



# REAL ESTATE SALESPERSON PRE-REGISTRATION LEARNING PATH

The **Pre-Registration Learning Path** is the first phase of the Real Estate Council of Ontario's (RECO) Real Estate Education Programs. Learners must complete this first phase before applying for registration with RECO. Through an immersive structure that follows the flow of a real estate transaction, courses lay out the fundamentals of the profession and applicable legislative rules and obligations. Mandatory in-person theory exams and simulation sessions give learners an opportunity to show that they can apply practical key skills before advancing to the next course.



## REAL ESTATE ESSENTIALS

This course provides an introduction to the fundamentals of real estate and lays out the role of a salesperson in relation to their obligations under the *Real Estate and Business Brokers Act, 2002* (REBBA) and its associated regulations, including the Code of Ethics. It also touches on other (non-REBBA) legislation.

- **IN-PERSON THEORY EXAM**



## RESIDENTIAL REAL ESTATE TRANSACTION

Following the flow of the real estate transaction, this course details the requirements and processes for listing, selling, and completing residential real estate transactions. Modules explore a variety of topics, including: seller and buyer services; residential dwellings and attributes; advertising and marketing; and the agreement of purchase and sale.

- **IN-PERSON THEORY EXAM**



## ADDITIONAL RESIDENTIAL REAL ESTATE TRANSACTIONS

This course expands on the content presented in the Residential Real Estate Transaction course, exploring how key concepts are applied in other types of residential transactions, including: condominiums; new construction; rural properties; residential multi-family dwellings; and residential leasing.

- **IN-PERSON THEORY EXAM**

- **IN-PERSON SIMULATION SESSION**



## COMMERCIAL REAL ESTATE TRANSACTION

This course introduces learners to the unique requirements and processes for listing, selling and leasing various types of commercial properties—including office, retail, industrial and agricultural properties—as well as brokering the sale of businesses. Modules explore a variety of topics, including: commercial construction; requirements for different types of commercial transactions; and, how to prepare contractual agreements.

- **IN-PERSON THEORY EXAM**

- **IN-PERSON SIMULATION SESSION**



## GETTING STARTED

This course guides learners on how to kick-start their careers, with a focus on topics, including how to obtain and maintain registration and insurance, and strategies for how to select a brokerage for employment.

- **IN-PERSON CUMULATIVE EXAM**