

Department of Real Estate Update

Thursday, April 20, 2023

Eileen Brewster
Licensing Manager

Patrick Dunne-Phillips
Licensing Manager



California Community Colleges
REAL ESTATE EDUCATION CENTER



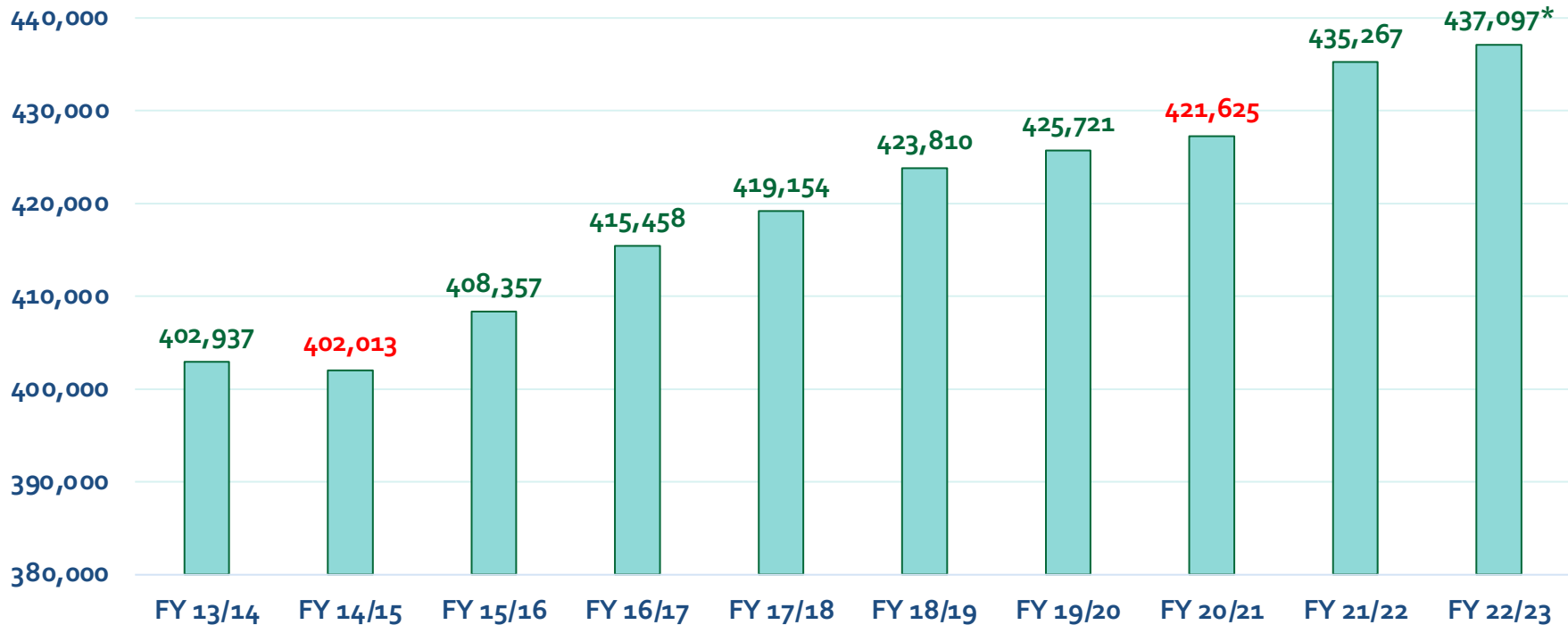
Licensing

Eileen Brewster

Licensing Manager
Pre-Licensing Services



DRE Licensee Population



*FY 22/23 a/o 03/31/23



California's Real Estate Industry

Number of Licensees – As of March 31, 2023

437,097

Brokers: 29%
Salespersons: 71%

+2,543

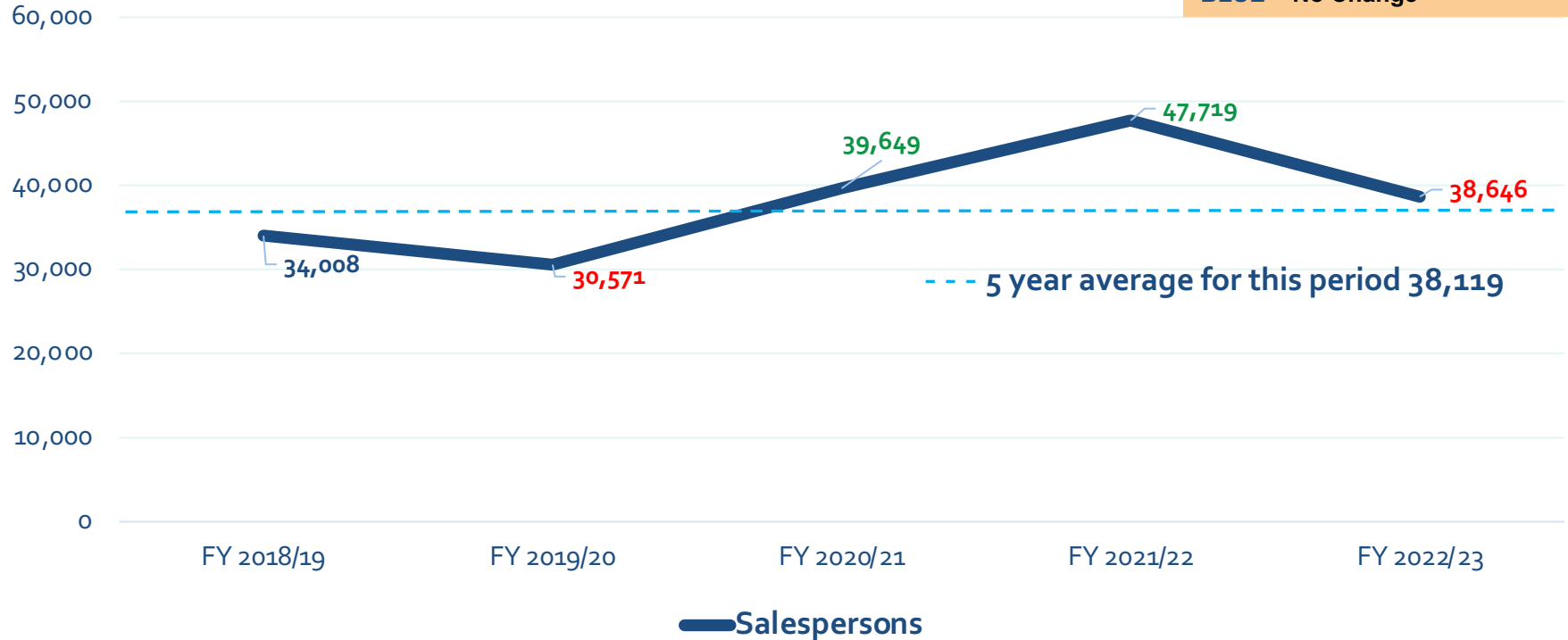
Change from 2022
(07/01 through 03/31)

Salesperson Exams Administered

July 1st – March 31st



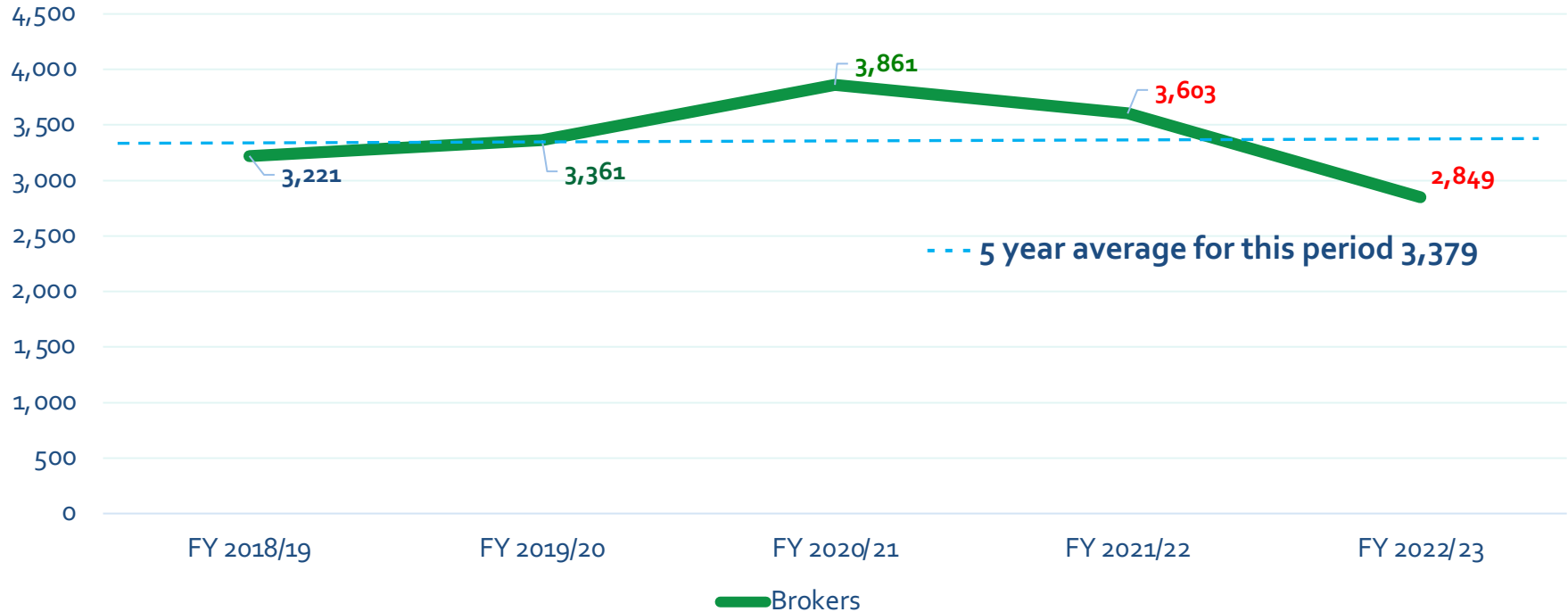
GREEN = Up from Previous Year
RED = Down from Previous Year
BLUE = No Change



Broker Exams Administered July 1st – March 31st



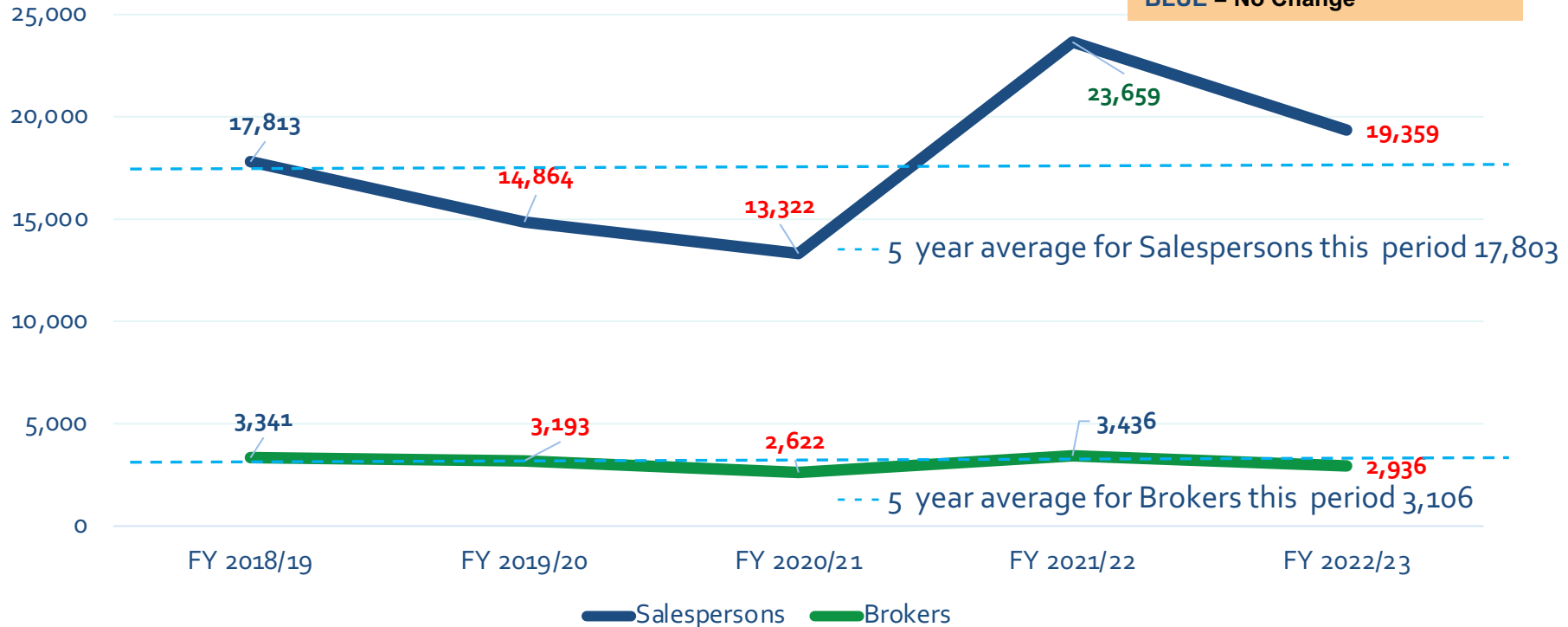
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Licenses Issued July 1st – March 31st

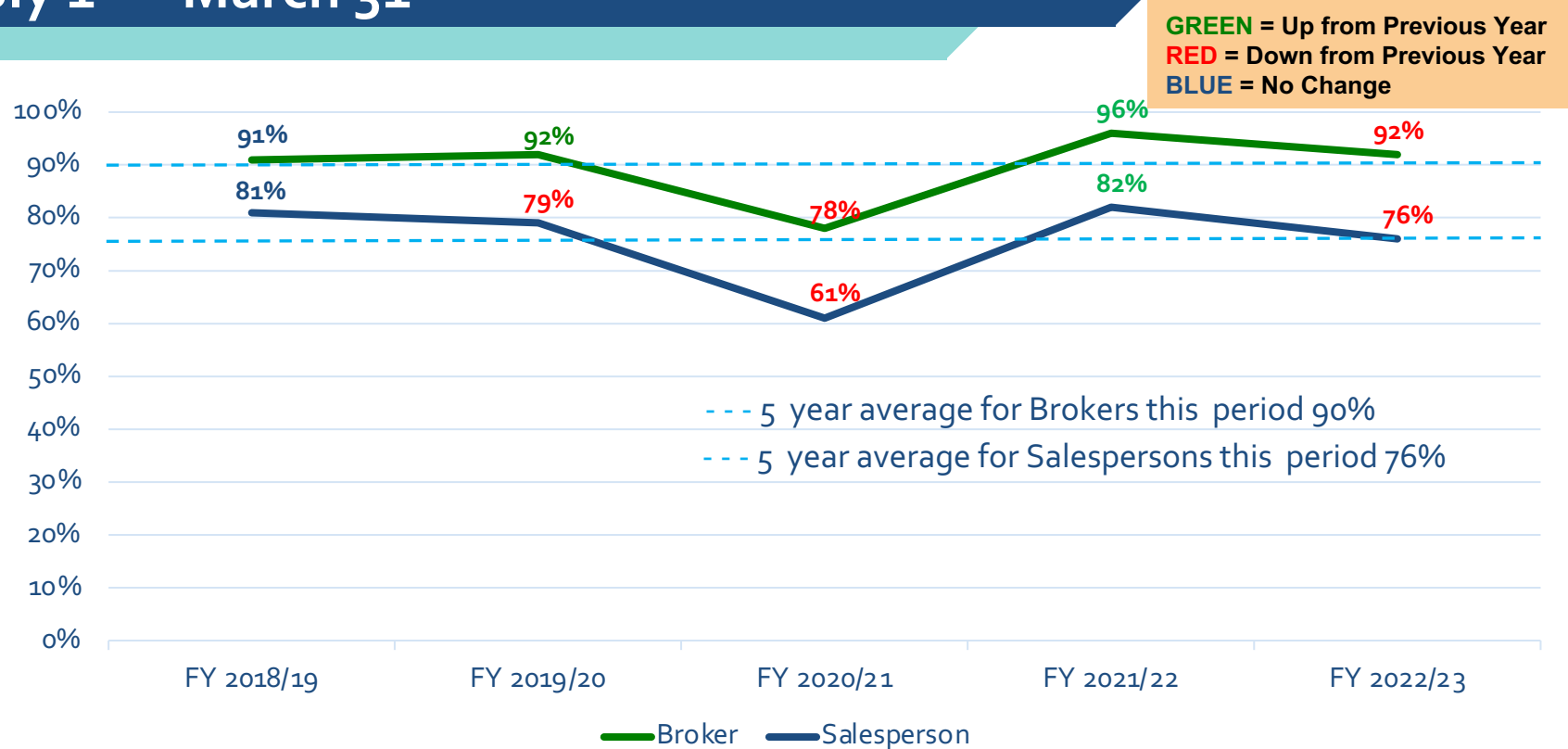


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Licenses Renewal Rates

July 1st – March 31st





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, as well as 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 expired on or after:

January 1, 2023

New Continuing Education Requirements (Regulations)



Regulations Implemented January 1, 2023:

- 3007.2- Refines Terms of a Material Change
- 3013.1- Defines Parameters for Those Licensees Impacted
- 3015- Defines Interactive Participatory Component*
- 3017- Fair Housing Course Requirements Briefly Outlined

New Continuing Education Requirements

(Interactive Participatory Component)

- The term “Interactive participatory component,” as used in Business and Professions Code section 10170.5 means instruction whereby the instructor actively involves the students in their learning process through instructor-student interaction and/or through guided student-student interaction.



Bias & Fair Housing Education

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 exam applications starting:

January 1, 2024

Bias & Fair Housing Education (cont.)



Education and Research Section

- Working with Colleges and Universities to get updated syllabuses submitted
- Working with private post-secondary education providers to get updated course packets.

DRE's Website

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

Alerts

Publications/Forms

Disciplinary Actions

Answers to Most Questions

eLicensing

The screenshot shows the top navigation bar of the California Department of Real Estate (DRE) website. It includes the CA.gov logo, the text "California Department of Real Estate DRE", and a search bar. Navigation links for "HOME", "CONSUMERS", "LICENSEES", "EXAMINEES", and "DEVELOPERS" are visible. A prominent red banner features the text "LICENSE APPLICANT ALERT" with a large white arrow pointing right. To the right of the arrow, it says "Starting January 1, 2024" and "All Applicants Must Meet New Pre-License Education Requirements". A "LEARN MORE" button with a right-pointing arrow is also present. At the bottom right of the banner, there are five small numbered boxes (1-5).



Our Mission

The mission of the California Department of Real Estate is to safeguard and promote the public interests in real estate matters through licensure, regulation, education and enforcement.



I am a...

Essential Information

- Verify a Real Estate License
- 2023 Real Estate Law
- Consumer Alerts
- Current News
- FAQs
- Steps to Becoming Licensed
- Forms
- Real Estate Bulletin Newsletter
- File a Complaint
- Real Estate Business Resources
- Complete List of Publications
- Invitation for Public Comment/Hearing Notices
- Course Provider Resources (Pre-License & CE)
- Current Processing Times for Applications, Renewals, and License Changes
- Examinee List/Licensee List Data Files

Connect With Us



The sidebar contains an "eLicensing" section with a house icon. Below it are four buttons: "Apply for Your Exam/License", "Schedule Your Exam", "Update Your License", and "Renew Your License". A yellow banner below these buttons reads "The Fastest Way to Apply for or Manage Your Real Estate License!" with a "CAL" logo. Below the banner is a "FIRST HOME CALIFORNIA" tile featuring a family and the text "Helping Californians Buy Their First Home". At the bottom of the sidebar are two smaller tiles: "MORTGAGE RELIEF" and "HOUSING IS KEY". Below these is a dark green tile that says "DRE Enforcement Actions are Online".

This block provides information about the California Governor's website. It features the "CALIFORNIA ALL" logo and the text "Governor Gavin Newsom Visit Governor's Website". Below this are two small portraits: "Secretary of State and General Services" (CARLOS M. CASTRO RAMIREZ) and "Real Estate Commissioner" (DOUGLAS R. MCGARREY).



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 advertises the '2022 Real Estate Law Book Available Online Now!' with a 'Click to Read' button. A large orange arrow points from the top right towards the 'eLicensing' button in the sidebar. The sidebar contains the following elements:

- eLicensing** (with a house icon)
- [Apply for Your Exam/License](#)
- [Schedule Your Exam](#)
- [Update Your License](#)
- [Renew Your License](#)
- [The Fastest Way to Apply for or Manage Your Real Estate License!](#)
- [Help us remodel this website! CLICK HERE](#)

The main content area includes:

- COVID-19 UPDATES** (with a virus icon)
- Ask DRE Licensing** (with an envelope icon)
- Our Mission** (with a green arrow icon): The mission of the California Department of Real Estate is to safeguard and promote the public interests in real estate matters through licensure, regulation, education and enforcement.
- I am a...** (with a dropdown menu): Select an item from the list.
- Essential Information** (with a star icon):
 - Verify a Real Estate License
 - 2022 Real Estate Law
 - Consumer Alerts
 - Current News
 - FAQs
 - Steps to Becoming Licensed
 - Forms
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 - Course Provider Resources (Pre-License & CE)
 - Current Processing Times for Applications, Renewals, and License Changes
 - Examinee List/License List Data Files



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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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
- Make use of the Call Back feature



Licensing

Patrick Dunne-Phillips

Licensing Manager

Education & Research and
Exam Administration & Development

SB 263 & SB 1495

■ SB 263 Implementation Update

- ▶ 33 providers approved to offer SB 263 complaint Fair housing courses
- 25 providers approved to offer SB 263 compliant Implicit Bias courses

■ SB 1495 Implementation Update

- ▶ 18 Courses submitted to date
- Dre.ca.gov course search information updated to list compliant courses

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

Education Course Approvals to Date

Continuing education courses

- ▶ Received: 238
- ▶ Approved: 198
- ▶ YOY: +51

Pre-License

- ▶ Received: 94
- ▶ Approved: 65
- ▶ YOY: +29

Exam Administration and Development

■ Exam Administrations

- ▶ 100% capacity
- ▶ Some Covid safety precautions remain in effect

■ San Diego Exam center relocated

- ▶ 8620 Spectrum Center Blvd.
- ▶ 45 seat exam center

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