



North San Diego County Association of REALTORS® D.R.E. Licensing Information

For courses available through NSDCAR call 760-734-3971 or email education@nsdcar.com

Real Estate Principles: Salesperson applicants must be enrolled in or have completed this course when applying to take the salesperson exam

Effective October 1, 2007, Assembly Bill 2429 (AB 2429) will require salesperson applicants to complete all three of the D.R.E. mandated pre-license courses prior to taking the license examination.

Within the 18-month conditional license period (if not submitted with the license application, after September 31, 2007 all will be required).

- Real Estate Practice

Plus one of the following college-level courses:

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| <ul style="list-style-type: none"> ▪ Real Estate Appraisal ▪ Real Estate Finance ▪ Real Estate Economics ▪ Mortgage Loan Brokering & Lending ▪ Legal Aspects of Real Estate ▪ Property Management | <ul style="list-style-type: none"> ▪ General Accounting ▪ Business Law ▪ Escrows ▪ Computer Applications in Real Estate ▪ Real Estate Office Administration ▪ Common Interest Developments |
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Continuing Education Chart

The following chart contains the continuing education requirements under current law for real estate salespersons renewing their license for the first time, real estate brokers renewing their license for the first time, and also brokers and salespersons renewing their licenses for a second or subsequent time.

Effective July 1, 2007, Assembly Bill 223 (AB223) also requires the completion of a 3-hour course in risk management that includes the principles, practices and procedures calculated to avoid errors and omissions by real estate licensees.

CATEGORY	REQUIREMENTS
Salesperson - First Renewal After Original License Issuance **For those agents who qualified for their license <u>BEFORE</u> October 1, 2007	Each of the following 3-hour mandated courses: <ol style="list-style-type: none"> 1. Ethics 2. Agency 3. Trust Fund Handling 4. Fair Housing 5. Risk Management (Cal. Bus. & Prof. Code § 10153.4(b))
Brokers - First Renewal After Original License Issuance -OR- Salesperson - First Renewal After Original License Issuance **For those agents who qualified for their license <u>ON OR AFTER</u> October 1, 2007 and were required to complete all three of the D.R.E. mandated pre-license courses prior to taking the license examination.	45 hours of continuing education consisting of: <ol style="list-style-type: none"> 1. Each of the following 3-hour mandated courses: <ol style="list-style-type: none"> a. Ethics b. Agency c. Trust Fund Handling d. Fair Housing e. Risk Management 2. A minimum of 18 hours of courses approved under the category of consumer protection (includes financing, land use regulation, disclosure, agency, capital formation for development, fair practices, appraisal and valuation, landlord/tenant, energy conservation, environmental regulation, tax, probate, governmental programs, business opportunities and mineral, oil and gas conveyancing) and 3. Remaining 12 hours related to consumer service and/or consumer protection (Cal. Bus. & Prof. Code § 10170.5(a)1-6)

Brokers and Salespersons -Second and Subsequent Renewals	45 hours of continuing education consisting of: <ol style="list-style-type: none"> 1. 8 hour combined survey course including equal coverage of Ethics, Agency, Trust Fund Handling, Fair Housing and Risk Management 2. A minimum of 18 hours of courses approved under the category of consumer protection (see row above for details), and 3. Remaining 19 hours related to consumer service and/or consumer protection (Cal. Bus. & Prof. Code § 10170.5(b))
Brokers and Salespersons - 70 years old or older <u>and</u> in "good standing" for 30 continuous years	Exempt from the continuing education requirements for license renewal (Cal. Bus. & Prof. Code § 10170.8)

Member Legal Services
Tel 213.739.8282
Fax 213.480.7724

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REQUIRED COURSES TO OBTAIN A BROKER'S LICENSE

Applicants must complete the following required college-level courses:

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| <ul style="list-style-type: none"> ▪ Real Estate Practice ▪ Real Estate Appraisal ▪ Real Estate Economics or Accounting* | <ul style="list-style-type: none"> ▪ Legal Aspects of Real Estate ▪ Real Estate Finance |
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Plus three* additional college level courses:

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| <ul style="list-style-type: none"> ▪ Real Estate Principles ▪ Business Law ▪ Property Management ▪ Escrows ▪ Real Estate Office Administration ▪ Advanced Legal Aspects of Real Estate | <ul style="list-style-type: none"> ▪ Advanced Real Estate Finance ▪ Advanced Real Estate Appraisal ▪ Computer Applications in Real Estate ▪ Mortgage Loan Brokering & Lending ▪ Common Interest Developments |
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** Note: If both Real Estate Economics and Accounting are completed, only 2 additional courses required*

Visit the Department of Real Estate's website for experience requirements to obtain a Broker's license

CALIFORNIA DEPARTMENT OF REAL ESTATE EDUCATION REQUIREMENTS
For more information on additional requirements , go to the DRE web site: www.dre.ca.gov