



2

## **DRE Licensing Division**

### **Exam Admin & Development Unit**

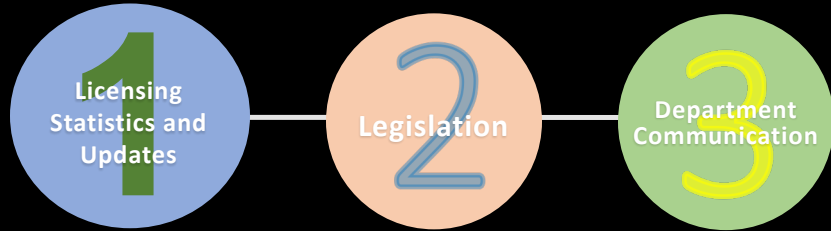
- Exam Centers
- Exam Proctors
- Exam Development

### **Education & Research Unit**

- Statutory & CE Course Approvals
- Articulation Agreements
- Research Projects
- CCC & CSU Endowments



# What We'll Cover Today

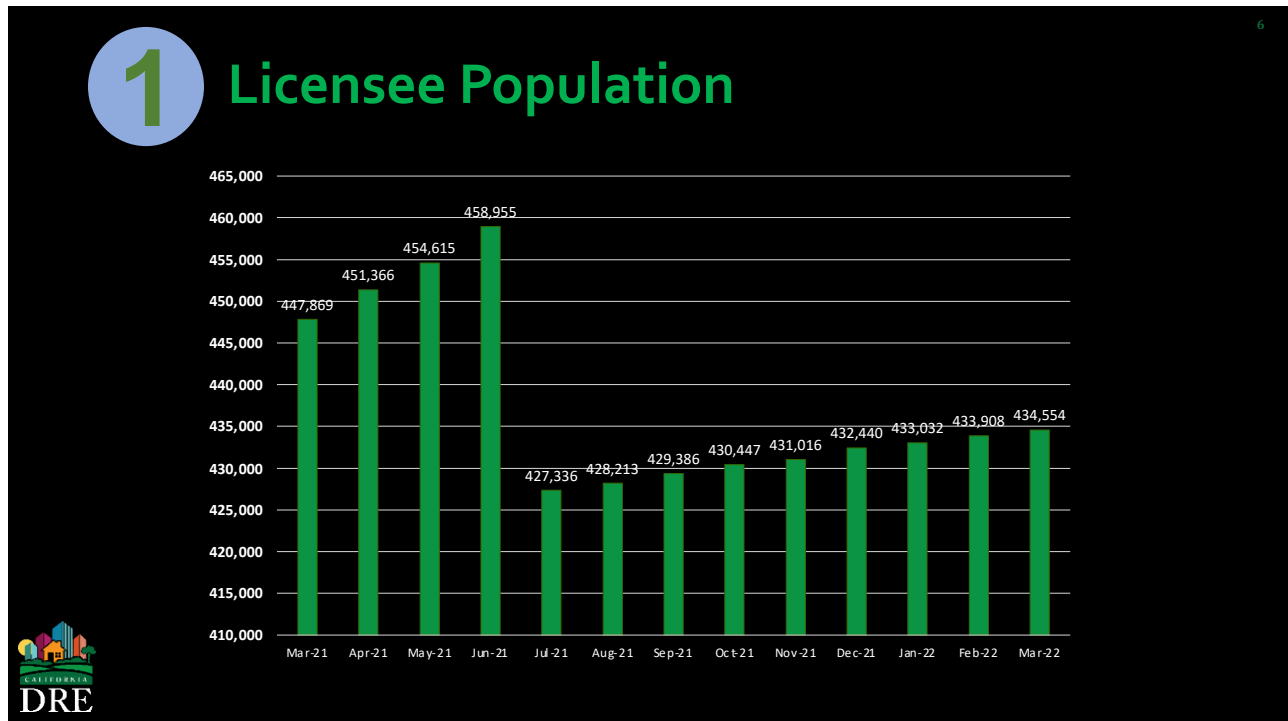
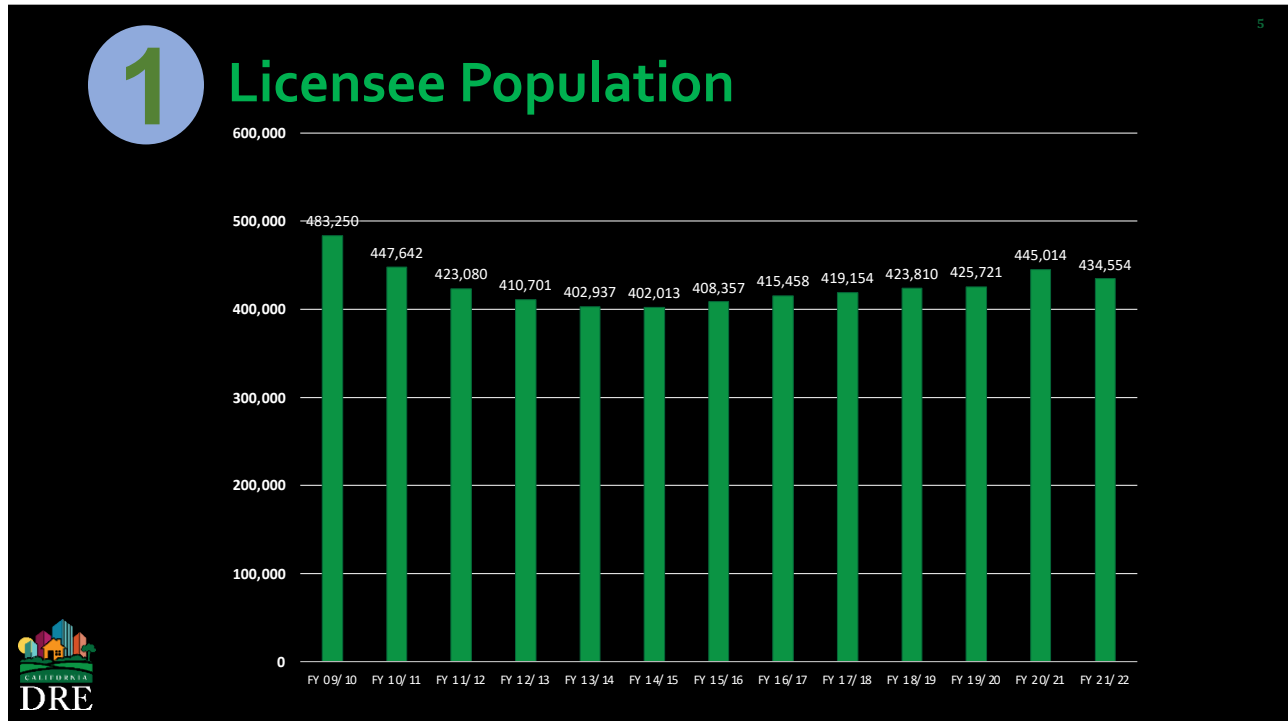


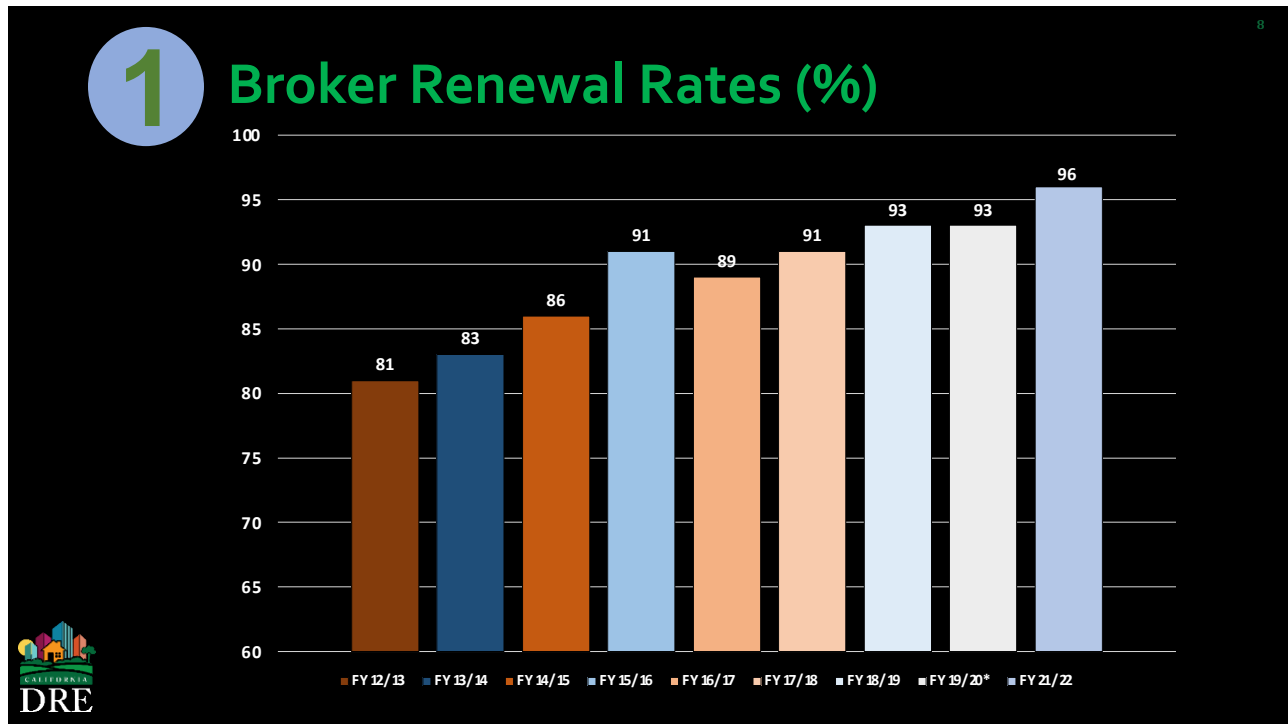
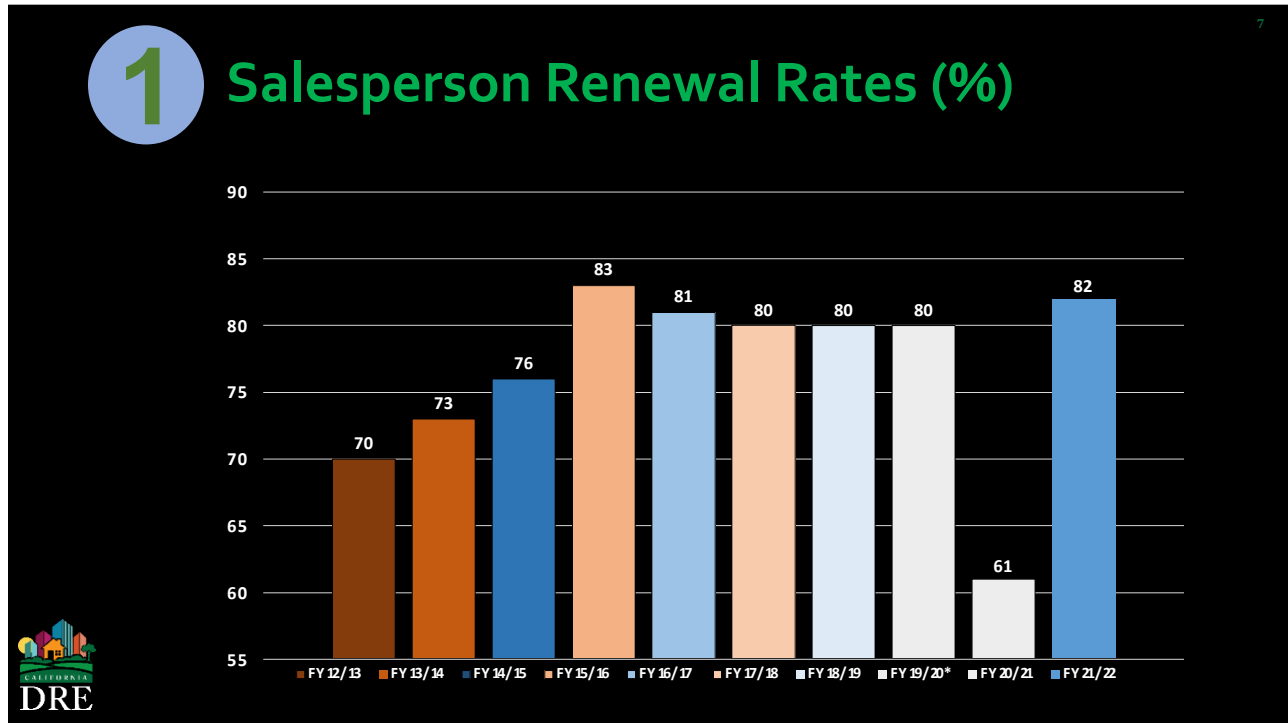
## 1

# Licensing Workload Statistics

	July 1, 2021 to March 31, 2022	Year over Year Difference
<b>Exams Scheduled</b>		
Salespersons	58,173	107%
Brokers	4,392	40%
<b>New Licenses</b>		
Salespersons	23,659	78%
Brokers	3,436	31%
<b>Renewals</b>		
Salespersons	43,392 (82%)	48%
Brokers	22,053 (96%)	27%
<b>Total Licensees</b>	<b>434,554</b>	<b>-3%</b>
<b>Total MLO's</b>	<b>29,446</b>	<b>+5%</b>







# 1 COVID-19 Impacts on Licensing

## Health and Safety Protocols at DRE Exam Centers

- Social Distancing & Increased disinfecting after every exam administration
- Barriers / Partitions installed at all exam center workstations
- Now operating at full capacity
- Capacity and administrations will be adjusted according to county & state guidelines



# 1 DRE Approval Numbers

- College requests DRE Course Approval Number(s)
  - Application only – No fee or Course materials needed
- DRE Course Approval Number(s) will be issued to the college
- Students submit letter / certificate from college – OR – college has approval number(s) on transcripts



# 1 DRE Approval Numbers

- College requests DRE Course Approval Number(s)
  - Colleges can submit a letter to DRE's Education and Research section asking for approval numbers to be assigned to their course



[Official College Letterhead Required]

California Department of Real Estate  
 Attn: Education & Research Section  
 1651 Exposition Blvd.  
 Sacramento, CA 95815  
[noreplyeducation@dre.ca.gov](mailto:noreplyeducation@dre.ca.gov)

[Date]

To whom it may concern:

The real estate faculty and administrators at [College Name] are requesting approved course ID the following accredited real estate courses:

- [Course number and title]
- [Course number and title]
- [Course number and title]

The approved course numbers will be provided to students by means of an instructor signed completion certificate or an instructor signed letter on the school's official letterhead. Students who complete these classes will be encouraged by their instructor to submit the certificate or letter, along with the required official transcripts, when applying for the real estate salesperson or broker examination. These tracking numbers will be utilized by [College Name] solely to assist in tracking of courses through the DRE examination and licensing processes.

Once course numbers are assigned, please notify:

[Faculty Name]  
 [Contact Information]  
 [Contact Email]

Sincerely,

[Requestor Name]

# 1 DRE Approval Numbers

- DRE Course Approval Number(s) Issued to Colleges
  - Colleges receive a letter from DRE's Education and Research section with the approval numbers assigned to their course(s) and DRE Approval Certificate



STATE OF CALIFORNIA - BUSINESS, CONSUMER SERVICES AND RELATED SUBJECTS

DEPARTMENT OF REAL ESTATE  
 PO BOX 130840  
 SACRAMENTO, CA 95813-0840  
 877-373-4642

October 19, 2020

Attn: [Redacted] College

RE: Statutory Course Approval Numbers

Dear [Redacted]:

We have received your written request for statutory course approval numbers to be issued to [Redacted] College for the purpose of tracking student success after completing coursework from your college.

This Letter of Articulation will serve as notification of the below named courses and their associated California Department of Real Estate (DRE) Statutory Course Certificate numbers. It is agreed that the course certificate numbers will only be used for the purposes of tracking students through the DRE examination and licensing processes, and that tracking will only occur when a student submits the course certificate numbers and official transcripts, along with the proper application and fee. Certificate numbers may be provided to the student by means of an instructor signed completion certificate or an instructor signed letter on the school's official letterhead.

Santiago Canyon College Course	DRE Certificate #	Statutory course name
RE 102 Real Estate Principles	4530-20	Real Estate Principles
RE 103 Real Estate Practice	4531-20	Real Estate Practice
RE 110 Real Estate Economics	4532-20	Real Estate Economics
RE 104 Fundamentals of Escrow	4533-20	Escrow
RE 108 Real Estate Finance	4534-20	Real Estate Finance
RE 105 Legal Aspects of Real Estate	4535-20	Legal Aspects of Real Estate
RE 112 Property Management	4536-20	Property Management
RE 114 Appraisal Principles and Procedures	4537-20	Real Estate Appraisal
RE 118 Residential Real Estate Appraisal		
RE 117 Residential Report Writing & Case Studies		

If you have any further questions regarding this matter, please contact this office.

Sincerely,

Eileen Brewster  
 Manager, Licensing Exams and Education  
 Department of Real Estate

Enclosed: DRE Approval Certificate

# 1 Sample Certificate

- The sample course completion certificate (RE 311) can be found on DRE's website
- Schools can also create their own certificate, as long as it contains all of the information in the sample

STATE OF CALIFORNIA  
DEPARTMENT OF REAL ESTATE

**SAMPLE**

STATUTORY/PRE-LICENSE COURSE COMPLETION CERTIFICATE  
RE 311 (Rev 7/18)

STUDENT & COURSE INFORMATION			
NAME OF STUDENT			
STUDENT MAILING ADDRESS (STREET)			
CITY	STATE	ZIP CODE	
NAME OF OFFERING AS APPROVED BY THE DEPARTMENT			
<input type="checkbox"/> LIVE COURSE <input type="checkbox"/> CORRESPONDENCE COURSE <input type="checkbox"/> CORRESPONDENCE/INTERNET			
DRE APPROVAL NUMBER	NUMBER OF CREDIT HOURS	DATE OF REGISTRATION	DATE OF COMPLETION
COURSE LOCATION (STREET ADDRESS AND CITY)			
SPONSOR VERIFICATION			
I hereby verify that the above student:			
<input type="checkbox"/> Attended a minimum of 90% of the clock hours, successfully completed the live course and passed the final exam with a score of 60% or better.			
<input type="checkbox"/> Successfully completed the correspondence home/study course and passed the final exam with a score of 60% or better.			
NAME OF SPONSORING ENTITY (AS APPROVED BY DRE)			
ADDRESS OF SPONSORING ENTITY (STREET ADDRESS, CITY, STATE, AND ZIP CODE)			
SIGNATURE OF VERIFIER		PRINTED NAME OF VERIFIER	
ADDRESS OF VERIFIER (STREET ADDRESS, CITY, STATE, AND ZIP CODE)		TELEPHONE NUMBER ( )	



13

# 1 Benefits of Approval Numbers

- Prospective students can search for live or correspondence course(s) on DRE's website
- Your school will be listed with other approved course providers.

CA.GOV California Department of Real Estate

HOME CONSUMERS LICENSEES EXAMINEES DEVELOPERS

### Required Statutory / Pre-License Real Estate Courses

Courses listed are approved by the Department of Real Estate as meeting pre-license education course requirements for the real estate Salesperson and Broker license. Each course is a minimum of 45 hours in length.

Before engaging in the services of any private education provider, check here to see if formal action or pending action has been taken against the provider.

Contact the course provider directly for dates and locations of classes.

Pre-license courses can also be taken at any accredited institution such as the University of California (UC), California State University (CSU) and the community colleges. You must contact the UC and CSU colleges directly for a list of their course offerings. Click here for the real estate courses offered by the community colleges in California.

To obtain a list of courses enter the Course Provider's Name or Course Provider Number, the Course Type and select the Statutory Course(s) you are interested in and click the 'Get Course List' button below.

If you do not know the Course Provider's Name, leave the Course Provider's Name blank, select the course type(s) and/or the Statutory Course(s) you are interested in and click the 'Get Course List' button below. This will give you a list of all course providers for the course type(s) and/or Statutory Course(s) you are interested in.

To obtain a complete list of all Approved Statutory Courses, leave all boxes blank and click on the 'Get Course List' button below.

Enter Course Provider Name: \_\_\_\_\_ or Course Provider Number: \_\_\_\_\_

Select the Course Type:

Resident (live)  Correspondence

Select the Course(s) you are interested in:

<input type="checkbox"/> Advanced Real Estate Appraisal	<input type="checkbox"/> Real Estate Appraisal
<input type="checkbox"/> Business Law	<input type="checkbox"/> Real Estate Economics
<input type="checkbox"/> E-saves	<input type="checkbox"/> Real Estate Finance
<input type="checkbox"/> Legal Aspects of Real Estate	<input type="checkbox"/> Real Estate Office Administration
<input type="checkbox"/> Mortgage Loan Brokering and Lending	<input type="checkbox"/> Real Estate Practice
<input type="checkbox"/> Property Management	<input type="checkbox"/> Real Estate Principles
<input type="checkbox"/> Real Estate Accounting	<input type="checkbox"/> Computer Applications in Real Estate
	<input type="checkbox"/> Common Interest Developments

[Get Course List] [Clear]



14

# 1 Benefits of Approval Numbers

15

- Colleges can submit a Public Records Act (PRA) request for data containing the number of students who have gone on to submit the courses from their college, qualified for and sat for the exam and their success rates
- PRA request can be submitted to:

**Public Records Act Requests**  
**PO Box 137007**  
**Sacramento, CA 95813-7007**



# 2 Legislation Information

16

## Assembly Bill (AB) 107, Salas – Chaptered 10/8/2021

- Beginning January 1, 2023, requires that DRE collect information about military, veteran, and spouse license applications, including number of expedited licenses issued and denied per calendar year, and the average length of time between application and expedited license issuance
- DRE will submit an annual report to the Legislature





## 2 Legislation Information

17

### Assembly Bill (AB) 502, Davies – Chaptered 10/5/2021

- Allows homeowner associations (HOAs), regardless of size, to elect by acclamation candidates for the board of directors, if the number of candidates is no greater than the number of vacancies
- To do so, the HOA will have to meet increased noticing years, confirmed receipt of a candidate nomination, and provided a disqualified nominee the opportunity to appeal
- HOA board also must consider the vote by acclamation at a meeting where the agenda includes the name of each candidate to be elected in that manner



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 2 Legislation Information

18

### Assembly Bill (AB) 830, Flora – Chaptered 9/28/2021

- Allows real estate licensees who change their legal surname from the name under which the license was originally issued to continue to use their former that the former last name does not constitute a fictitious name prohibited under real estate law
- Licensee must file both the new and previous name with DRE



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 2 Legislation Information

19

### Assembly Bill (AB) 838, Friedman – Chaptered 9/28/2021

- Beginning July 1, 2022, requires that a city owner of violations and required remedies, and then or county inspect a property if it receives a complaint about lead hazards or substandard living conditions
- Upon inspection, it will have to advise the property re-inspect the property. Among other provisions
- Provides that an inspection not be conditioned on a tenant being current on rent or other factors
- Inspection fees cannot be charged, unless substandard conditions or lead hazards are found



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 2 Legislation Information

20

### Assembly Bill (AB) 948, Holden – Chaptered 9/28/2021

- Beginning July 1, 2022, creates the Fair Appraisal Act
- Every sales contract for real property must include a notice stating that the property appraisal must be unbiased, objective, and not influenced by specific factors, including: race, status, medical condition, military or veteran status, national origin, source of income, ancestry, disability, genetic information, or age
- Notice also will include information on actions a buyer or seller can take if they believe an appraisal has been affected
- DRE Estate licensees, among other professions, will be required to deliver this same notice when involved in the refinancing of a residential real estate property of up to four units



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 2 Legislation Information

21

### Assembly Bill (AB) 1101, Irwin – Chaptered 9/23/2021

- Modifies current financial practices and insurance requirements for homeowner associations (HOAs) in common interest developments
- Prevents managing agents from investing HOA funds ability to co-mingle funds, among other provisions
- Requires HOAs and their managing agents to maintain crime insurance, employee dishonesty insurance, and fidelity bond coverage, or their equivalents



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 2 Legislation Information

22

### Assembly Bill (AB) 1662, Gipson – Introduced 1/18/2022

- Would authorize a prospective applicant that has been convicted of a crime to submit to a board a request for a pre-application determination that includes information provided by the prospective applicant regarding their criminal conviction
- Would require a board that receives that request to determine if the prospective applicant would be disqualified from licensure by the board based on the information submitted with the request, and deliver that determination to the prospective applicant



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 2 Legislation Information

### Assembly Bill (AB) 2745, Irwin – Introduced 2/18/2022

- Would authorize a prospective applicant to submit for a brokers license using a Masters Degree in Real Estate in lieu of two years experience as licensed salesperson.
- Would allow a prospective applicant to submit for a brokers exam using a major or minor degree in real estate that predates the five years preceding submission of application.
- Would allow a prospective applicant to submit for a brokers exam using two years of equivalent activity within five years preceding submission of application.



[www.dre.ca.gov](http://www.dre.ca.gov)

[www.leginfo.legislature.ca.gov](http://www.leginfo.legislature.ca.gov)

## 3 Department Communication

### Housing Resources

- **Mortgage Relief Program**  
**OPEN** Now Accepting Applications
- **Rental Relief Program**  
**CLOSED** No More Applications



**CA COVID-19  
RENT RELIEF**



[HousingIsKey.com](http://HousingIsKey.com)  
**HOUSING  
IS KEY**

# 3 Department Communication

25

## Social Media



@CA\_DRE  
@DougMcCauleyDRE



@CaliforniaDepartmentOfRealEstate



CA Dept. of Real Estate

