

Steps to Become a California Real Estate Salesperson

1. Fulfill California Department of Real Estate (DRE) Requirements

- **Age:** You must be 18 years of age or older. **Honesty:** Applicants must be honest and truthful. Conviction of a crime may result in the denial of a license.
- **Education:** You must complete a minimum of three (3) statutorily required college-level courses.

Required: California Real Estate Principles & California Real Estate Practice

Elective: Pick one (1) of the following courses.

Property Management, Escrow, Mortgage Loan Brokering and Lending, Legal Aspects of Real Estate, Real Estate Finance, Real Estate Appraisal, or Real Estate Economics

*However, **some** previously completed three semester unit, four quarter unit, or higher college classes may count toward your elective course (i.e. Accounting, Business Law, or Economics).



2. Send Application to the DRE

Fill out the appropriate **DRE application** completely and correctly and send it to the DRE with the applicable fees and documentation specified by the DRE. Make sure to follow **all** instructions designated by the DRE. Remember to study while waiting! The processing timeframe is usually between two and eight weeks.



3. DRE Approves Application

Once notified by the DRE that you were approved, use eLicensing to **register for a State Exam date**, unless the DRE already assigned a date. Remember to keep studying while waiting!



4. Take State Exam & Pass!

Once a state exam date has been booked or assigned, you will take the 150 multiple-choice question electronic format exam at the selected location. You have 3 hours and 15 minutes to complete the exam. A 70% is required to pass and results are given immediately. Please remember to bring your Examination Schedule Notice and proof of identification.



5. Receive a California Real Estate Salesperson License

After passing the state exam, your California Real Estate Salesperson License will be issued if you originally sent in the Examination/License Combination Application. However, if you sent in the Examination ONLY Application, you will have to send the LICENSING application to the DRE with appropriate fees and documentation after passing the state exam. Then, after your licensing application has been approved, the DRE will issue your license.

Please Note: The above information is an outline. Do not rely upon it for correct information or instruction. Contact the DRE for specific and detailed instructions.