ACCREDITED REAL ESTATE SCHOOLS, INC.

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DRE Sponsor Number: S0011

GENERAL INFORMATION PAGE

STATUTORY / PRE-LICENSING COURSES

Real Estate Principles, Real Estate Practice, Property Management, Legal Aspects of Real Estate, Real Estate Appraisal, Real Estate Economics, Real Estate Finance, Business Law, Mortgage Loan Brokering, & Escrow
to be provided to the participant prior to registration/enrollment.

COURSE DESCRIPTIONS

Real Estate Principles

Textbook: California Real Estate Principles by Bryan Church and Schyler Church (2019), 520 pages
Overview: Before, During, and After a Real Estate Transaction – Starting a Career in Real Estate – Working with Buyers and Sellers Prior to a Real Estate Transaction – Agency Relationships, Ethics, and Fair Housing – Property and Estates in Land – Real Estate Contracts: Offer and Acceptance – Opening Escrow and the Escrow Process – Disclosures Part I – Disclosures Part II – Physical Inspection Contingencies – Appraisal Contingencies – Financing Contingencies – Taking Title to Real Property – After the Real Estate Transaction – Working with Real Estate Investors and Real Estate Taxation

Real Estate Practice

Textbook: California Real Estate Practice by Bryan Church and Schyler Church, 2nd Edition (2023), 558 pages
Getting Started in the Real Estate Brokerage Business – Prospecting for Clients – Residential Listing Agreement – Seller's Advisory – Residential Purchase Agreement and Joint Escrow Instructions Part I & II – Buyer's Inspection Advisory – Opening Escrow and Real Estate Transfer Disclosure Statement – Statewide Buyer & Seller Advisory Part I & II – Real Estate Contract Contingencies & Closing the Transaction – New Home Sales & Subdivisions – Distressed Properties – Fair Housing with Online Interactive Participatory Component (Students Role Play as Both a Consumer and Real Estate Professional) and Implicit Bias – Trust Fund Handling and Risk Management

Property Management

Textbook: California Real Estate Property Management by Bryan Church (2017), 512 pages
A Day in the Life of a Property Manager – Property Management Overview – Leasehold Estates – The Property Management Plan – The Property Management Agreement and Agency Relationships – Tenant Screening and Finding Prospective Tenants – Lease Agreements and Security Deposits – Tenant Management, Lease Terminations, and Evictions – Records Management, Cost Controls, and Office Procedures – Property Maintenance – Managing Single-Family Rental Properties – Managing Condominium Rental Properties – Managing Multi-Unit Residential Buildings – Managing Commercial Leased Investments and Specialty Properties

Real Estate Appraisal

Textbook: Real Estate Appraisal by Bryan Church and Schyler Church (2026), 612 pages
Real Estate Appraisal Overview – Real Estate Value – Elements of Real Estate Value – Principles of Real Estate Value – Forces Affecting Real Estate Value – Variables Affecting Real Estate Value – Sales Comparison/Market Data Approach – Application of the Sales Comparison Approach Part I – Application of the Sales Comparison Approach Part II – Income/Capitalization Approach – Valuing One-to-Four Unit Residential Income Properties – Valuing Medium to Large Multi-Unit Residential Income Properties and Commercial Leased Investments – Valuing Short-Term Vacation Rental Properties – Cost Approach – Reconciliation, Final Opinion of Value, and Appraisal Reports

Real Estate Finance

Textbook: Real Estate Finance by Realty Publications, Inc., 8th Edition (2016), 638 pages
The Borrower-Lender Relationship – Notes and Their Provisions – The Trust Deed – Carryback Financing – Lenders – Recourse and Nonrecourse Loans – Default and Foreclosure – Tax Aspects of Financing

Legal Aspects of Real Estate

Textbook: Legal Aspects of Real Estate by Realty Publications, Inc., 6th Edition (2016), 478 pages
Sources of Real Estate Law – Real Estate Interests – Adjacent Owner Issues – Title and Vesting – Liens/Lis Pendens – Real Estate Remedies

Real Estate Economics

Textbook: Real Estate Economics: Realty Almanac 2018-2020 by Realty Publications, Inc. (2018), 451 pages
Jobs – Interest Rates – Real Estate Speculation – Home Equity – Renting: The Alternative to Homeownership – Mortgages – Inflation & CPI – Consumer Confidence – Savings – Construction – Inventory – Pricing – Stock Market – Retirees – First-Time Homebuyers – Fiscal Spending – Monetary Policy – Politics – Wealth from Other Nations – Taxation – Population Growth – Demographic Change – Regulation – Energy Consumption – Regional Housing Indicators

Mortgage Loan Brokering

Textbook: Mortgage Loan Brokering and Lending by Realty Publications, Inc. (2022), 607 pages
Licensing and Management – Consumer Mortgage Practice – Types of Mortgages – Consumer Protection – Servicing, Default, and Foreclosure – Private Lender Mortgages

Business Law

Textbook: California Business Law and Legal Environment by Walt Huber and Kim Tyler, 5th Edition (2018), 592 pages*
Introduction – Court System & Court Procedure – Alternative Dispute Resolution – Ethics, Law, & Business – Torts: Intentional, Negligent, & Liability – Business Torts & E-Commerce – Contracts: Offer, Acceptance, & Mutual Assent – Capacity & Consideration – Unlawful Agreements and the Statute of

Frauds – Consent & Performance – Interpretation & Third Parties – Contract Discharge & Remedies for Breach – Sales Law: Terms, Formation, Obligations, & Title – Sales Law: Risk of Loss & Warranties – Agency – Major Forms of Ownership – Major Federal Acts

Escrow

Textbook: Escrow 1 by Walt Huber, Joe Newton, and Anita Rubeck, 5th Edition (2017), 500 pages*

Pre-Escrow Transaction Coordinator – What is Escrow – Basic Escrow Processes and the Role of Transaction Coordinator – Sample One, Part One – Sample One, Part Two – Sample One, Part Three – Sample Two, Part One – Sample Two, Part Two – Sample Two, Part Three – Sample Three, Part One – Sample Three, Part Two – Exchange Escrow Sample – Processing the Exchange Escrow – Note and Trust Deed Escrow Sample – Processing the Note and Trust Deed Escrow

Method of Course: Correspondence	**Course Hours:** 45

Course Cost: $89 (includes eBook*). Physical textbook incurs $30 surcharge.

*Business Law and Escrow are not in eBook format.

Bundle courses for discounted rate:

1 course = $89	2 courses = $149	3 courses = $199	4 courses = $249
5 courses = $299	6 courses = $349	7 courses = $399	8 courses = $449

COURSE COMPLETION TIME LIMITS

There is a maximum course completion time limit of one year from enrollment. However, the DRE mandates a minimum course completion time of 18 days per course from date of enrollment. Minimum course completion time limits as follows:

1 course = 18 days	2 courses = 36 days	3 courses = 54 days	4 courses = 72 days
5 courses = 90 days	6 courses = 108 days	7 courses = 126 days	8 courses = 144 days

FINAL EXAMINATION

Number of Questions	Type of Questions	Time	Minimum Passing Grade	Number of Different Final Examinations	Method of Final Examination
100	Multiple Choice	Three Hours	60%	Two	Online^

COURSE COMPLETION CERTIFICATE

Course completion certificates will be available for download upon completion.

RECORDS

The school maintains a database of all students who enroll and/or complete statutory/pre-licensing courses. Please call the school for a duplicate copy of your certificate (a small handling fee will be charged).

REFUND POLICY

Money-back guarantee if material is returned unused within seven (7) days from enrollment date, less the $25 enrollment fee and any shipping charges if applicable.

CALIFORNIA DEPARTMENT OF REAL ESTATE DISCLAIMER

This course is approved for pre-license education credit by the 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.

ONLINE EVALUATION STATEMENT

A course and instructor evaluation is available on the California Department of Real Estate (DRE) website at 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 FORM

A course provider complaint form is available on the California Department of Real Estate (DRE) website at 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.

CORRESPONDENCE COURSE IDENTIFICATION STATEMENT

Participants shall present one of the following forms of identification immediately before 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.

ACCESSING ONLINE TESTING

1. Go to **www.accreditedschools.com.**
2. Select "**Student Login**." Read Exam Procedures and select "**Login**."
3. A logon prompt will appear where you will enter your **User ID and Password.**

PLEASE NOTE: Once you begin an exam, you must complete it in a single sitting. Exams are **timed** and display a countdown clock. When the time expires, the exam will automatically submit to our database. Per the California Department of Real Estate, exams are **not printable or downloadable**. If your internet connection is interrupted, you may log back in immediately and continue the exam. Please note that the timer will continue to run during the interruption.

TRADITIONAL FINAL EXAMINATIONS^

If you elect to take the final examination(s) through more traditional means, you can take the exams at our school location. Please schedule with an Accredited representative. In addition, please allow five business days for your results and certificate.