

# DRE Update

Thursday, October 20, 2022

Jeff Oboyski  
Assistant Commissioner, Licensing

Patrick Dunne-Phillips  
Licensing Manager



California Community Colleges  
**REAL ESTATE EDUCATION CENTER**

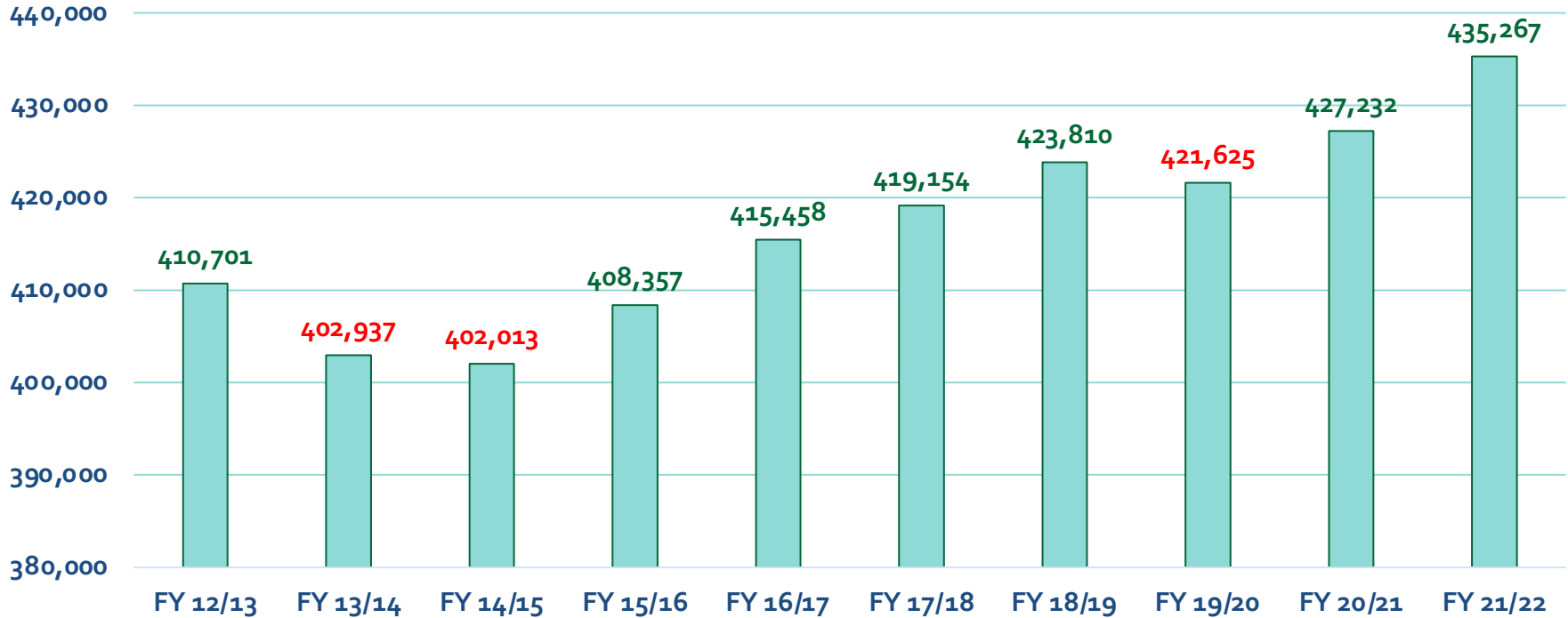


# Licensing

*Jeff Oboyski*

Assistant Commissioner

# DRE Licensee Population





# California's Real Estate Industry

## Number of Licensees – As of June 30, 2022

435,267

Brokers: 29%  
Salespersons: 71%

+8,035

Change from 2021

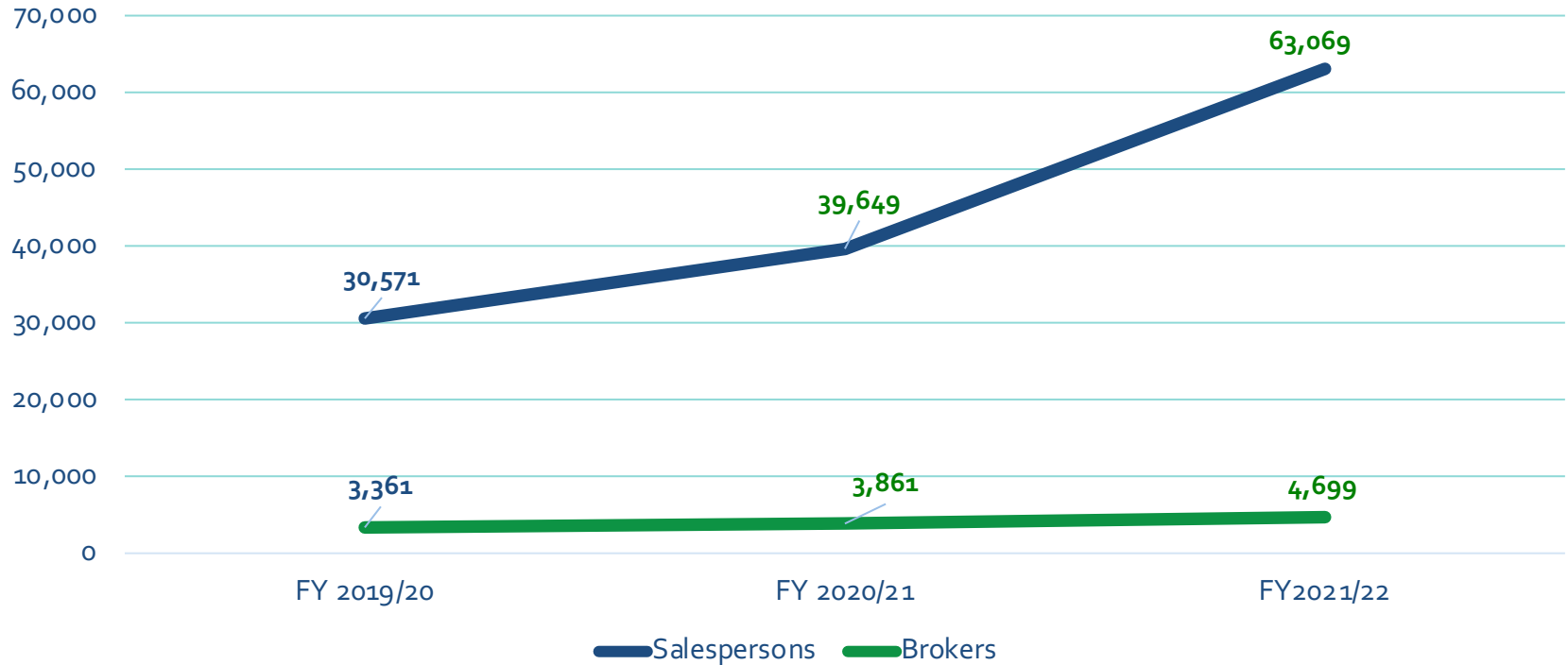
+ 13,642

Change from 2020

# Exams Administered



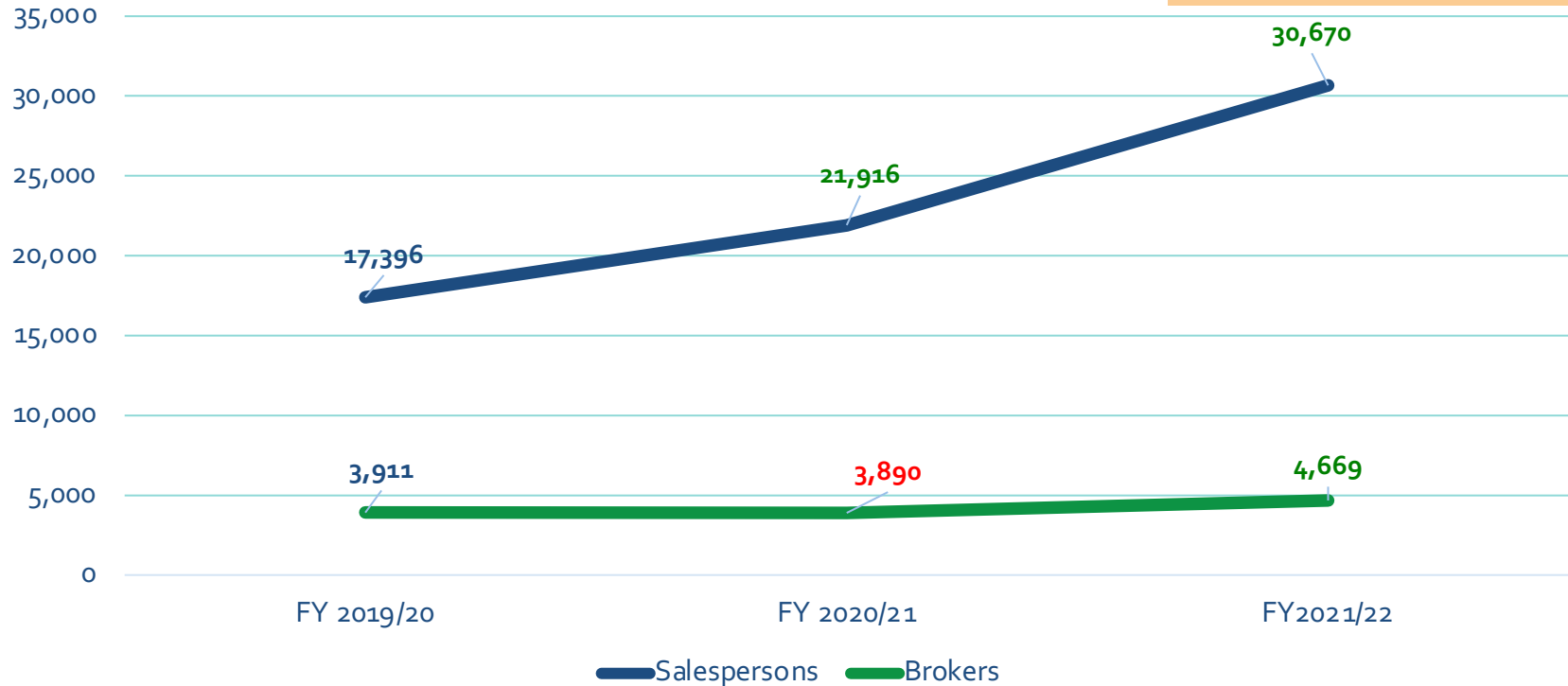
**GREEN** = Up from Previous Year  
**RED** = Down from Previous Year  
**BLUE** = No Change



# Licenses Issued



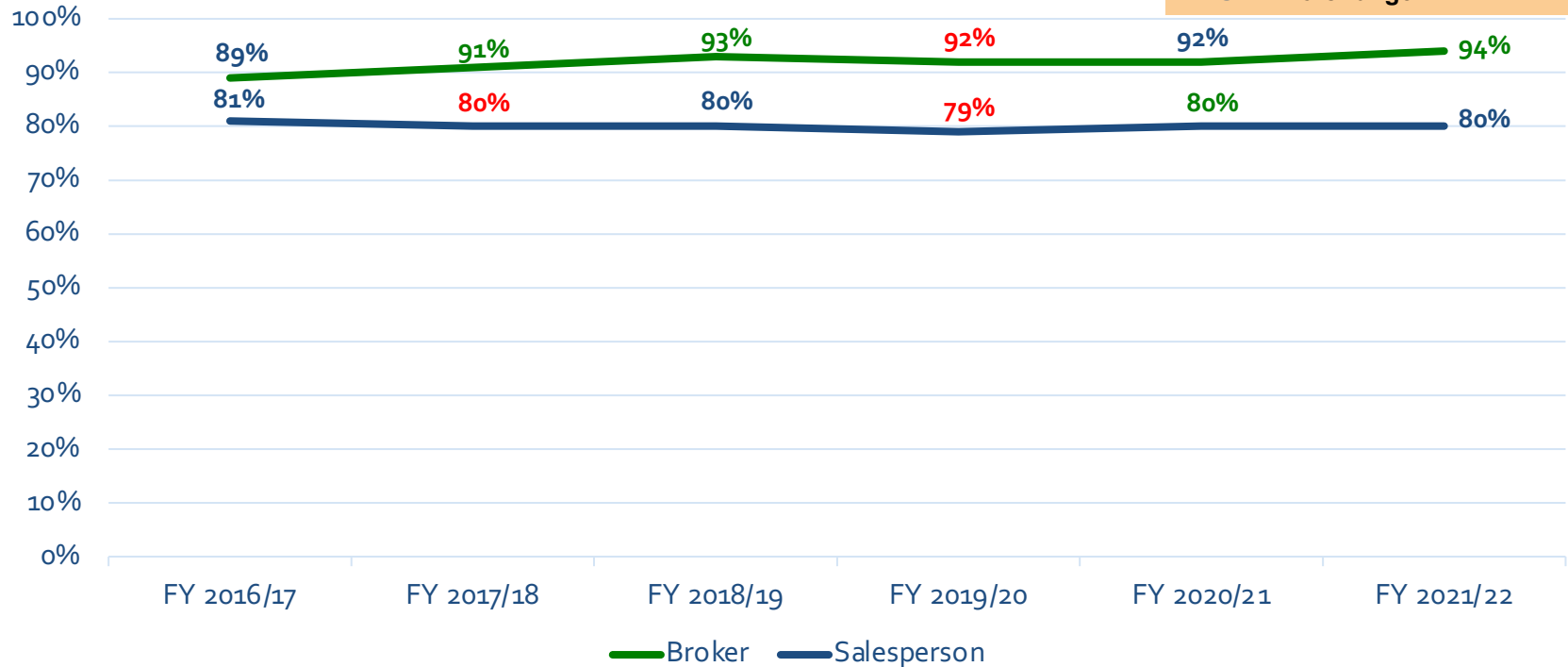
**GREEN** = Up from Previous Year  
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# Licenses Renewal Rates



**GREEN** = Up from Previous Year  
**RED** = Down from Previous Year  
**BLUE** = No Change





# New Continuing Education Requirements

<https://dre.ca.gov/Licensees/CourseProviders.html>

## Continuing Education (CE) Courses (SB 263)

1. Adds Interactive Participatory Component to Fair Housing Course
2. Adds Two-Hour Implicit Bias Course
  - ▶ Component regarding impact of implicit bias, explicit bias, and systemic bias on consumers & historical & social impact of those biases
3. Updates Survey Course from Eight to Nine Hours to Allow for New Implicit Bias Content

For licenses that expire starting:

**January 1, 2023**





# Bias & Fair Housing Education

[https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill\\_id=202120220SB1495](https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=202120220SB1495)

## Pre-Licensure Education Courses (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
  - ▶ Must Include Interactive Student Roleplaying as Both Consumer & Real Estate Professional

For license applications starting:

**January 1, 2024**

## Education & Experience Requirements for Licensure

### ■ AB 2745 (Irwin)

- ▶ Broker License: Requires that two years' general real estate experience be within the 5-year period immediately prior to the date of the application

## Housing / Adaptive Reuse

### **AB 2011** (Wicks)

- ▶ Creates a streamlined approval process for 100% affordable housing projects in commercial zones & for mixed-income housing projects along commercial corridors

 **Could increase market-feasible housing development opportunities by 1.6 to 2.4 million new homes\***

# New Laws



## Housing

### SB 6 (Caballero)

- ▶ Establishes housing as an allowable use on any parcel zoned for office or retail uses



# eLicensing System

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



## Online Exam / License Application System "OELA"

### Four Applications Available

1. Salesperson Exam Only
2. Salesperson Exam / License Combo
3. Broker Exam Only
4. Broker Exam / License Combo

The screenshot displays 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 located in the top right corner. Below the navigation bar, a banner for the '2022 Real Estate Law Book Available Online Now!' is visible, with a 'Click to Read' button. The main content area includes a 'COVID-19 UPDATES' section, an 'Ask DRE Licensing' button, and a 'Our Mission' section. A sidebar on the right features the 'eLicensing' system, with buttons for 'Apply for Your Exam/License', 'Schedule Your Exam', 'Update Your License', and 'Renew Your License'. Below these buttons, there is a promotional message: 'Help us remodel this website! CLICK HERE'. The bottom of the page shows a 'HOUSING' section.



# 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

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# eLicensing System

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



## Saves Time for DRE

- Less Paper
- Faster to Process
- Fewer Mistakes
- Fewer Phone Calls

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# eLicensing System

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



## Broker and Licensed Officers can now add / cancel branch office addresses through eLicensing

Please make your selection from one of the options below:

License Options:

- [License Renewal](#)
- [View/Update Your Responsible Brokers and Broker-Associates](#)
- [Change Your Mailing Address Only](#)
- [Add/Change Your Main Office Address Only](#)
- [Add/Cancel Your Branch Office Addresses](#)
- [Print License Certificate](#)
- [Review Your License Application](#)





## "Former Responsible Broker" History Info

**Former Name(s):**

Doe, John Jacob

**Responsible Broker:**

License ID: [00123456](#)

ABCDEF Real Estate Company  
1234 FIFTH STREET, STE 1  
ANYTOWN, CA 98765

**Former Responsible Broker:**

License ID: [00234567](#)

Doe & Knead Real Estate  
From 02/22/2019 to 1/1/2022

# New Online Processing Times Page

[https://dre.ca.gov/Licensees/CurrentTimeframes\\_menu.html](https://dre.ca.gov/Licensees/CurrentTimeframes_menu.html)

➔ Current Processing Times for Applications, Renewals, License Changes, and Certified Histories 

Select an Option Below

Exam & New License Applications

Renewals

License Changes

Certified Histories

## Exam and New License Application Current Processing Times:

Sales Exam Only (RE 400A)	+
Sales License Only (RE 202)	+
Sales Combo Exam/License (RE 435)	+
Broker Exam Only (RE 400B)	+
Broker License Only (RE 200)	+
Broker Combo Exam/License RE 436)	+
Corporation/Designated Officer License - New and Substitution (RE 201)	+



## Licensing Call Center

Ask.**DRE**Licensing@**dre**.ca.gov

**(877) 373-4542**

- General Licensing & Exam Questions
- Emails Answered in Order Received
  - ▶ 2,000+ Per Month
- Three Business Days to Respond

- Monday to Friday, 8 a.m. – 5 p.m.
- Calls Answered in Order Received
- Call First Thing in the Morning for Shortest Wait



# Licensing Call Center Improvements

- Added Additional Staff
- Added New Call Back Feature
  - ▶ Allows Callers to leave number & get call back from DRE when it's their turn in line



# Licensing

*Patrick Dunne-Phillips*

Manager - Education & Research and  
Exam Administration & Development

# SB 263 & SB 1495

## ■ SB 263 Approved implementation Jan.2023

- ▶ Made changes to two pre-license courses

  - Real Estate Practice

  - Legal Aspects of Real Estate

## ■ SB 1495 Approved implementation Jan.2024

- ▶ Corrects Drafting error in SB 263

  - Holds all changes to one pre-license course

  - Real Estate Practice

# SB 263 Compliant course reviews

## Communication with providers

- Email Blasts

- Direct Contact

## Course approval process

- Expedited Review

- Email delivery of deficiency letters

- Follow up on deficiency responses

## Interactive Participatory Components

- Videogame

- Discussion boards

- Partner role-play scenarios

# SB 1495 course review & approval plan

## ■ Communication with course providers

Email blasts

Virtual town hall meeting

Direct communication

## ■ Expedited review process

Private course provider reviews

WASC course reviews

Credit & No credit certificate courses



# Regulation Changes- SB 1495

## ■ Regulation Updates affecting SB 1495

Codify that all applying after 1/1/2024 must complete a compliant course of study in Real Estate Practice

Define Interactive Participatory Component meaning

# Statute Change- SB 2745

## ■ SB 2745 Approved, effective Jan. 2023

Broker applicants must have 2 years general real estate experience must be within past 5 years.

Considers degrees with a major or minor in real estate as equivalent to 2 years general real estate experience

# Education Course Approvals to Date

## Continuing education courses

- ▶ Received: 84
- ▶ Approved: 85
- ▶ YOY: -27

## Pre-License

- ▶ Received: 25
- ▶ Approved: 23
- ▶ YOY: -32

# Exam Administration and Development

## Exam Administrations

- ▶ 100% capacity
- ▶ Covid safety precautions remain in effect
- ▶ Pre-Covid 19 administration scheduling model

## San Diego Exam center move

- ▶ Nov. 30
- ▶ 8620 Spectrum Center Blvd.

# 2023 Exam validation Process

## Occupational analysis

- ▶ Survey licensing population
- ▶ Data analysis

## Item review

- ▶ SME review of existing exam content

## Gap analysis

- ▶ Identify knowledge gaps

## Item writing

- ▶ Update & create exam content

## Contact Information

Questions? Email me at  
**[Patrick.dunne-phillips@dre.ca.gov](mailto:Patrick.dunne-phillips@dre.ca.gov)**