



GETTING YOUR REAL ESTATE LICENSE


PREPARED BY

**Sam
Huynh**

Real Estate Broker

**Kimberly
Huynh**

Real Estate Agent



WHY SHOULD YOU GET YOUR REAL ESTATE LICENSE?

REASON #1: YOUR TIME, YOUR SCHEDULE

You get to work when you want and however long you want. You dictate what you want to do with your time. Maybe you want to go on a week-long vacation or take a day or two off, or maybe you want to work 10 hour days to get ahead. It's your choice!

REASON #2: REMOTE WORK FROM ANYWHERE

Oftentimes you will find a lot of your work can be done from home or in an environment that is ideal for you. Having the option of working remotely may also help free up more time to spend with friends and family.

REASON #3: YOUR BUSINESS IS SCALABLE

While you can't hire other agents until you get a broker's license, you can hire an assistant to help as your business grows.

Thinking about starting a new career? Want to make more money and have more time, freedom, and flexibility in your job? Are you thinking about getting your real estate license?

REAL ESTATE AGENT 101

The real estate agent is the center point of the real estate industry. They are the salesperson one moment, a buyer's advocate the next; they are analysts, auctioneers, consultants, negotiators, marketers, etc. They are familiar with appraiser duties, clerk duties, and loan officer tasks. A real estate agent does a little of everything.

SEEK OUT GREAT MENTORS

As a beginner real estate agent, you have to grasp and be able to explain terms such as title insurance, encumbrances, surveys, deeds, and liens. You don't want to be asked questions by hiring companies or clients that you can't answer. Furthermore, you should be able to check listings, generate marketing ideas, and qualify leads. This is why it is important to have an experienced broker or agent who is willing to show you the ropes. Having a mentor allows you to learn how the industry works through observation and asking questions.

Start by building and maintaining your relationships with your fellow agents and brokers. You'll not only strengthen the network of contacts you'll need to be an effective agent, but you'll also have access to their hard-earned wisdom. Listen to horror stories as well as success stories and ask questions.



IS THE REAL ESTATE INDUSTRY RIGHT FOR ME?

REASON #4: NO COLLEGE DEGREE REQUIRED

Real estate agents do not need to have a college degree. You need to be at least 18 years old, have a social security number, and meet a few other basic requirements.

REASON #6: QUICK PROCESS IN COMPARISON

If you're looking to switch careers, becoming a real estate agent is a less time-consuming process than, for example, becoming a surgeon.

REASON #7: YOUR BUSINESS IS SCALABLE

As an agent, there is no limit to how much you earn because agents work for commission. Depending on the local housing market prices, the commission can be substantial. For example, in areas where the average home price is \$1,000,000, the agent walks away with \$25,000 - \$30,000 for a single sale.

RELATIONSHIPS ARE GOLD

To understand how to maximize your relationships as a real estate agent, start by asking the basic questions: "Who do I know?" and "Who knows me?" The answers will reveal the extent of your circle of influence. The greater your circle, the more of a magnet you become for prospects and the greater the chances of you getting clients.

To maximize your business, you need to participate in your community. Coach the little league team. Attend town government meetings. Get exposure in person and make sure people know what you do for business. By showing you're interested in the life of your community, you demonstrate that you have a personal stake in all the business you do as an agent.

Knowing and being known by as many people as possible is crucial. And while quantity is good, quality is even better. Your reputation in your community greatly influences your business. People want to work with agents they trust. That is why you should treat everyone you meet with the same courtesy and attention, no matter who they are or what they can do for you. After all, you never know who may become a client in the future.



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REAL
ESTATE
AGENT

REAL ESTATE AGENT

+ STEP 1: DETERMINE ELIGIBILITY

To become a licensed real estate salesperson, you must be at least 18 years old, have a Social Security number or an individual taxpayer identification number (ITIN), and have proof that you completed at least three college-level courses in the specific subject matter.*

*Except for members of the California State Bar

+ STEP 2: APPLY ONLINE (EXAM ONLY)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 400A (<https://dre.ca.gov/files/pdf/forms/re400a.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

Completed applications must include the appropriate fee (\$60) and evidence you meet the education requirement

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your exam application (approx. 2-4 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam is available (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

REAL ESTATE AGENT

+ STEP 5: APPLY FOR LICENSE

After passing the exam, you'll be eligible to download your license application from eLicensing on DRE's website. Submit the completed application required fees (\$245) and Live Scan fingerprints

+ STEP 6: GET YOUR LICENSE

After DRE approves your license application, you can print your license certificate from DRE's website. You will receive a license pocket card in the mail within a few weeks.



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+ STEP 2: APPLY ONLINE (EXAM AND LICENSE)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 435 (<https://dre.ca.gov/files/pdf/forms/re435.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

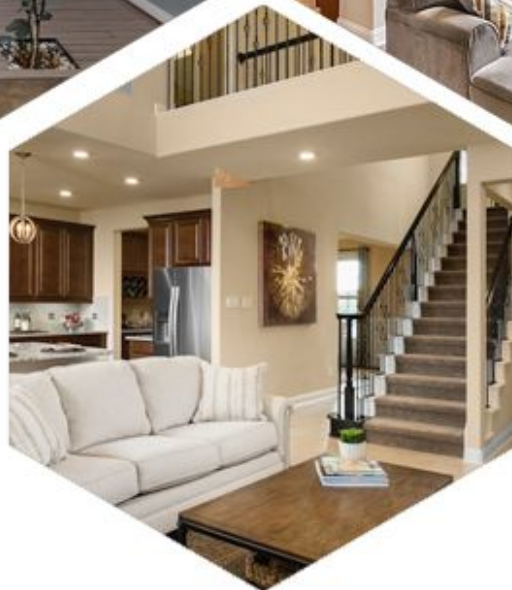
Completed applications must include the appropriate fee (\$305), evidence you meet the education requirements, and Live Scan fingerprints

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your application (approx. 4-8 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam is available (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

+ STEP 5: GET YOUR LICENSE

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REAL
ESTATE
BROKER

REAL ESTATE BROKER

+ STEP 1: DETERMINE ELIGIBILITY

To become a licensed real estate broker you must be at least 18 years old, have a Social Security number or an individual taxpayer identification number (ITIN), have proof that you completed at least eight college-level courses in specific subject matter,* and 1) have two years of full-time licensed salesperson experience within the last five years or two years of full-time equivalent non-licensed experience, or 2) have a degree from a four-year university with a major or minor in real estate.

*Except for members of the California State Bar

+ STEP 2: APPLY ONLINE (EXAM ONLY)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 400B (<https://dre.ca.gov/files/pdf/forms/re400b.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

Completed applications must include the appropriate fee (\$95) and evidence you meet the education requirement.

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your exam application (approx. 2-4 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam are available. (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

REAL ESTATE BROKER

+ STEP 5: APPLY FOR LICENSE

After passing the exam, you'll be eligible to download your license application from eLicensing on DRE's website. Submit the completed application, required fees (\$300), and Live Scan fingerprints.

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REAL ESTATE BROKER

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+ STEP 2: APPLY ONLINE (EXAM AND LICENSE)

Apply online (<http://dre.ca.gov/elicensing>) or complete the Examination Application RE 436(<https://dre.ca.gov/files/pdf/forms/re436.pdf>)

+ STEP 3: SUBMIT APPLICATION AND FEES

Completed applications must include the appropriate fee (\$395), evidence you meet the education requirements, and Live Scan fingerprints.

+ STEP 4: SCHEDULE AN EXAM

After DRE approves your application (approx. 4-8 weeks), you must pass a computer-based multiple-choice exam. Reasonable accommodations to take the exam is available (<https://www.dre.ca.gov/files/pdf/forms/re413.pdf>)

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