

# General Information

**first tuesday DRE Sponsor No. 0473**

**45-hour Package #901**

**Economic Trends in California Real Estate**

## Course Titles, Descriptions, Hours and DRE Category

**Economic Trends in California Real Estate (30 hours of Consumer Protection):** Includes revelations about the 27 game-changing market factors pushing and pulling our California real estate market. Numerous charts vividly display critical data shaping tomorrow's real estate transactions, with narration about the insight you need to anticipate future action in our real estate market.

**Agency (3 hours of Agency):** Agency and representation are synonymous in real estate transactions. A broker, by accepting employment from a client, undertakes the task of aggressively using "due diligence" to represent the client — to meet the client's purpose for retaining the broker.

**Fair Housing (3 hours of Fair Housing):** Fair Housing focuses on the federal and state housing laws which relate to the sale and rental of property, such as prohibitions against redlining, discriminatory advertisement, refusing to show properties and blockbusting.

**Trust Funds (3 hours of Trust Fund Handling):** Funds belonging to others, which a broker handles in the course of his business, are called trust funds. Trust funds must never be treated casually.

**Ethics (3 hours of Ethics):** The public, through the oversight of the Department of Real Estate (DRE), is assured real estate licensees will be honest, truthful and of good reputation — in a word, ethical.

**Risk Management (3 hours of Risk Management):** Recognize, handle and effectively resolve the risk of liability inherent in the practice of real estate related activities. The correct use of forms to make disclosures and present analyses is crucial in order to avoid the errors and omissions which place liability on the broker and his agents.

## Regular Package Price:

Multi-media Enrollment	\$74.50
Online-Only Enrollment	\$62.75