

SLIDE 1 – Sales Associate License Requirements

Now we will take a look at the specific requirements for sales associates licensing including education requirements, the pre-license course and the examination.

SLIDE 2

Education exemptions

Any person who successfully completes an accredited college, university, community college, area technical center or a real estate school licensed in Florida pursuant to 475.451 is deemed to have satisfactorily completed the pre-license course.

F.A.C. 61J2-3.012(1)

SLIDE 3

Education exemptions

Any person who has obtained a 4-year degree with a major in real estate from an accredited institution of higher education which substantially covers the Commission prescribed course subject matter at such college or university shall also be deemed to have satisfactorily completed the course. F.A.C. 61J2-3.012(2)

The application for equivalency evaluation shall be accompanied by an official transcript from the college or university or by appropriate certificate issued by a real estate school registered in Florida pursuant to Section 475.451, F.S., showing the real estate subjects taken together with date completed and grade attained.

The Commission may request supportive documentation to determine course equivalency.

SLIDE 4

Sales associate pre-license course

The pre-licensure course must be based on the FREC I syllabus.

F.A.C. 61J2-3.008(4)(b)(2)(j)

The course will consist of 63 hours of 50 minutes each, inclusive of examination, in the basic fundamentals of real estate principles and practices, basic real estate, and license law. F.A.C. 61J2-3.008(2)(b)

SLIDE 5

State licensure examination

The pre-licensure course will conclude with a final examination of at least 100 questions, multiple choice with four (4) answers each. F.A.C. 61J2-3.008(4)(b)(2)(j)(d)

At least 70% of the questions shall be application oriented, meaning the ability to use the learned material in a completely new and concrete situation.

F.A.C. 61J2-3.008(4)(b)(2)(j)(d)