

DRE Update

Thursday, October 26, 2023

*Eileen Brewster
Licensing Manager*

*Patrick Dunne-Phillips
Manager, Education & Research Section*



California Community Colleges
REAL ESTATE EDUCATION CENTER



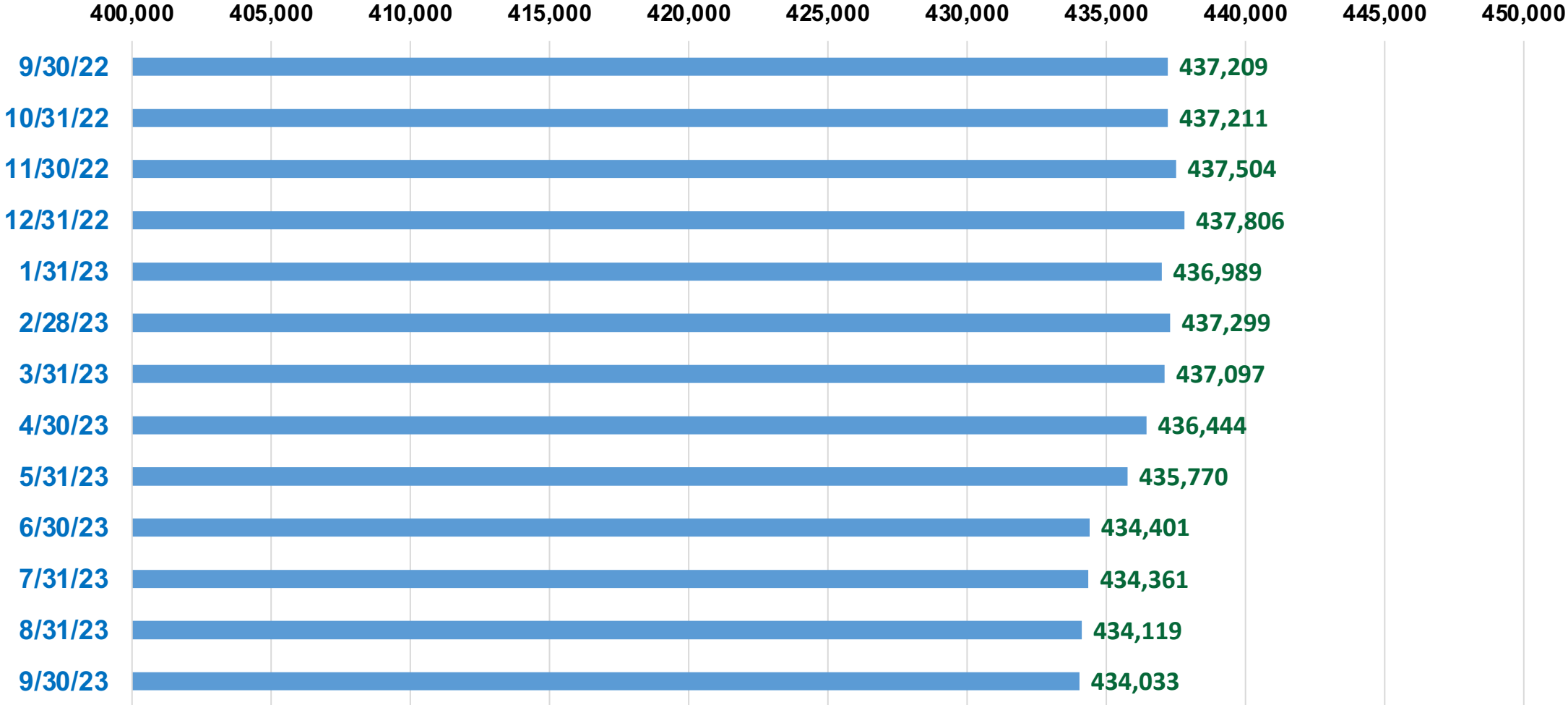
Licensing

Eileen Brewster

Licensing Manager- Pre-Licensing Services



DRE Licensee Population (Past 12 Months)





DRE License Population

Number of Licensees – As of September 30, 2023

434,033

125,356

29%

Brokers

308,677

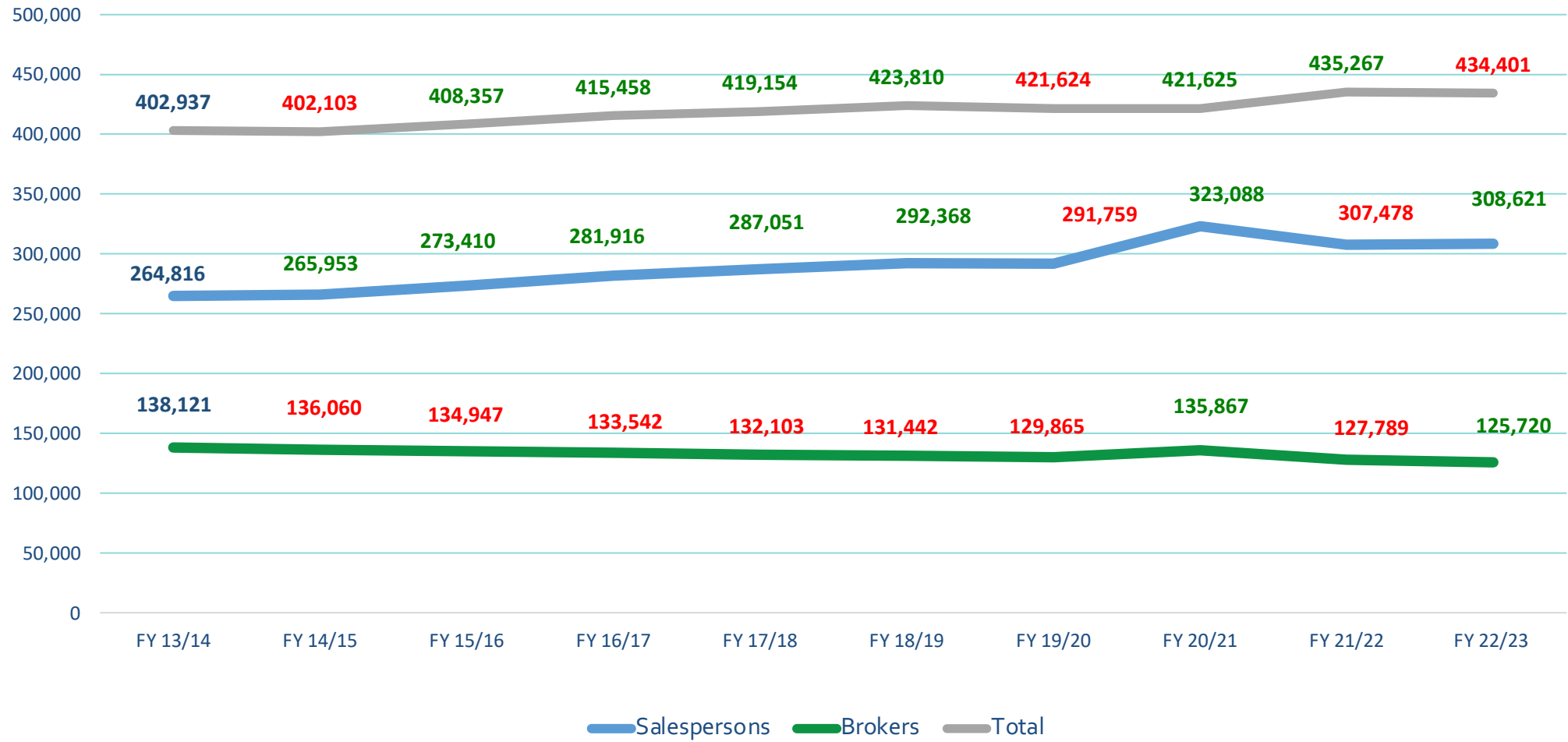
71%

Salespersons



License Population (2013-Today)

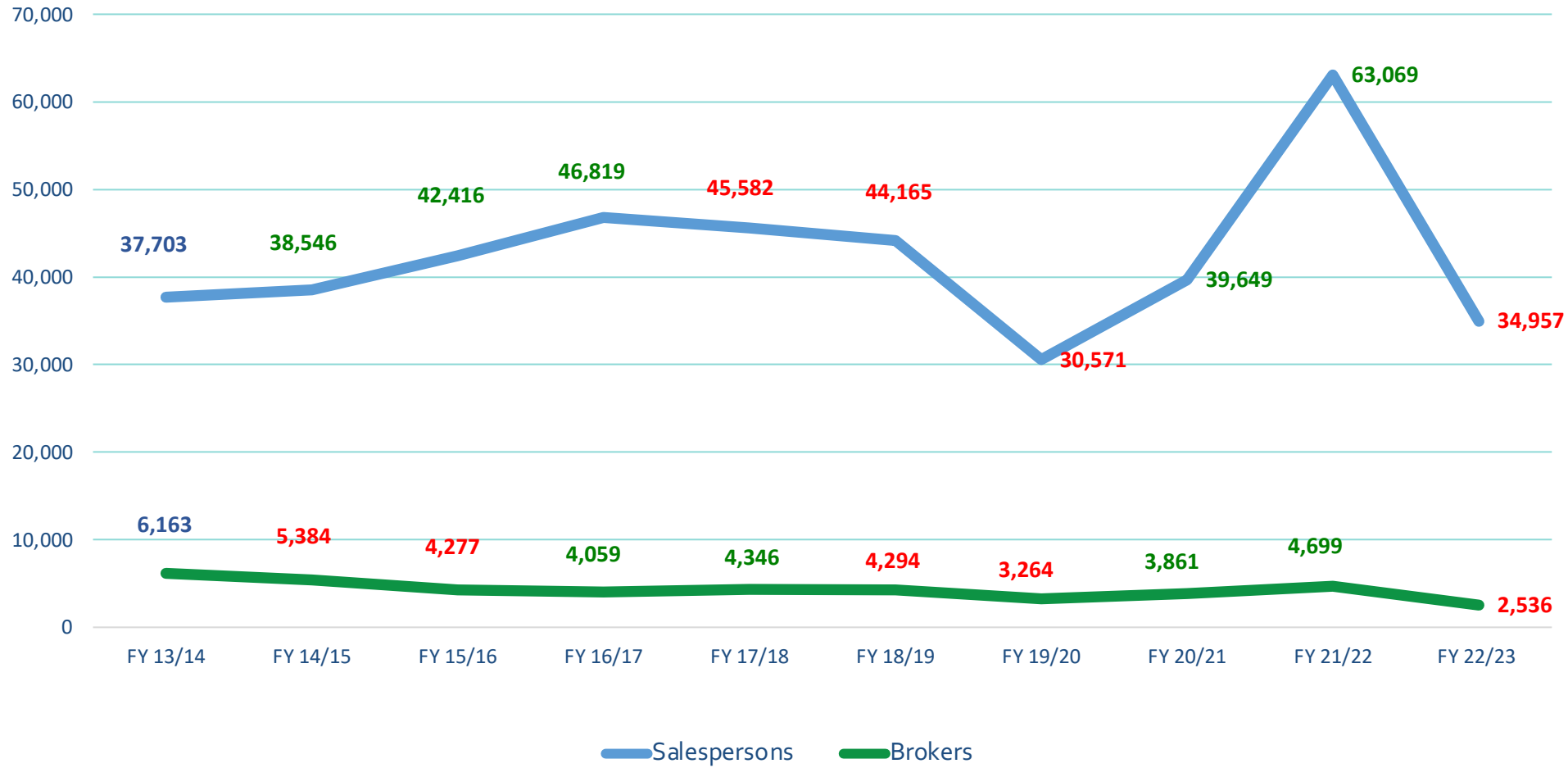
GREEN = Up from Previous Year
RED = Down from Previous Year
BLUE = First Year on Chart





Exams Administered (2013-Today)

GREEN = Up from Previous Year
RED = Down from Previous Year
BLUE = First Year on Chart

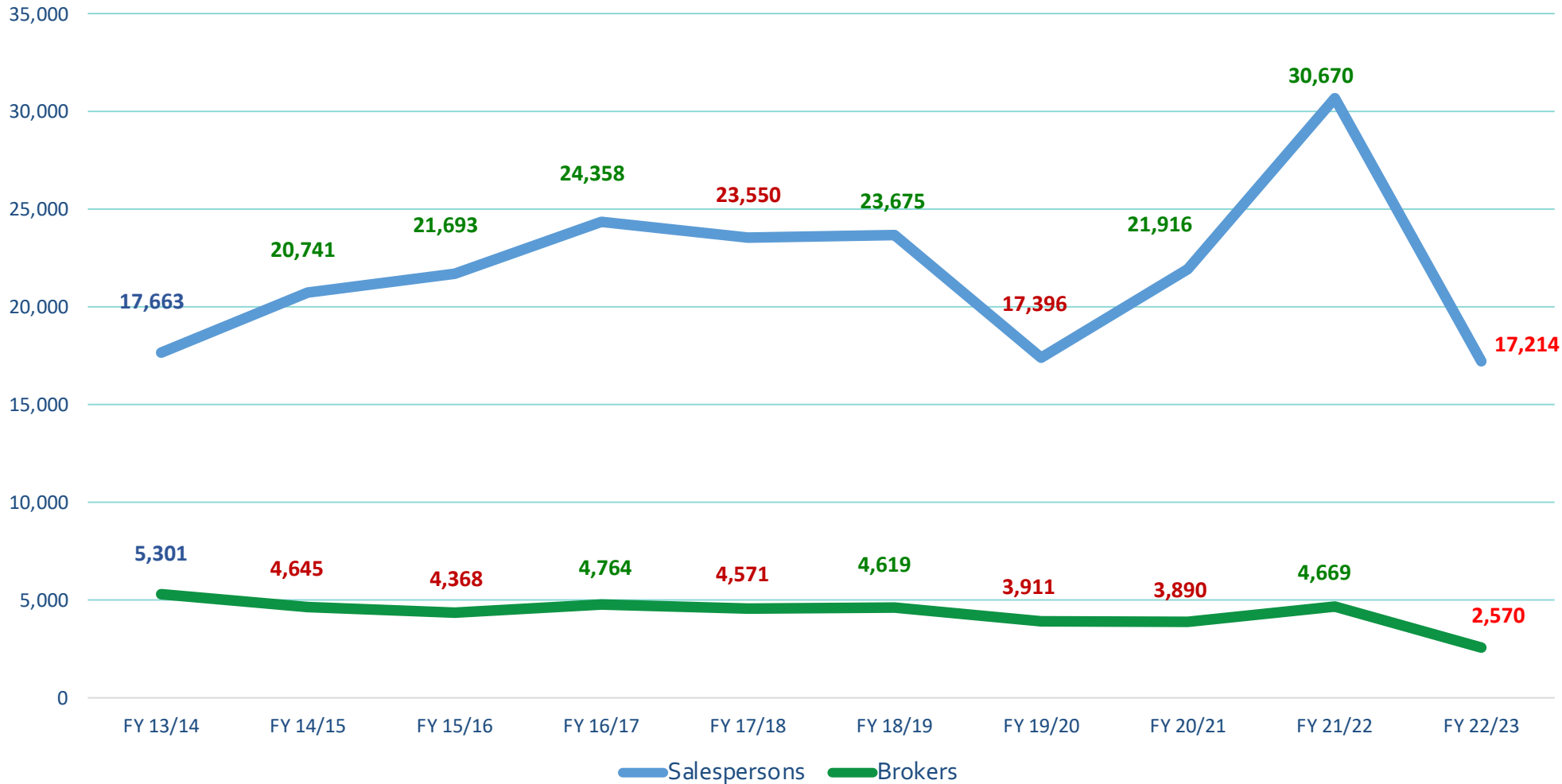


Current Fiscal Year July 1, 2023 – Sept. 30, 2023	
Salespersons	14,593
Brokers	1,250



Licenses Issued (2013-Today)

GREEN = Up from Previous Year
RED = Down from Previous Year
BLUE = First Year on Chart

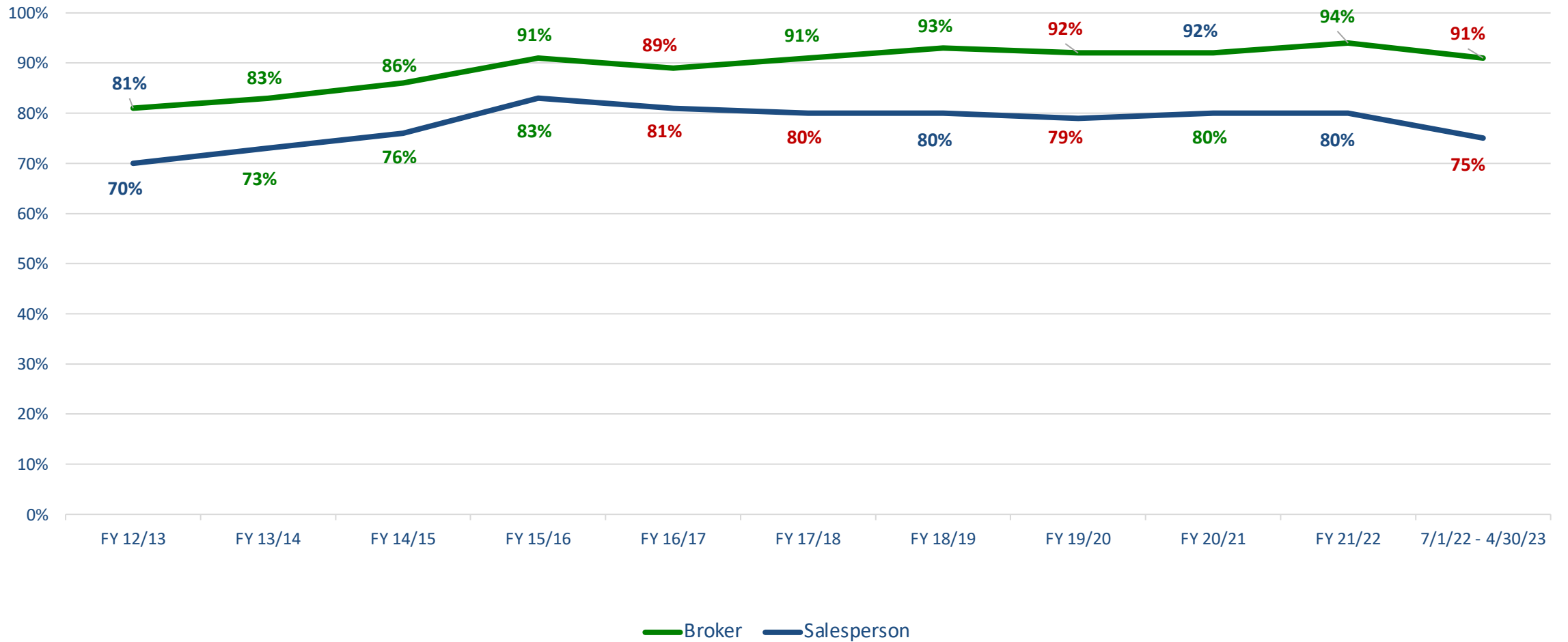


Current Fiscal Year July 1, 2023 – Sept. 30, 2023	
Salespersons	5,765
Brokers	963



License Renewal Rates (2013-Today)

GREEN = Up from Previous Year
RED = Down from Previous Year
BLUE = First Year on Chart



■ Military Spouse Licensing Relief Act 2023

- ▶ SB 143 → Business & Professions Code 115.10
- ▶ Servicemember or Spouse with a Real Estate License in another Jurisdiction
- ▶ Has military orders stationing them in California
- ▶ Has used their license within the past two years

New Laws



- **AB 12 (Haney) Tenancy: security deposits**
 - ▷ Signed by the governor on 10/11/2023
 - ▷ Residential Landlords have restrictions on security deposit amounts
- **AB 225 (Grayson) Real property: environmental hazards booklet**
 - ▷ Signed by the governor on 10/8/2023
 - ▷ Updates hazard booklet to include wildfires, climate change and sea level
- **AB 572 (Haney) Common interest developments: imposition of assessments**
 - ▷ Signed by the governor on 10/11/2023
 - ▷ Limits assessment increases per fiscal year

New Laws



- **AB 648 (Valencia) Common interest developments: procedures**
 - ▶ Signed by the governor on 09/22/2023
 - ▶ Allows for CID Board meetings to be conducted via teleconference
- **AB 968 (Grayson) Single-family residential property: disclosures**
 - ▶ Signed by the governor on 07/21/2023
 - ▶ Updates disclosure requirements and timeframes
- **AB 1280 (Maienschein) Fire hazard severity zones: disclosures**
 - ▶ Signed by the governor on 07/21/2023
 - ▶ Updates fire zone disclosure information

New Laws



- **AB 1317 (Carrillo, Wendy) Unbundled parking**
 - ▶ Signed by the governor on 10/11/2023
 - ▶ Defines unbundled parking requirements for landlord/tenants
- **AB 1345 (Hart) Residential Exclusive Listing Agreements Act**
 - ▶ Signed by the governor on 10/08/2023
 - ▶ Defines length of listing agreements
- **AB 1418 (McKinnor) Tenancy: Contact with law enforcement or criminal convictions**
 - ▶ Signed by the governor on 10/08/2023
 - ▶ Prohibits eviction/penalties by landlord for tenant law enforcement contact

New Laws



- **AB 1620 (Zbur) Costa-Hawkins Rental Housing Act: permanent disabilities**
 - ▶ Signed by the governor on 10/11/2023
 - ▶ Defines rent and space costs for disabled tenants
- **SB 267 (Eggman) Credit history of persons receiving government rent subsidies**
 - ▶ Signed by the governor on 10/11/2023
 - ▶ Allows tenant to offer proof of ability to pay rent beyond credit reports
- **SB 455 (McGuire) State of emergency: mortgage servicers: disasters**
 - ▶ Signed by the governor on 10/13/2023
 - ▶ Prohibits dishonoring previous written agreements after disaster

New Laws



- **SB 567 (Durazo) Termination of tenancy: no-fault just causes**
 - ▷ Signed by the governor on 09/30/2023
 - ▷ Defines the no-fault requirements for listing in the rental market
- **SB 712 (Portantino) Tenancy: personal micro-mobility devices**
 - ▷ Signed by the governor on 10/08/2023
 - ▷ Prohibits the restriction on charging micro-mobility devices in rentals

Exam Validation Process

- **Occupational Analysis Phase**
 - ▶ Meet with SMEs in early Fall to put together OA survey
 - ▶ Survey is available through November 8th
 - ▶ Meet with SMEs in December
- **NEXT → Item Review**
- **Gap Analysis & Item Writing**
- **Review and Implementation**

HELP UPDATE CALIFORNIA'S
REAL ESTATE LICENSE EXAMS
Take Survey & Get 3 Hours of
Continuing Education Credit!



Contacting DRE



Ask.DRE Improvement

- New webform collects required information and presorts the inquiries
 - ▶ Less time writing back for critical information
 - ▶ Improved response time

Got a Licensing Question?

@sk DRE Licensing

<https://dre.ca.gov/AskDRELicensing>

For faster service, please enter your Examinee ID or your License ID, if applicable:

Your 8-digit License ID can be found [here](#) or access your information by logging into your [eLicensing account](#).

Your 7-digit Examination ID number can be found on any correspondence from DRE or by logging into your [eLicensing account](#).

What is your license inquiry concerning?

- | | |
|----------------------------------------------------------|------------------------------------------------------------------------|
| <input type="radio"/> Information on How to Get Licensed | <input type="radio"/> Applying for a Salesperson or Broker License |
| <input type="radio"/> Examination Application | <input type="radio"/> Taking or Rescheduling a Real Estate Examination |
| <input type="radio"/> Fingerprint Questions or Issues | <input type="radio"/> Corporation or Officer License |
| <input type="radio"/> Changes to a Current License | <input type="radio"/> Fictitious Business Name (DBA) |
| <input type="radio"/> Renewing a License | <input type="radio"/> CE Exemption/Extension |
| <input type="radio"/> MLO License Endorsement | <input type="radio"/> General License Inquiry |

Please provide the details of your inquiry (Characters:0/1000):

Don't see your question above? Please visit DRE's [contact page](#).



eLicensing System

<https://dre.ca.gov/elicensing>



Saves Times for Applicant

- Don't Print & Mail Application Packet
- Deficiencies Are Addressed Through Email
- Applicants Can Check Status Online

The screenshot shows the California Department of Real Estate (DRE) website. At the top, there is a navigation bar with links for 'HOME', 'CONSUMERS', 'LICENSEES', 'EXAMINEES', and 'DEVELOPERS'. A search bar is also present. Below the navigation bar, a banner for the '2022 Real Estate Law Book' is displayed, with a 'Click to Read' button. The main content area features a 'COVID-19 UPDATES' section, an 'Ask DRE Licensing' button, and a section titled 'Our Mission'. Below this is a dropdown menu for 'I am a...' and an 'Essential Information' section with various links. On the right side, there is a yellow 'eLicensing' section with buttons for 'Apply for Your Exam/License', 'Schedule Your Exam', 'Update Your License', and 'Renew Your License'. At the bottom right, there is a 'Help us remodel this website!' section with a 'CLICK HERE' button.

DRE Headquarters- MOVING!

■ Richard's Boulevard Office Complex (RBOC)

- ▶ DRE Headquarters and Exam Center moving July 2024
- ▶ 651 Bannan Street, Sacramento

<https://richardsboulevard.henselhelps.com/>





Licensing

Patrick Dunne-Phillips

*Manager- Exam Administration & Development
and Education & Research*



Community College Course Approvals to date

63 Schools Submitted

Approved

60

In Review

3



Bias & Fair Housing Education

Pre-Licensure Education (SB 1495)

- All applicants will need to complete a real estate practice course, which includes the following components:
 1. Implicit & Explicit Bias
 2. Federal & State Fair Housing Laws

For license applications starting:

January 1, 2024



Bias & Fair Housing Education

Pre-Licensure Education (SB 1495)

1. Implicit & Explicit Bias

- ▷ Impact of Implicit, Explicit, & Systemic Bias on Consumers
- ▷ Historical & Social Impacts of Biases
- ▷ Actionable Steps Students Can Take to Address Their Own Implicit Bias

2. Federal & State Fair Housing Laws

- ▷ Interactive Participatory Component – Including Role Play as Both Consumer & Real Estate Professional

For license applications starting:

January 1, 2024



To update Real Estate Practice Course:

Request for review Submitted on school letterhead

1. Requested by dean or chair of program
 - ▷ A copy of Course syllabus that clearly includes:
 - ▷ A component of study focused on Implicit Bias
 - ▷ A component of study focused on fair housing, which includes an Interactive Participatory Component – Including Role Play as Both Consumer & Real Estate Professional

For license applications starting:

January 1, 2024



DRE's Education Section

noreplyeducation@dre.ca.gov

- Course Provider Questions Answered
- Emails Answered in Order Received
- Please Give Us Two Business Days to Respond

(916) 576-3366

- Monday – Friday, 8:00 a.m – 5:00 p.m.



DRE's Licensing Information Section

Ask.DRE on the web

- General Licensing & Exam Questions Answered
- Emails Answered in Order Received
- Please Give Us Two Business Days to Respond
 - ▷ Staff Respond to 1,500+ Emails Every Month

(877) 373-4542

- Monday – Friday, 8:00 a.m – 5:00 p.m.
- Call Back Option – Eliminates Need to Wait On-Hold
 - ▷ Phone System Receives 25,000 Calls Every Month



Questions?