



REAL ESTATE SALESPERSON PROGRAM



Career College Group



RECO

Real Estate Council of Ontario

careercollegegroup.com/realestate

REAL ESTATE SALESPERSON PROGRAM

STEP 1: Pre-Registration Education

The pre-registration phase is comprised of five courses, two simulation sessions, and six exams, which must be completed sequentially.

You have a maximum of 24 months to complete your pre-registration education and apply for registration with **RECO**.

Career College Group offers two flexible learning paths:

- An instructor-led cohort model that allows you to complete the program in as little as 39.5 weeks.
- A self-paced online option that lets you progress on your own schedule.

STEP 2: Registration with RECO

Upon completing the pre-registration phase, you now meet the education requirements for registering with RECO. You have one year to complete your registration from the time you complete the pre-registration phase of the program. You can start trading in real estate once you are registered with RECO.

STEP 3: Post-Registration with RECO

To be eligible to renew registration at the end of your initial two-year registration cycle with RECO, you must complete the post-registration program. The post-registration program consists of two essential components: a mandatory compliance course and a choice of two elective specialization opportunities.

YOUR LEARNING PATH

PRE-REGISTRATION PHASE

Admissions Requirements – Canadian secondary school diploma, GED/CAEC, or an equivalent credential, Proof of English language proficiency
Additional requirements will be reviewed during the application process.

Tuition: Varies by learning format, from \$4,140 to \$4,785

Learners are required to complete the pre-registration phase of the Real Estate Salesperson Program prior to applying for registration with RECO.

All elements of the program's pre-registration phase outlined below must be completed in the stated order, with successful completion required to progress to the next program element.

Course 1: Real Estate Essentials

An introduction to the fundamentals of real estate, this course focuses on the role and responsibilities of a real estate agent, regulatory frameworks, and key legislation that governs the real estate services sector.

Facilitated review session | Exam: A two-hour theory exam.

Course 2: Residential Real Estate Transactions

This course focuses on the requirements for listing, marketing, selling and leasing residential real estate transactions. Topics include services for buyers and sellers, property types and construction, pricing, marketing strategies, agreements of purchase and sale, and regulatory obligations for real estate agents.

Facilitated review session | Exam: A three-hour theory exam.

Course 3: Additional Residential Real Estate Transactions

Building on Course 2, this course explores specialized residential transactions such as condominiums, new construction, rural properties, multi-family dwellings, and residential leasing.

Facilitated review session | Exam: A three-hour theory exam.



Simulation Session 1: Residential Real Estate

A five-day practical session focusing on applying acquired knowledge of residential transactions, including single-family homes and condominiums. CCG offers flexible schedules to complete the simulation sessions.

Exam: A three-hour exam

Course 4: Commercial Real Estate Transaction

This course introduces the unique requirements for listing, selling, marketing and leasing commercial properties, including office, retail, industrial, and agricultural properties. It also covers brokering business sales and preparing contractual agreements.

Facilitated review session | Exam: A three-hour theory exam.

Simulation Session 2: Commercial Real Estate

A four-day practical session, focusing on real estate transactions for commercial properties. CCG offers flexible schedules to complete the simulation sessions.

Exam: A three-hour exam

Course 5: Getting Started

This course focuses on guiding learners on launching their careers, including on how to obtain and maintain registration, insurance requirements, and strategies for how to select a brokerage for employment. Furthermore, additional information, tools, and tactics are provided to help move from the role of a learner to the role of registered agent during the first-year employment by a brokerage and trading in real estate. Facilitator training and review session included. Please note, this course does not include an exam.



YOUR LEARNING PATH

POST-REGISTRATION PHASE

Admissions Requirements: To enroll in the post-registration program, participants must have successfully completed the pre-registration education program and be registered with RECO to trade in real estate.

Tuition: \$345 compliance course + \$310 (2 electives x \$155 each) = \$655 in Total Fees

The completion of this program is mandatory to renew registration with RECO at the end of the initial two-year cycle.

Successfully complete one prerequisite course:

- Compliance

Successfully complete two electives of your choice from the list below:

- Working in Real Estate: Rural, Recreational, Waterfront Properties
- Working in Real Estate: Ownership Alternatives and Complexities
- Real Estate as an Investment Strategy: Residential Properties
- Real Estate as an Investment Strategy: Commercial Properties – Fundamentals
- Real Estate as an Investment Strategy: Commercial Properties – Advanced*

*NOTE: Successful completion of Real Estate as an Investment Strategy: Commercial Properties – Fundamentals is required for registration into the advanced course.

**GO FROM THINKING
ABOUT GETTING YOUR
REAL ESTATE LICENCE TO
ACTUALLY GETTING IT.**



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