

## Del Oro Career Day 2010 Real Estate Agent Module

### Presenters:

Teri Andrews-Murch, Realtor<sup>®</sup>, Lyon Real Estate

Annie Dube, Realtor<sup>®</sup>, Keller Williams Realty

### Links:

- Ca Department of Real Estate: [www.dre.ca.gov](http://www.dre.ca.gov)
- National Association of Realtors<sup>®</sup>: [www.realtor.org](http://www.realtor.org)
- California Association of Realtors<sup>®</sup>: [www.car.org](http://www.car.org)
- Placer County Association of Realtors<sup>®</sup>: [www.pcaor.com](http://www.pcaor.com)
- Sacramento Association of Realtors<sup>®</sup>: [www.sacrealtor.org](http://www.sacrealtor.org)
- Nevada County Association of Realtors<sup>®</sup>:  
[www.nevadacountyar.com](http://www.nevadacountyar.com)
- Sierra College: [www.SierraCollege.edu](http://www.SierraCollege.edu)

- Trulia: [www.trulia.com](http://www.trulia.com)
- City-Data: [www.city-data.com](http://www.city-data.com)
- Active Rain: [www.activerain.com](http://www.activerain.com)
- Sell With Soul: [www.sellwithsoul.com](http://www.sellwithsoul.com)
- ANSI Positive Mind:  
[www.appliedneuroscienceinstitute.com](http://www.appliedneuroscienceinstitute.com)
- Strengths Finder Test:  
[www.authentic happiness.sas.upenn.edu](http://www.authentic happiness.sas.upenn.edu) select VIA test

### Books we've enjoyed

- Sell With Soul – Jennifer Allan
- If You're Not Having Fun Selling Real Estate You're Not Doing It Right- Jennifer Allan
- Millionaire Real Estate Agent- Gary Keller
- Shift- Gary Keller
- Strength Finder 2.0- Tom Rath
- Growing the Positive Mind- Dr. William K. Larkin

- **Diary of a Real Estate Rookie My Year of Flipping, Selling, Rebuilding and What I Learned (The Hard Way)- Alison Rogers**
- **Think & Grow Rich- Napoleon Hill**
- **Financial Planning Books by David Bach-multiple titles**

Information below is from the Ca Department of Real Estate Website: [www.DRE.CA.gov](http://www.DRE.CA.gov)

### Licensee/Examinee Statistics for Fiscal Year 2009/2010

#### August 2010

	<i>This month</i>	<i>Last month</i>	<i>12 months ago</i>	<i>24 months ago</i>
<b>Licensee Population:</b>				
Brokers	148,373	149,153	153,117	152,854
Salespersons	<u>327,341</u>	<u>330,365</u>	<u>361,203</u>	<u>386,510</u>
Total Licensees	475,714	479,518	514,320	539,364
<b>Real Estate Licenses Issued:</b>				
Original Broker	514	593	625	
Original Salesperson	1,156	1,206	946	
<b>Examinations:</b>				
Broker Administered	786	776	920	
Salesperson Administered	2,219	2,048	1,953	

[http://www.dre.ca.gov/lic\\_home.html](http://www.dre.ca.gov/lic_home.html)

License Info Plus Approved School Lists

### Real Estate Salesperson License

To obtain a real estate salesperson license, you must first qualify for and pass a written examination. Those who pass the examination are provided a license application which must be submitted to and approved by the DRE.

This license is required of individuals who conduct licensed real estate activities as described in the [Real Estate Law](#) under the supervision of a licensed broker. A license may also be obtained by a person who does not immediately intend to be employed by a

broker. However, a salesperson without an employing broker may not perform acts requiring a real estate license.

### General Requirements

- **Age:** You must be 18 years of age or older to be issued a license.
- **Residence:** [Proof of Legal Presence](#) in the United States is required. If you are not a California resident, see [Out-of-State Applicants](#).
- **Honesty:** Applicants must be honest and truthful. Conviction of a crime may result in the denial of a license. Failure to disclose **any** criminal violation or disciplinary action in an applicant's **entire history** may also result in the denial of a license. For further information, see [Help Avoid Denial of Your License Application](#) and [Application Eligibility Information \(RE 222\)](#).

### Course Requirements

Successful completion of three college-level courses is required to qualify for a real estate salesperson examination:

1. **Real Estate Principles**, and
2. **Real Estate Practice**, and
3. **One course from the following list:**
  - Real Estate Appraisal
  - Property Management
  - Real Estate Finance
  - Real Estate Economics
  - Legal Aspects of Real Estate
  - Real Estate Office Administration
  - General Accounting
  - Business Law
  - Escrows
  - Mortgage Loan Brokering and Lending
  - Computer Applications in Real Estate
  - Common Interest Developments

**Note:** Members of the California State Bar are statutorily exempt from the college-level course requirements. Evidence of admission to practice Law in California must be furnished, such as a photocopy of both sides of a California State Bar membership card.


Members of any other State Bar as well as individuals holding an LL.B or J.D. degree who are not members of any State Bar, including CA, may generally qualify on the basis of education. These applicants are required to submit evidence of an LL.B. or J.D. Degree from a college or university accredited by the Western Association of Schools and

Colleges (or comparable regional accrediting agency recognized by the United States Department of Education) for evaluation.

Also, applicants who submit evidence of having completed the eight statutory college-level courses required for the broker examination and license are eligible to take the salesperson examination without submitting further evidence of experience or education.

Continuing education offerings do not satisfy the college-level course requirements for this examination.

Courses must be three semester-units or four quarter-units at the college level. Courses must be completed at an institution of higher learning accredited by the Western Association of Schools and Colleges or by a comparable regional accrediting agency recognized by the United States Department of Education, or by a private real estate school which has had its courses approved by the California Real Estate Commissioner. [Search for approved statutory/pre-license real estate courses.](#)

Courses completed through foreign institutions of higher learning must be evaluated by a foreign credentials evaluation service approved by the Department of Real Estate. See [Examination Applicant Foreign Education Information \(RE 223\)](#). 

Copies of official transcripts are generally acceptable evidence of completed courses. Transcripts of equivalent courses submitted as substitutes for the college-level courses listed above must be supported by an official course or catalog description in order to be evaluated for equivalency.

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*"The more fun you have selling real estate the more real estate you will sell"*- Jennifer Allan

Document created For 2010 Del Oro High School Career Day by Teri Andrews-Murch