

THE MOST COMMONLY ASKED QUESTIONS ABOUT GETTING A REAL ESTATE

Broker's License

Q. Do I need prior experience in real estate to apply for a broker's license?

- A. Generally, you must have had a total of TWO full years of experience as a licensed real estate salesperson within the last FIVE years—or the equivalent thereof (see below). You need not have worked full-time for the two years. That is, the combination of full- and/or part-time experience must add up to at least two years within the five years preceding the date of your application.
- If you have only one year of experience within the last five years, you may still qualify if you also have a total of two more years of experience between 5 and 12 years ago.

Q. May I substitute education for experience as a licensed salesperson?

- A. Yes. You are exempt from the experience requirement if: (1) you have earned a four-year degree from an accredited college (submit a copy of transcripts or diploma), or (2) you are a member of the bar of any state in the USA (submit a copy of both sides of a current bar membership card). You may also combine ONE year of experience with an AA degree from an accredited college.

Q. What if my degree is from a foreign institution?

- A. It must be reviewed by the DRE. Submit DRE form RE 223.

Q. May I substitute equivalent activities for experience as a licensed salesperson?

- A. Yes. A combination of equivalent activities may be approved (e.g., work as an escrow or title officer, loan underwriter, or subdivider). Submit DRE form RE 227 for approval.

Q. I already have a broker's license in another state. Will the California exam be waived?

- A. No. California has no reciprocity agreements with other states.

Q. Must I be a resident of California in order to apply for a broker's license?

- A. No. But out-of-state applicants must submit a notarized Consent to Service of Process form (DRE Form RE 234).

Q. Do I have to be a U.S. citizen to apply for a broker's license?

- A. No, although you will need to submit proof of legal presence in the United States. A U.S. birth certificate is most commonly used, although there are a variety of documents that establish proof of U.S. citizenship or legal alien status. Contact the DRE at 916/227-0931 for more information.

Q. What other qualifications must I meet in order to take the broker's qualifying exam?

- A. You must be 18 years old and successfully complete the qualifying courses listed below, as applicable.

Q. What courses must I complete to qualify for the broker's exam?

- A. All of the following FIVE courses must be completed.

- Real Estate Practice
- Real Estate Finance
- Legal Aspects of Real Estate
- Real Estate Appraisal
- Real Estate Economics or Accounting*

In addition, THREE of the following nine courses must be completed:

- Real Estate Principles
- Business Law
- Property Management
- Escrows
- Mortgage Loan Brokering and Lending
- Advanced Legal Aspects of Real Estate
- Advanced Real Estate Finance
- Advanced Real Estate Appraisal
- Real Estate Office Administration

* If both Economic and Accounting are completed, only TWO of the remaining courses must be completed.

Q. Is anyone exempt from these course requirements?

- A. Yes. You are exempt from the course requirement if: (1) you are a member of the bar of any state in the USA (submit a copy of both sides of a current bar membership card), or (2) you have earned an LLB or JD from a recognized law school but are not a member of the California State Bar (if so, you must still take two courses: Real Estate Finance and Real Estate Appraisal).

- Q. How long after I get my notice do I take my exam?**
A. You will be scheduled for the first available date on or after the date you indicate on your exam application, so make sure you're ready!
- Q. Is the exam administered in a language other than English?**
A. No: The exam is offered only in English.
- Q. How long is the broker's exam?**
A. 5 hours (split into two equal sessions on the same day).
- Q. How many questions are on the broker's exam?**
A. 200.
- Q. What is the minimum passing score?**
A. 75% (i.e., 150 of 200 questions).
- Q. What type of questions are on the broker's exam?**
A. All are multiple-choice (four choices).
- Q. What is the DRE fee to take the broker's exam?**
A. \$50.
- Q. Is there a re-examination fee if I must take the exam again?**
A. Yes. It's the same as the original exam fee: \$50.
- Q. May I re-schedule an exam?**
A. Yes. The first re-scheduling will cost \$15. Each subsequent re-scheduling will cost \$25.
- Q. Does the DRE accept credit card payments?**
A. Yes---by phone, mail, or fax. For further information, call 916/227-0988. The DRE's fax number is 916/227-0925 (24 hr).
- Q. Are there any other State fees?**
A. The DRE license fee depends on several factors: Check with the DRE for the most recent fee schedule.
- Q. May I get a refund of DRE fees if I change my mind?**
A. No. DRE fees are not refundable.
- Q. May I ask for an expedited exam date?**
A. No. Your experience has to be verified.
- Q. Is it possible to have the broker's exam waived?**
A. No.
- Q. What if I have physical limitations that require special accommodations at the exam site?**
A. Submit a letter from a physician when you apply for the exam.
- Q. Can I check about my exam date by phone?**
A. If you haven't received a notice by mail within three weeks, you may phone the DRE Examination Section at 916/227-0900.
- Q. May I check by phone if I passed the exam?**
A. Exam results are mailed within a few days of the exam. After TWO WORKING DAYS you may call 916/227-0900 to find out the results.
- Q. Can I learn my actual score?**
A. Only if you fail. You will also be notified of the percentage of questions answered correctly in different subject areas.
- Q. If I fail the broker's exam, do I have to take the qualifying courses again?**
A. No! You just have to take the exam again.
- Q. How many times may I take the broker's exam if I fail?**
A. There is no limit. But the original application for the exam expires after TWO YEARS. If you wish to take the exam again after the original application has expired, you must file a new application.
- Q. Is an Exam Prep course required by the DRE before taking the broker's exam?**
A. No, but we think it's indispensable. The broker's exam is widely agreed to be at a much greater level of difficulty than most real estate qualifying courses.
- Q. What's the difference, if any, between the salesperson's and broker's exams?**
A. Many questions appear on both exams, but the broker's exam has many questions that are much more difficult than those on the salesperson's exam.
- Q. What happens if the DRE determines that I am not qualified to take the broker's exam?**
A. You have two years to complete the qualifications. The clock starts on the date of receipt of the application.
- Q. Does the DRE have a Website?**
A. Yes indeed: <http://www.dre.ca.gov> is the address. It has information for license applicants as well as consumers.