

SALESPERSON'S LICENSE

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

A. No.

Q. What qualifications must I meet in order to obtain a salesperson's license from the State of California?

A. You must be 18 years old, successfully complete three License Qualifying courses: Real Estate Principles, Real Estate Practice, and a third real estate course of your choice, and pass the qualifying exam of the DRE.

Q. What does "DRE" stand for?

A. Department of Real Estate.

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.

Q. How do I prove I passed the License Qualifying Courses?

A. An approved school will issue you a certificate of completion when you've successfully passed each course. You submit these certificates to the Department of Real Estate along with your application for the State exam.

Q. How long is the DRE exam?

A. 3 hours 15 minutes (in one session).

Q. How many questions are on the exam?

A. 150.

Q. What is the minimum passing score?

A. 70% (i.e., 105 of 150 questions).

Q. What type of questions are on the exam?

A. All are multiple-choice (four choices).

Q. What is the DRE fee to take the exam?

A. \$60.

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: \$60.

Q. May I re-schedule an exam?

A. Yes. The first re-scheduling costs \$15. Subsequent requests cost \$30.

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. You can also check your exam date on the DRE's website: www.dre.ca.gov.

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 or you may check the DRE's website.

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 State exam, do I have to take the License Qualifying courses again?

A. No, but you must take the State exam again.

Q. Once I get my license, may I work on my own as a salesperson?

A. No. A salesperson must always work under the control and supervision of a broker.

Q. Once I get my license, do I HAVE to be employed by a broker?

A. No. You do not have to be employed by a broker to keep your license, but if you wish to WORK as a real estate salesperson you must be so employed.

Q. Is an Exam Preparation course required by the DRE before taking the exam?

A. No, but we think it's indispensable. The State exam questions cover more information than three License Qualifying courses.