



THE EDUCATOR

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INSTRUCTOR TRAINING TO BE HELD SEPT. 13



10 Essential Skills of an Exceptional Instructor

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John Wenner is the Senior Education Manager for Colibri Real Estate. He is a DREI (Designated Real Estate Instructor), a CDEI (Certified Distance Education Instructor), and also holds several real estate designations.

John presented at the 2023 Annual REEA Conference in Las Vegas. He is licensed as an associate broker in multiple states.

This training will address various skills such as handling any type of PowerPoint slide, using body language, eliminating voice graffiti, transitioning topics, and making excellence a habit of practice.

This training will provide 6 of the 12 hours needed to renew instructor approval in 2025. Remember, these hours are not interchangeable with CE hours that are needed to renew your real estate license. These CE hours are only applied toward the renewal of your instructor approval.

LOCATION: ALABAMA REAL ESTATE COMMISSION TRAINING ROOM

TIME: 9:00 A.M. – 4:00 P.M.

COST: \$139 FOR EARLY REGISTRATION AND \$189 FOR LATE REGISTRATION

Registration is available on Auburn University's Office of Professional & Continuing Education website at auburn.edu/outreach/opce/re/arec.htm.

Instructors who are only approved to offer CE courses are not required to have the 12 hours of instructor CE to renew their instructor approval. Those hours are only required for prelicense instructors.



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HELP LICENSEES AVOID AN INACTIVE LICENSE

The month of October following license renewal has always been a busy time at the Commission because that is when licensees discover their license has been placed on inactive status for failing to complete continuing education (CE) coursework or failing to pay the license renewal fee.

In previous license renewals, the Commission would activate a license at no cost if a school did not submit CE credit prior to the deadline of midnight on September 30. This may have been an oversight by the school, or the licensee may have not completed the final CE course until a few minutes before midnight. Beginning with the 2024 license renewal, that practice will be discontinued. If CE credit is missing on October 1, licensees who are forced inactive must contact the school that offered the CE course(s) and inquire about the missing CE credit. When the CE credit has been submitted by the school, licensees must go online to activate their license by paying a license activation fee in order to practice real estate.

If the licensee is a qualifying broker, the license activation process will be much different because not only will the qualifying broker's license be inactive, but so will the company license and all licensees under that qualifying broker. Instead of using the online license activation feature, qualifying brokers must complete a License Activation Form located on the Commission's website and mail that form to the Commission along with a \$25.00 check. But since everyone associated with that company will be inactive, there will have to be a form and \$25 fee for each of the licensees as well. Since all activations of qualifying broker licenses must be processed in-house, this will take longer than the immediate online license activation, but it is unavoidable if a qualifying broker is forced inactive.



An inactive license due to missing CE credit will most likely result in conversations between licensees and schools. To avoid uncomfortable circumstances, we suggest that instructors make it very clear in CE classes that students must actually confirm receipt of their CE credit before September 30 so missing CE credit can be rectified prior to being forced inactive. We also suggest that instructors and/or administrators check and double-check CMap when submitting CE credit to make sure no mistakes are made.

Distance education (online) schools have their own challenge of some licensees waiting until the last minute to take CE courses. Online schools can set parameters for students. **For example, specify a deadline prior to September 30 for licensees to complete online courses.** Licensees who complete courses after that deadline may not receive CE credit prior to October 1. If this happens, they will be forced inactive and not be able to practice real estate until the license activation fee is paid and the license is officially activated.

If you have any questions about this license renewal change, please contact the Education Division.



LEGISLATION UPDATE: PROPOSED LEGISLATION FOR 2024 DID NOT PASS

Therefore, the proposed changes to License Law that were advertised prior to and during the legislative session will not take place.

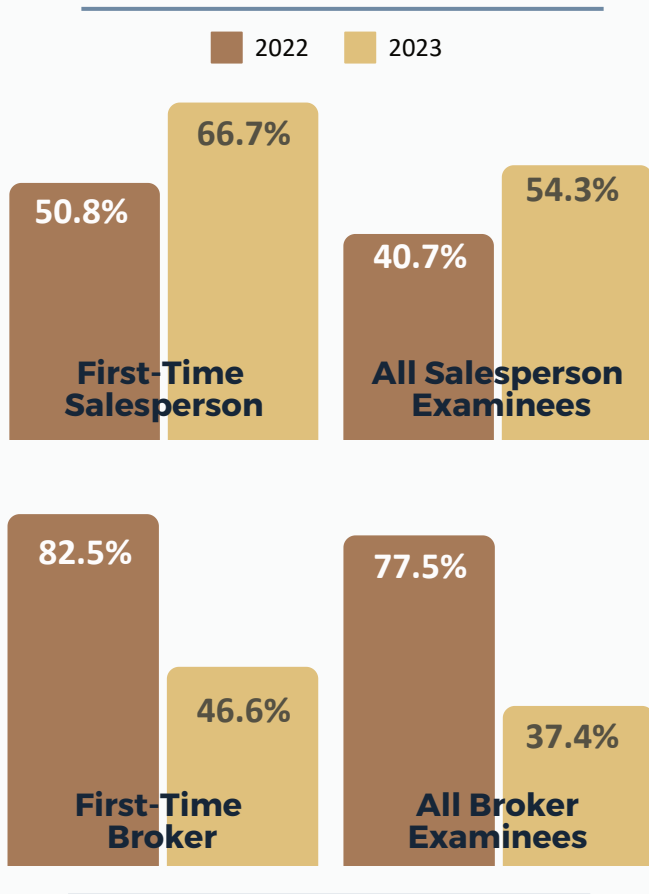
Basically, License Law remains the same and can be accessed on the Commission's website and/or the License Law app.

The Commission will review the legislation for possible updates and reintroduce it during the 2025 legislative session.

LICENSE EXAMINATION PERFORMANCE REVIEW

As a reminder, the Commission changed license examination providers beginning January 2, 2023. Pearson VUE is the current license examination provider having replaced PSI. This change has resulted in a large reduction in problems experienced by examination candidates, as well as an increase in the salesperson license examination pass rates. Those are the positive changes. The negative change is much lower broker license examination pass rates.

As you can see below, the salesperson license examination pass rates improved for both first-time examinees (+16%) and all examinees (+13%). However, the broker license examination pass rates dropped for both first-time examinees (-36%) and all examinees (-40%).



The broker license examination statistics were expected to decline initially based on the change of the national portion of the license examination from simulation items to multiple choice items. However, a gradual increase was expected as 2023 progressed and new courses were taught.

Following a review of broker examinees' performance for the time period of January 3, 2023, through March 5, 2024, the Commission identified the main categories of the content outline with the lowest performance on the broker license examination.

There are 10 categories where examinees are performing the lowest. These categories are split equally between national (N2, N8, N3, N4, N7) and state-specific (S5, S3, S7, S6, S2) content. The surprising part is the categories with the lowest performance rates were from state-specific items. The chart below provides:

- the rank from the lowest performance to the best performance,
- identification of a state or national category and the category number from the content outline,
- the description of the examination category,
- the number of examinations reviewed coupled with the number of examinees who failed the category, and
- the percentage of examinees who scored less than 70% in that specific category.

For example, 73% of all examinees scored less than 70% in the Disciplinary Actions and Process category, which is a state-specific category (S5) that performs the lowest (Rank 1) of all content outline areas of the broker license examination. Since there are only three exam items from that category, 73% of examinees are missing two of the three items. Keep in mind that this category covers §34-27-37 and §34-27-38 which explain disciplinary procedures and appeals.

Rank	Category	Description	Exams Taken/Category Failed	% Below 70%
1	S5	Disciplinary Actions & Process	975/716	73
2	S3	Broker Licenses, Company Licenses & Place of Business	975/597	61
3	N2	Forms of Ownership, Transfer, & Recording Title	975/569	58
4	N8	Real Estate Calculations	975/546	56
5	S7	Trust Funds	975/524	54
6	N3	Property Value & Appraisal	975/507	52
7	S6	Estimated Closing Statements	975/505	52
8	N4	Real Estate Contracts & Agency	975/500	51
9	S2	License Status	975/488	50
10	N7	Financing & Settlement	975/484	50

Please review the content you are providing in the sections above to identify possible important information not being addressed. Improving student performance in these specific categories can improve the overall performance of examinees from your school and statewide.

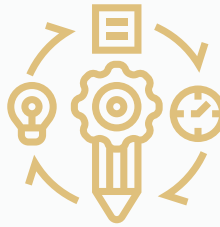
LICENSE EXAMINATION PERFORMANCE REVIEW (CONT.)

The Commission will begin reviewing license examination statistics and will identify low pass rates in July. At that time, schools with low salesperson or broker license examination pass rates will receive a written warning. If pass rates have not improved by January of 2025, disciplinary action will be considered.

If you need more information regarding the license examination changes, please read the Changes in License Examination Statistics article in the January 2024 issue of The Educator newsletter.

PROPER PLANNING TO AVOID A LAPSED LICENSE

In our last newsletter, we emphasized informing distance education (DE) prelicense and post license students about all course requirements to complete before their respective deadlines. One main requirement is passing the final examination.



Students have explained they did not realize securing a proctor for the final examination would take longer than a day or two. They think because they scheduled the proctored final examination for the Salesperson Prelicense course quickly that the same will happen in the Post License course.

Near the end of each month, we receive a higher volume of calls from DE post license students whose temporary salesperson license will lapse soon. They thought they could schedule a proctored final examination the week of their 12-month deadline to receive credit for the Post License course and apply for their original salesperson license. We have learned of several instances in which no proctors are available until the next week. By that time, a student's 12-month deadline would have passed.

Again, please remind post license students they have one year to complete all course requirements, receive credit for the course, and apply for their original salesperson license. Also, we ask all DE Post License course providers to inform students early during the course about the availability of final examination proctors.

We need and appreciate your help decreasing the number of students facing their temporary salesperson license lapsing and, therefore, possibly having to begin the licensing process again.

2023 Education Renewal Summary



The most recent education renewal was completed on December 31, 2023. Here is a comparison of the renewal in 2023 and the previous renewal in 2021.

License/Approval	% renewed in 2023	Number Renewed	% renewed in 2021
Prelicense Instructors	84.4	205 of 243	87.8
CE Instructors	62.5	188 of 301	61.9
Administrators	76.1	83 of 109	85.3
Approved Schools	82.7	115 of 139	82.4
Licensed Schools	79.5	116 of 146	91.2

The next education renewal will be advertised and take place in 2025.



QUESTION:

Did the 2024 proposed legislation pass?

ANSWER:

No. The legislation that was advertised earlier in the year did not pass during the 2024 legislative session. As a result, no changes are being made to License Law. The legislation will be presented again in 2025. Any changes that can be made by rule amendment will be advertised at the proper time.



June

15	Online License Renewal Begins
19	Coffee with the Commission
20	Commission Meeting
25-29	REEA Conference in Memphis, TN

July

4	Commission Office Closed
24	Coffee with the Commission

August

15-16	New Instructor Orientation
21	Coffee with the Commission
22	Commission Meeting
31	License Renewal Deadline to Avoid Late Fee

September

2	Commission Office Closed
13	Instructor Training with John Wenner
18	Coffee with the Commission
19	Commission Meeting



**EDUCATION SNAPSHOT
DECEMBER 2023 - MAY 2024**

Salesperson Examination

Overall

Taken – 2,221
Passed – 1,180
Overall Passing % – 53.1

First Time

Taken – 1,288
Passed – 903
First Time Passing % – 70.1

Broker Examination

Overall

Taken – 466
Passed – 192
Overall Passing % – 41.2

First Time

Taken – 222
Passed – 111
First Time Passing % – 50.0

Reciprocal Salesperson Examination

Overall

Taken – 446
Passed – 386
Overall Passing % – 86.5

First Time

Taken – 382
Passed – 337
First Time Passing % – 88.2

Reciprocal Broker Examination

Overall

Taken – 204
Passed – 142
Overall Passing % – 69.6

First Time

Taken – 156
Passed – 109
First Time Passing % – 69.9

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