



## **New Pre-License Education and Sales Apprenticeship Education (SAE) Requirements**

For all real estate salesperson applications postmarked on or after September 1, 2012, pre-license education requirements will change from 210 hours to 180 hours of specific core real estate courses. An applicant **MUST** complete the following courses and take and pass the real estate exam within one year of filing the real estate application.

- Real Estate Principles – 60 hrs
- Law of Agency – 30 hrs
- Law of Contracts – 30 hrs
- Promulgated Contract Forms – 30 hrs
- Real Estate Finance – 30 hrs

Prior to this change, 60 hours of related courses could have been used toward the 210 required pre-license education hours. However, as of September 1, 2012, related course credit may no longer be used to meet education requirements for a salesperson's license.

For all real estate salesperson applications postmarked on or after September 1, 2012, the initial salesperson license will issue for a two-year period. Prior to the first renewal, the salesperson must complete a total of 270 core hours and the 180 hours of required pre-licensure education counts towards this total. For each renewal period thereafter, the salesperson is subject to the Mandatory Continuing Education (MCE) requirements.

