

## California Pre-License General Information Page

### About Aceable Real Estate School

Aceable Real Estate School

[www.aceableagent.com/real-estate-license/california/](http://www.aceableagent.com/real-estate-license/california/)

DRE Sponsor ID #: **S0654**

[support@aceableagent.com](mailto:support@aceableagent.com)

Tel: (855) 637-1886

610 WEST 5TH ST, STE 603 AUSTIN, TX 78701

### About Our California Pre-License Courses

#### School Fees

*The total cost of the Mobile App and/or Online course is stated at the time of purchase. All courses are included in the "California Real Estate Pre-License Packages: Basic, Deluxe and Premium". The Basic Package is \$179, the Deluxe Package is \$254, and the Premium Package is \$319. There are no other fees related to our courses!*

#### **Real Estate Practice (45 Hours) - #4790-23**

*Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more. Topics include: Ethical Real Estate Practices, Property Condition and Disclosure, Listing and Buyer Representation Agreements, Real Estate Valuation, California Leasing and Property Management, Contract Law Principles and Purchase Contracts.*

*This course includes the SB 1495 requirements pertaining to fair housing, explicit bias, and implicit bias.*

*There is an online study guide titled "Aceable California Real Estate Practices Study Guide" that contains 141 pages of content that supplements the online Real Estate Practice course and is accessible while taking the online course.*

1 Real Estate Foundations	
	Welcome to Aceable!
	Working In Real Estate
	What Is Real Estate?
	Real vs. Personal Property
	The Characteristics of Land and Land Rights
2 Brokerage Overview	
	California License Law
	General Brokerage Provisions

	Record-keeping Requirements
<b>3</b>	<b>Ethical Real Estate Practice</b>
	Ethics Review & NAR Code of Ethics Introduction
	Duties to Clients and Customers
	Duties to the Public
	Duties to Realtors
	Enforcement of the Code of Ethics
<b>4</b>	<b>CHECKPOINT 1</b>
	Practices Checkpoint 1
<b>5</b>	<b>Property Condition and Disclosure</b>
	Property Condition Disclosures and Liability
	Home Inspections Insurance and Warranties
	Material Facts Related to Environmental Issues
	Material Facts Related to Public Controls
<b>6</b>	<b>Listing and Buyer Representation Agreements</b>
	Introduction to Agency Agreements
	Types of Listing Agreements
	Key Clauses in Listing Agreements and Buyer Representation Agreements
<b>7</b>	<b>Real Estate Valuation</b>
	Value in Real Estate
	Comparative Market Analysis
	CMA Workshop
<b>8</b>	<b>CHECKPOINT 2</b>
	Practices Checkpoint 2
<b>9</b>	<b>Approaches to Valuation</b>
	Sales Comparison Approach
	Cost Approach
	Cost Approach Workshop
	Income Approach
	Income Approach Workshop
<b>10</b>	<b>California Leasing and Property Management</b>

	Basics of Property Management
	Duties of Property Management: Marketing Tenants and Rent
	Duties of Property Management: Maintenance and Finance
	Landlord-Tenant Law
	Property Management Agreements and Leases
<b>11</b>	<b>Basic Construction</b>
	Chapter 1: The Structure
	Chapter 2: Major Systems
<b>12</b>	<b>CHECKPOINT 3</b>
	Practices Checkpoint 3
<b>13</b>	<b>Contract Law Principles</b>
	Contract Validity and Legal Statuses
	Other Contract Considerations
	Discharge of Contracts
<b>14</b>	<b>The Purchase Contract</b>
	Offers Counteroffers and Multiple Offers
	The Purchase Contract
	Purchase Contract Walkthrough
	Purchase Contract Workshop
<b>15</b>	<b>Practical Practice</b>
	Finding and Interacting with Clients
	Listing Presentations Marketing Plans and Open Houses
	Fair Housing: In Practice
<b>16</b>	<b>CHECKPOINT 4</b>
	Practices Checkpoint 4
<b>17</b>	<b>Practice Test</b>
	Practices Practice Test
<b>18</b>	<b>What's Next?</b>
	What's Next?
<b>Final Exam</b>	

## **Real Estate Principles (45 Hours) - #4726-22**

*Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more. Topics include: Land Descriptions and Subdivisions, Acquisition and Transfer of Real Property, Liens and Encumbrances, Leases, Contracts, Unlawful Discrimination, Agency and Business Principles, and Ethics.*

*There is an online study guide titled "Aceable California Real Estate Principles Study Guide" that contains 147 pages of content that supplements the online Real Estate Principles course and is accessible while taking the online course.*

<b>1</b>	<b>The Real Estate Profession</b>
1.1	Welcome to Aceable!
1.2	Introduction to the Real Estate Business and Brokerage
1.3	Sales Leasing and Counseling
1.4	Property Management
1.5	Value and Financing
1.6	Development and Construction
<b>2</b>	<b>Types of Real Estate</b>
2.1	Use-based Properties
2.2	Common Interest Ownership Properties
2.3	Group Real Estate Investment Forms
<b>3</b>	<b>Real Property Ownership</b>
3.1	Estates
3.2	Forms of Ownership
3.3	Businesses and Trusts
<b>4</b>	<b>CHECKPOINT 1</b>
4.1	Checkpoint 1
<b>5</b>	<b>Easements and Liens</b>
5.1	Private Land-use Controls
5.2	Encumbrances and Easements
5.3	Liens
<b>6</b>	<b>Agency Principles</b>
6.1	Agency Fundamentals

6.2	Types of Agency and Agents in Real Estate
6.3	Responsibilities in the Relationships
6.4	The Creation and Termination of Agency
<b>7</b>	<b>Role of an Agent in a Real Estate Transaction</b>
7.1	How Brokerage Affects Agency
7.2	Undivided Loyalty
7.3	Limited Loyalty
<b>8</b>	<b>CHECKPOINT 2</b>
8.1	Principles Checkpoint 2
<b>9</b>	<b>Acquisition and Transfer of Title</b>
9.1	Deeds and the Transfer of Property
9.2	Elements of a Valid Deed
9.3	Types of Deeds
9.4	Conveyance After Death
9.5	Title
<b>10</b>	<b>Escrow and Settlement</b>
10.1	The Escrow Process
10.2	Closing Costs
<b>11</b>	<b>The Lending Process</b>
11.1	Approving the Borrower
11.2	Approving the Property
11.3	Closing the Loan
<b>12</b>	<b>CHECKPOINT 3</b>
12.1	Principles Checkpoint 3
<b>13</b>	<b>Finance Overview</b>
13.1	Basic Finance Concepts
13.2	Calculating Interest & Monthly Payments
13.3	The Lending Process in Action
<b>14</b>	<b>Legal Land Descriptions and Measurement</b>
14.1	Legal Description Methods
14.2	Government Survey System

14.3	Measuring Real Property
<b>15</b>	<b>Leasehold Interests</b>
15.1	Types of Leases
15.2	Commercial Leases
15.3	Elements of a Valid Lease
15.4	Rights Responsibilities and Termination
<b>16</b>	<b>CHECKPOINT 4</b>
16.1	Principles Checkpoint 4
<b>17</b>	<b>Practice Test</b>
17.1	Principles Practice Test
	<b>Final Exam</b>

### **Legal Aspects of Real Estate (45 Hours) - #4775-22**

*Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more. Topics include: California Brokerages, Fair Housing, Predatory Lending, Contract Law, Escrow and Title Transfer and Law of Agency.*

*There is an online study guide titled "Aceable California Legal Aspects of Real Estate Study Guide" that contains 166 pages of content that supplements the online Legal Aspects of Real Estate course and is accessible while taking the online course.*

<b>1</b>	<b>California License Law</b>
	Welcome to Aceable!
	Introduction to California License Law
	Licensing Requirements
	Misconduct and Discipline
<b>2</b>	<b>Real Estate Brokerage in California</b>
	Broker Supervision and Management
	Office Policy and Record Keeping
	Commission Procedures and Regulations

	Brokerage Advertising
3	Fair Housing
	Fair Housing Acts and Exemptions
	Fair Housing Court Cases and Enforcement
	Federal Disability Law
	Discriminatory Practices
	Responsibilities and Scenarios
4	CHECKPOINT 1
	Legal Aspects Checkpoint 1
5	Predatory Lending
	Predatory Lending
6	Consumer Protection Laws
	Antitrust Laws
	Consumer Protection
7	Government Powers and Control of Land Use
	Public Land-use Controls
	Taxes and Real Estate
	Planning and Zoning
	Environmental Legislation and Issues
8	CHECKPOINT 2
	Legal Aspects Checkpoint 2
9	California Landlord-tenant Law
	Leases
	Landlord and Tenant Responsibilities
	Terminating a Lease and Eviction
10	Contract Law Overview
	Valid Contracts
	Contract Classifications & Other Considerations
	Discharge of Contracts
11	Agency Overview
	The Law of Agency

	Agent Duties
	Approved Agency Relationships
12	CHECKPOINT 3
	Legal Aspects Checkpoint 3
13	Escrow and Transfer of Title Overview
	Escrow in California
	Deeds and Title
	Closing Costs
14	Income Tax and Real Estate
	Income Tax and Real Estate
15	Principles of Real Estate Finance
	Understanding Real Estate Finance
	The Mortgage Market
	Math Concepts and Calculating Interest
	Calculating Amortized Loans and More
16	CHECKPOINT 4
	Legal Aspects Checkpoint 4
17	Methods of Financing
	Common Mortgage Types
	Other Types of Loans
	Government-backed Loans
18	Instruments of Finance
	The ABCs of Mortgage Loans
	Financial Regulation
	Foreclosure
19	The Practice of Appraisal
	The Practice of Appraisal
20	CHECKPOINT 5
	Legal Aspects Checkpoint 5
21	Practice Test
	Legal Aspects Practice Test



22	What's Next?
23	<b>Final Exam</b>

### **About Your Final Exam**

This course final will have 100 multiple choice questions and be open book. You will have 100 minutes to complete the exam. You will lose access to your exam when you reach the time limit and the exam will be scored. Any unanswered questions will be marked incorrect. You must score a 70% to pass the exam.

Please note there are 2 versions of the course final. You will only have 2 attempts, after failing the 2nd final you will need to retake the course. If you fail on your first attempt, you may take the exam again immediately or whenever you would like after the first exam attempt time has elapsed.

The final exam is autoproctored with Examity. You must use Google Chrome and disable your pop-up blocker. You must use a desktop, laptop, or Chromebook. Tablets are not supported by Examity. Your device must have an external webcam, a builtin or external microphone, and built-in or external speakers. Your internet must have an upload and download speed of at least 2Mbps. Examity recommends 10Mbps for the best performance.

Please note that when taking your exam through Examity, you will be audio and video recorded.

Information on how to launch Examity and create a profile can be found here - <https://support.aceableagent.com/hc/en-us/articles/6962443556119-How-do-I-take-my-autoproctored-exam-with-Examity-Georgia-Virginia-Pennsylvania-North-Carolina-Colorado-and-California-only->. You will go to the course final exam page on your AceableAgent account and click on the "Launch Examity" button. If you don't have a profile for Examity, you will need to create one. Then, you select your exam and launch it.

### **Completion Requirement Policy**

This course must be completed within one year of registration.

## **Other Important Information**

### **Refund/Cancellation Policy and Additional Policies and Procedures**

Aceable's refund policy and additional policies and procedures are [available here](https://www.aceableagent.com/terms-and-conditions/) - <https://www.aceableagent.com/terms-and-conditions/>.

**REFUND POLICY.** AceableAgent courses are fully refundable if the STUDENT has not completed the course AND if the refund request is made within 30 days of purchase. "Completion of a course" occurs when you have completed all levels in a course, regardless if you have taken or passed the final exam. If you had previously purchased a course extension due to an expiring course completion date, the course extension purchase is not refundable. If the purchase was made via credit card, Paypal or the Google Play store, please contact customer support ([support@aceableagent.com](mailto:support@aceableagent.com)) to request a refund. If the

purchase was made through Apple iTunes, please request the refund through Apple, then here are instructions for that process [here](https://support.apple.com/en-us/HT204084) - <https://support.apple.com/en-us/HT204084>.

Unless otherwise prohibited by your State's laws or regulations, students may also be eligible for a refund under our Ace or Don't Pay Guarantee. If you do not pass the real estate licensing exam, we will give you your money back! To be eligible for this, you must: (a) complete all hours of your AceableAgent pre-license course prior to taking your licensing exam; (b) take at least three attempts of the State Exam within 90 days of completing your AceableAgent pre-license course; and (c) have purchased your course directly through AceableAgent rather than a third party website. If you choose to redeem your Ace or Don't Pay Guarantee, you will lose access to your AceableAgent account, and you will not receive any additional services that may have been part of your purchase. In order to redeem your guarantee, you will need to email [support@aceableagent.com](mailto:support@aceableagent.com) a photo of your State Exam results showing your three failed attempts. If you choose to not redeem the Ace or Don't Pay Guarantee, then you will retain access to all study and review materials so you can prepare for your next exam attempt, and you will be eligible to retake or review your pre-license courses with AceableAgent at no extra cost.

**CANCELLATION POLICY.** A full refund for the course will be made to any STUDENT who cancels the enrollment contract before midnight of the thirtieth day after the enrollment contract is signed by the STUDENT, unless the STUDENT has successfully completed the course or received a failing grade on the course examination. A STUDENT failing the personal or course validation is considered to have completed the course but failed.

#### **DRE Disclaimer Statement**

This course is approved for pre-license education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructors, authors, or lecturers.

#### **Attendance Policy**

For live courses, students must attend a minimum of 90% of the approved course hours to be eligible to receive DRE pre-license course credit.

#### **Live Course Identification Statement**

Participants shall present one of the following forms of identification below immediately before admittance to a live presentation of an offering:

- A. A current California driver's license.
- B. A current identification card described in Section 13000 of the California Vehicle Code
- C. Any identification of the participant issued by a governmental agency or a recognized real estate related trade organization within the immediately preceding five years which bears a photograph, signature and identification number of the participant.

#### **Correspondence Course Identification Statement**

Participants shall present one of the following forms of identification immediately before the administration of the final examination:

- A. A current California driver's license.
- B. A current identification card described in Section 13000 of the California Vehicle Code
- C. Any identification of the participant issued by a governmental agency or a recognized real estate related trade organization within the immediately preceding five years which bears a photograph, signature and identification number of the participant.

**Online Evaluation Statement**

A course and instructor evaluation is available on the California Department of Real Estate (DRE) website at [www.dre.ca.gov](http://www.dre.ca.gov). Access this form by typing in "RE 318A" in the search box located in the upper right corner of the home page.

**Course Provider Complaint Statement**

A course provider complaint form is available on the California Department of Real Estate (DRE) website at [www.dre.ca.gov](http://www.dre.ca.gov). Access this form by typing in "RE 340" in the search box located in the upper right corner of the home page. An informational form regarding course provider complaints, "RE 340A" is also available.