Earnest Money, if delivered, shall be refunded to Buyer. Notwithstanding the foregoing, Buyer's withdrawal of all unresolved objections prior to the Resolution Deadline or within the two (2) days following the Resolution Deadline constitutes Resolution.
- In withdrawing all unresolved objections, Buyer understands that Seller is not obligated to repair or otherwise remedy those Buyer objections for which Resolution has not been reached.
- Seller is still obligated to repair or otherwise remedy objections for which Resolution has been reached; such repairs or remedies to be conducted as agreed upon between the parties in a Resolution Addendum.

## BY SIGNATURE BELOW, BUYER WITHDRAWS ALL OF BUYER'S UNRESOLVED OBJECTIONS.

## **BUYER(S)**

Buyer Signature	Printed Name	Date	Time	
Buyer Signature	Printed Name	Date	Time	
If add	ditional signature lines are needed, please use NMAR Form 1150 – Signa	ture Addendum		
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Page 1 of 1 Form 5144 (2023 JAN)	©2022 New Mexico Association of Realtors	Se	ller(s)	

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Seller(s)

one Wolf

# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 ADDENDUM NO. \_\_\_\_\_ INSPECTION AND OBSERVATION WAIVER ADDENDUM

# 🔔 <u>important notice to buyer</u> 🕰

THE BUYER IS ADVISED TO EXERCISE ALL THEIR RIGHTS UNDER AND IN ACCORDANCE WITH THE PURCHASE AGREEMENT TO INVESTIGATE THE PROPERTY. NMAR Form 2316 – Information Sheet - Home Inspections.

This Addendum is hereby incorporated into and made part of the Purchase Agreement dated			, 20between
			("Buyer")
and			("Seller")
and relating to the following Property:			
Address (Street, City, State, Zip Code)			
Legal Description or see metes and bounds description attached as Exhibit New Mexico.	,		Count(ies),

- 1. WAIVER OF INSPECTIONS. As indicated below, Buyer hereby WAIVES the right afforded by the Purchase Agreement to inspect the Property either personally or through any inspector, vendor, or other person.
  - □ Buyer waives ALL inspections, unless required by law.
  - □ Buyer waives ALL inspections, unless required by Buyer's lender.
  - □ Buyer waives the following inspections:
- 2. EFFECT OF THIS WAIVER AND HOLD HARMLESS. By signature below, Buyer acknowledges and disclaims the following:
  - A. Acknowledgement.
    - i. Buyer will NOT have the opportunity to conduct any of the waived inspections in Para. 1 AND WILL NOT HAVE THE RIGHT TO OBJECT TO OR TERMINATE THE PURCHASE AGREEMENT BASED ON BUYER'S OBSERVATIONS OF THE PROPERTY OR ISSUES/DEFECTS THAT MAY HAVE BEEN REVEALED BY THOSE BUYER'S INSPECTIONS. Notwithstanding the foregoing, Buyer retains the right to make objections in accordance with the Purchase Agreement to Seller provided documents or disclosures.
    - **ii.** If Buyer fails to Close on the Property due to Buyer's own observations or some defect/issue that would have been revealed by Buyer's inspections, which was not otherwise revealed by a document or disclosure provided by Seller, Buyer may be in DEFAULT of the Purchase Agreement.
  - B. Disclaimer. Buyer's decision to waive the Inspection and Observation Contingency, as to the inspections indicated above, is not based on any representations made by Seller, Listing Broker, or Buyer's Broker. For good and valuable consideration, the sufficiency of which is hereby acknowledged, Buyer does forever hold harmless the Seller, Brokers, and Brokerages with respect to any damages the Buyer may suffer as a result of this wavier.

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**Lone Wolf** 

# NEW MEXICO ASSOCIATION OF REALTORS® — 2025 ADDENDUM NO. \_\_\_\_\_ INSPECTION AND OBSERVATION WAIVER ADDENDUM

# **BUYER(S)**

Buyer Signature	Printed Name	Date	Time
	D 1 N		
Buyer Signature	Printed Name	Date	Time
	<u>SELLER(S)</u>		
Seller Signature	Printed Name	Date	Time
Seller Signature	Printed Name	Date	Time

If additional signature lines are needed, please use NMAR Form 1150 - Signature Addendum