

Del Oro Career Day 2012 Real Estate Agent Module

Presenter:

Teri Andrews-Murch, Realtor®, Lyon Real Estate

Links:

Ca Department of Real Estate: www.dre.ca.gov

National Association of Realtors®: www.realtor.org

California Association of Realtors®: www.car.org

Placer County Association of Realtors®: www.pcaor.com

Sacramento Association of Realtors®: www.sacrealtor.org

Nevada County Association of Realtors®: www.nevadacountyraor.com

Sierra College: www.SierraCollege.edu

Trulia: www.trulia.com

City-Data: www.city-data.com

Active Rain: www.activerain.com

Sell With Soul: www.sellwithsoul.com

ANSI Positive Mind: www.appliedneuroscienceinstitute.com

Strengths Finder Test:

www.authentic happiness.sas.upenn.edu select VIA test

Books I've enjoyed

Sell With Soul – Jennifer Allan

If You're Not Having Fun Selling Real Estate You're Not Doing It Right- Jennifer Allan

Strength Finder 2.0- Tom Rath

The 7 Habits of Highly Effective People- Steven Covey

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

Financial Planning Books by David Bach-multiple titles

Information below is from the Ca Department of Real Estate Website: www.DRE.CA.gov
 Licensee/Examinee Statistics for Fiscal Year 2012

JUNE 2012

	<i>This month</i>	<i>Last month</i>	<i>12 months ago</i>	<i>24 months ago</i>
Licensee Population:				
Brokers	142,448	142,554	145,393	149,920
Salespersons	280,632	281,511	302,246	333,330
Total Licensees	423,080	424,065	447,642	483,250
Real Estate Licenses Issued:				
Original Broker	529	506	612	
Original Salesperson	1,091	1,072	1,111	
Examinations:				
Broker Administered	670	690	752	
Salesperson Administered	1,734	1,948	1,883	

MAY 2012

	<i>This month</i>	<i>Last month</i>	<i>12 months ago</i>	<i>24 months ago</i>
Licensee Population:				
Brokers	142,554	142,640	145,730	150,242
Salespersons	281,511	282,464	305,274	335,918
Total Licensees	424,065	425,104	451,004	486,160
Real Estate Licenses Issued:				
Original Broker	506	537	464	
Original Salesperson	1,072	1,029	967	
Examinations:				
Broker Administered	690	570	727	
Salesperson Administered	1,948	1,372	1,576	

APRIL 2012

	<i>This month</i>	<i>Last month</i>	<i>12 months ago</i>	<i>24 months ago</i>
Licensee Population:				
Brokers	142,640	142,989	146,240	150,757
Salespersons	282,464	283,596	308,524	339,189
Total Licensees	425,104	426,585	454,764	489,946
Real Estate Licenses Issued:				
Original Broker	537	554	500	
Original Salesperson	1,029	1,049	1,013	
Examinations:				
Broker Administered	570	610	723	

License Information Plus Approved School Lists Visit DRE Website for complete list
<http://www.dre.ca.gov/FAQ.html#licensee>

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.

Speakers Contact Info:

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



What does it take to earn \$100,000/ year (gross) selling real estate?

Average Single Family Home Price \$342,000

Average Commission: 5.5%

Broker & Agent Split: 40/60

Calculations:

Commission rate split 50/50 between Listing & Selling Brokers: $5.5 / 2 = \underline{\hspace{2cm}}$ %

$\$342,000$ (price of home) \times 0.0275 (commission rate) = \$ gross commission to Broker

$\$9405 \times 0.6$ (agent's split) = \$ gross commission to Agent

So How Many Homes Do You Have to Sell??

$\$100,000$ (desired gross) / $\$5643$ (commission per sale) = sales

Notes: This is gross income before taxes and expenses. To net \$100,000/yr you would most likely need to gross about \$150,000. or sell about 26.5 houses at the average price.

These figures are for example purposes only as there is no set commission rate or set broker split between agent & broker it is all negotiable.

Graph of Home Sales Placer County Last 10 years

