

## 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**

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### 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)

*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.*

|          |                                             |
|----------|---------------------------------------------|
| <b>1</b> | <b>Real Estate Foundations</b>              |
|          | Welcome to Aceable!                         |
|          | Working In Real Estate                      |
|          | What Is Real Estate?                        |
|          | Real vs. Personal Property                  |
|          | The Characteristics of Land and Land Rights |
| <b>2</b> | <b>Brokerage Overview</b>                   |
|          | 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)**

*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                              |

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|-----------|-----------------------------------------|
| <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)**

*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?                           |

## About Your Final Exam

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

Please note there are two versions of the course final. You will only have two attempts, and after failing your second attempt, you will need to retake the course. If you fail on your first attempt, you may retake the exam immediately, or whenever you'd like once the first attempt's time limit has elapsed.

If you are taking the final exam for your California course, you're able to take your proctored exam from the comfort of your own home through our partnership with ProctorU! Before getting started, you'll want to do a couple things.

### Before test day:

#### *Schedule an Appointment*

Before you can test, you'll need to schedule an appointment with ProctorU. Log into your course and click on your final exam, or [click here](#) for more information.

#### *Ensure You Have a Quiet, Private Location*

You can technically take your exam from any location, so long as you have access to a completely quiet, private room. This means you can use a private room at a library or a classroom, as some examples. You must be able to complete all required steps, such as a room scan and desk scan, and use a computer that meets the equipment requirements. [Click here](#) for equipment requirements.

If you plan to take your exam from a private space in a public location, we recommend contacting our support team so we can mark the accommodation with ProctorU and prevent any issues on exam day.

#### *Install Guardian Browser*

Online proctored exams must be taken using ProctorU's Guardian browser, a Chrome-based browser designed to ensure test security in keeping with regulatory requirements. [Click here](#) for directions on how to install the Guardian browser.

#### *Check Your Internet Connection*

A reliable internet connection is required. At least 10Mbps download and upload speeds are recommended for best performance. You can quickly test your internet speed online by searching "test mbps internet speed."

### **At testing time:**

5 to 10 minutes before your test, log into your AceableAgent account in Google Chrome and navigate to your course. Click "Launch ProctorU." You must do this from Google Chrome; it will not work directly from the Guardian Browser. When it's go-time (3 to 5 minutes before your exam), your session will guide you to open the final exam within the Guardian Browser. From there, just follow the on-screen instructions.

### **FAQs**

*Can I take my proctored final exam on a phone or tablet?*

No. ProctorU does not support mobile devices. The exam must be taken on a desktop or laptop computer.

*Is the proctoring fee included in my course purchase?*

Yes, as long as you schedule your final exam at least 24 hours in advance. If you schedule within 24 hours, ProctorU charges a \$5 on-demand scheduling fee, paid directly to them at booking.

*How long after my appointment start time can I start my exam?*

The "Start" button remains available for up to 60 minutes after your scheduled time. Since pre-test check-in takes about 15 minutes, we recommend starting no later than 45 minutes after your appointment time. If you're more than 45 minutes late, we recommend rescheduling.

*How long after the exam will I get my results?*

Results may take up to 5 business days to be finalized.

### **Completion Requirement Policy**

This course must be completed within 180 days 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.