

# **Occupational Licensing Study 50 State Comparison**

State Real Estate Commission

Broker (Standard)  
Cemetery Broker  
Cemetery Salesperson  
Real Estate Salesperson



Presented by the Pennsylvania  
Department of State

2020

# Broker (Standard)

An individual or entity holding either a standard or reciprocal license, that, for another and for a fee, commission or other valuable consideration, does one or more of the following:

- (i) Negotiates with or aids a person in locating or obtaining for purchase, lease or acquisition of interest in real estate.
- (ii) Negotiates the listing, sale, purchase, exchange, lease, time share and similarly designated interests, financing or option for real estate.
- (iii) Manages real estate.
- (iv) Represents himself or itself as a real estate consultant, counsellor or house finder.
- (v) Undertakes to promote the sale, exchange, purchase or rental of real estate. This does not apply to an individual or entity whose main business is that of advertising, promotion or public relations.
- (vi) Undertakes to perform a comparative market analysis.

## **Cemetery Broker**

**An individual or entity holding either a standard or reciprocal license, that is engaged as, or carrying on the business or acting in the capacity of, a broker exclusively within the limited field or branch of business that applies to cemetery lots, plots and mausoleum spaces or openings.**

## **Cemetery Salesperson**

**An individual holding either a standard or reciprocal license, employed by a broker or cemetery broker exclusively to perform the duties of a cemetery broker.**

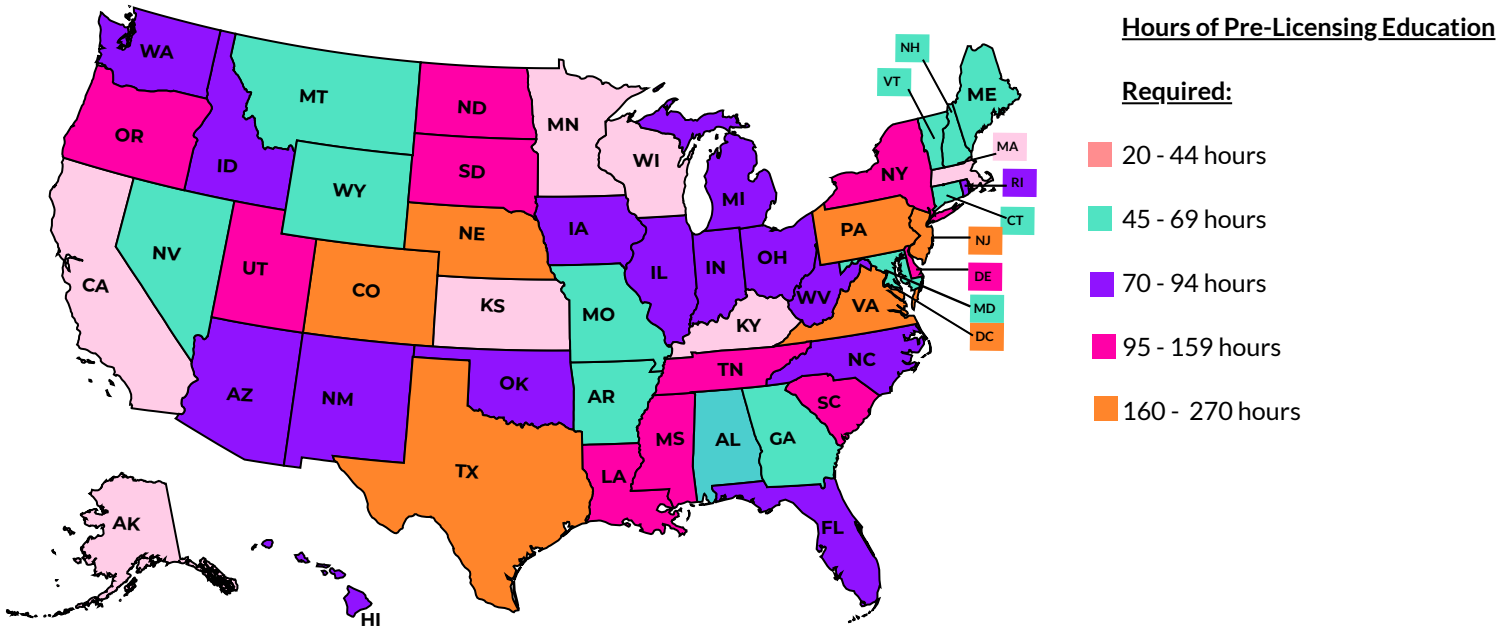
# Real Estate Salesperson

An individual holding either a standard or reciprocal license, who is employed by a broker to do one or more of the following:

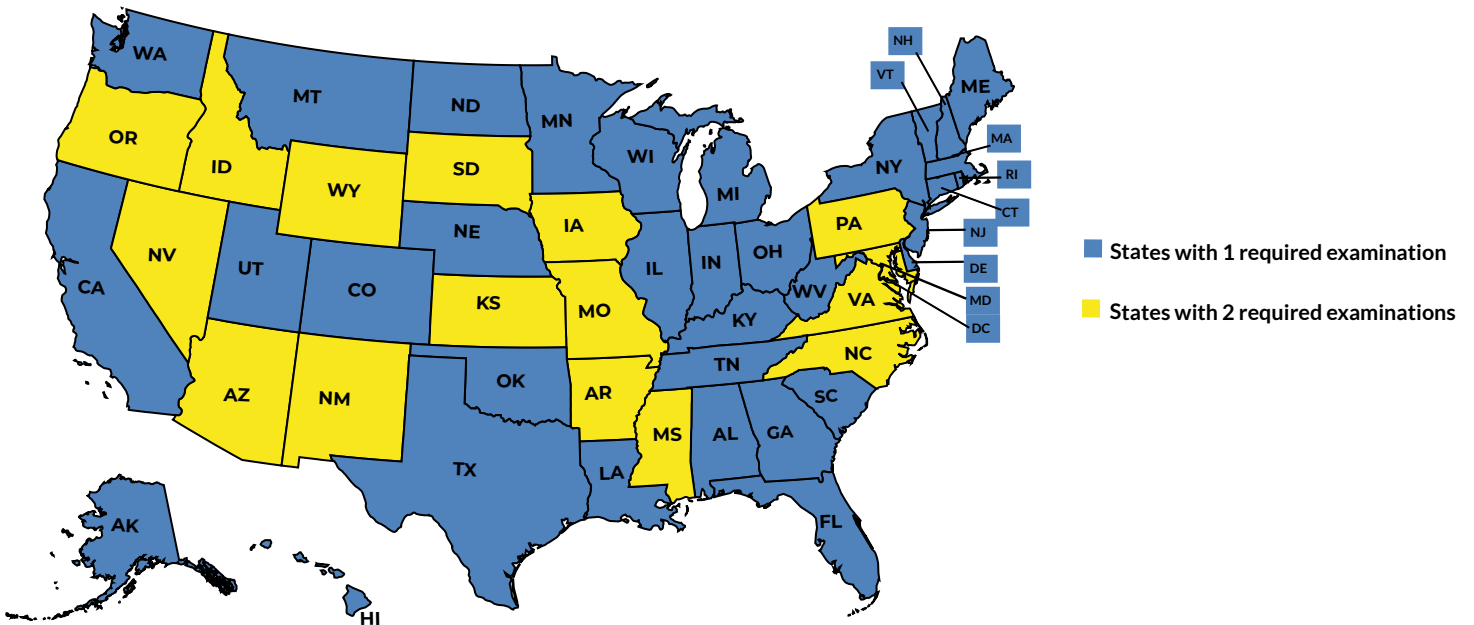
- (i) Sell or offer to sell real estate, or list real estate for sale.**
- (ii) Buy or offer to buy real estate.**
- (iii) Negotiate the purchase, sale or exchange of real estate.**
- (iv) Negotiate a loan on real estate.**
- (v) Lease or rent real estate or offer to lease or rent real estate or to place real estate for rent.**
- (vi) Collect rent for the use of real estate or offer or attempt to collect rent for the use of real estate.**
- (vii) Assist a broker in managing property.**
- (viii) Perform a comparative market analysis.**

# Broker (Standard)

## Education Requirement

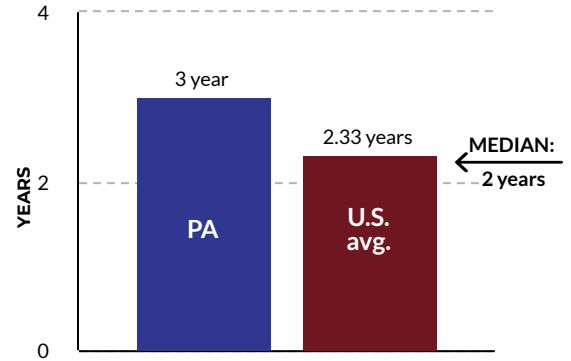
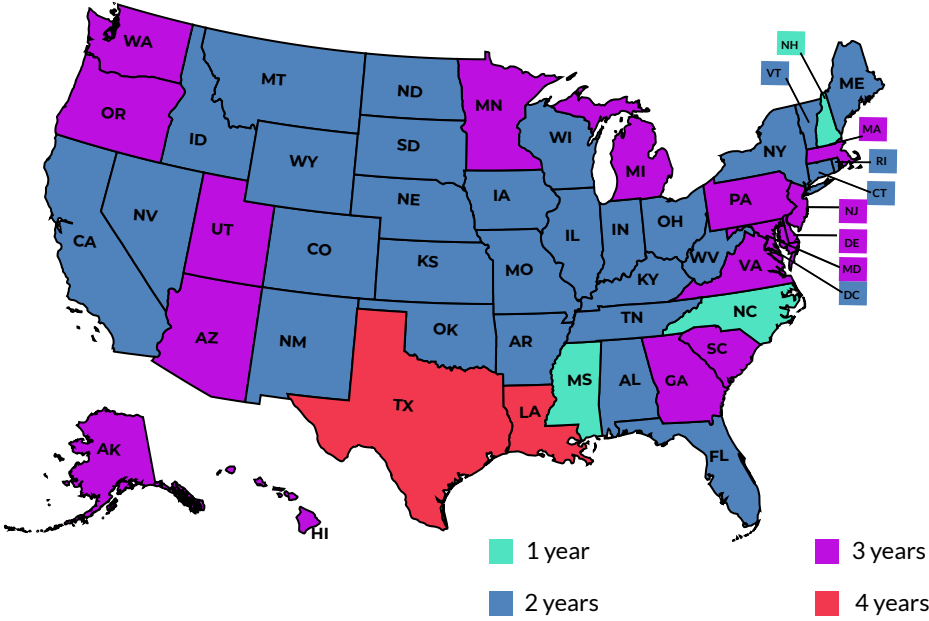


## Examination Requirement

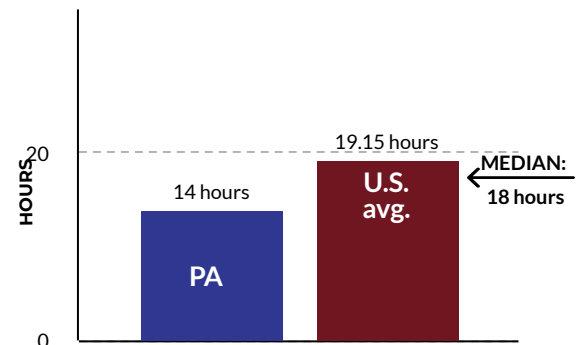
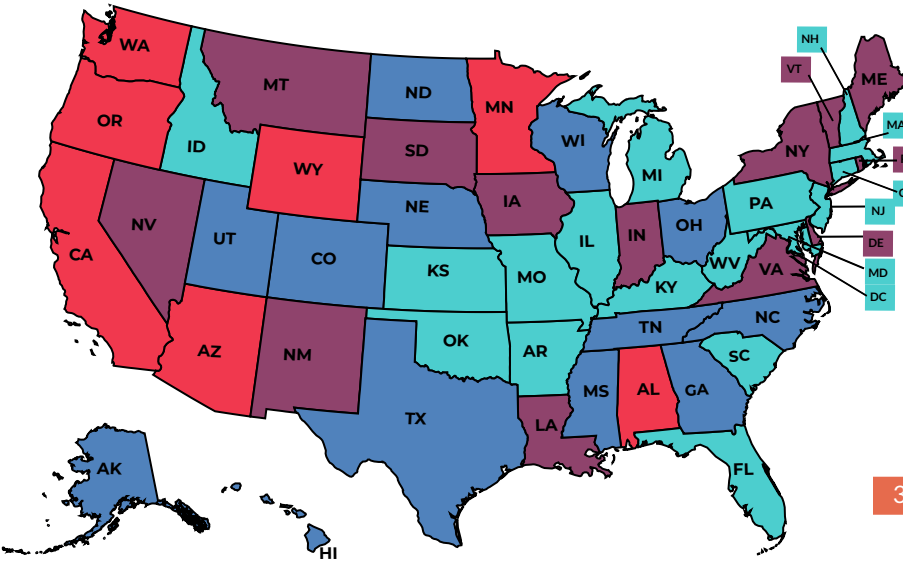


# Broker (Standard)

## Training / Experience Requirement



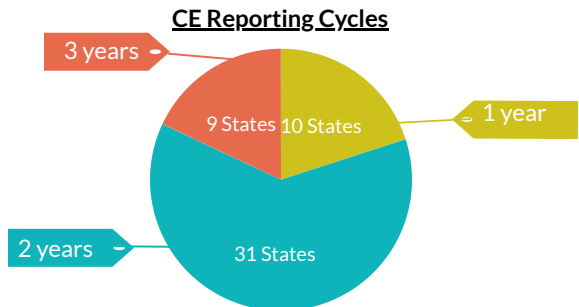
## Continuing Education Requirement



\* To allow for comparison, CE requirements have been adjusted to 2-year reporting cycles.

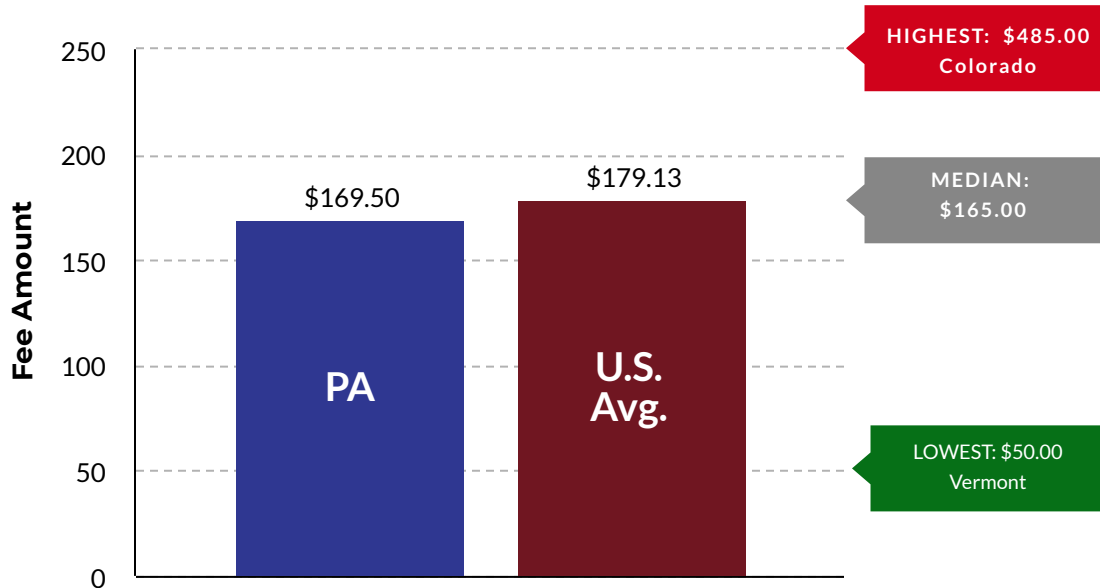
\* To allow for comparison, CE requirements have been adjusted to 2-year reporting cycles.

- 10 - 15 CE hours/2 yrs
- 16 - 20 CE hours/2 yrs
- 21 - 25 CE hours/2 yrs
- 26 - 30 CE hours/2 yrs



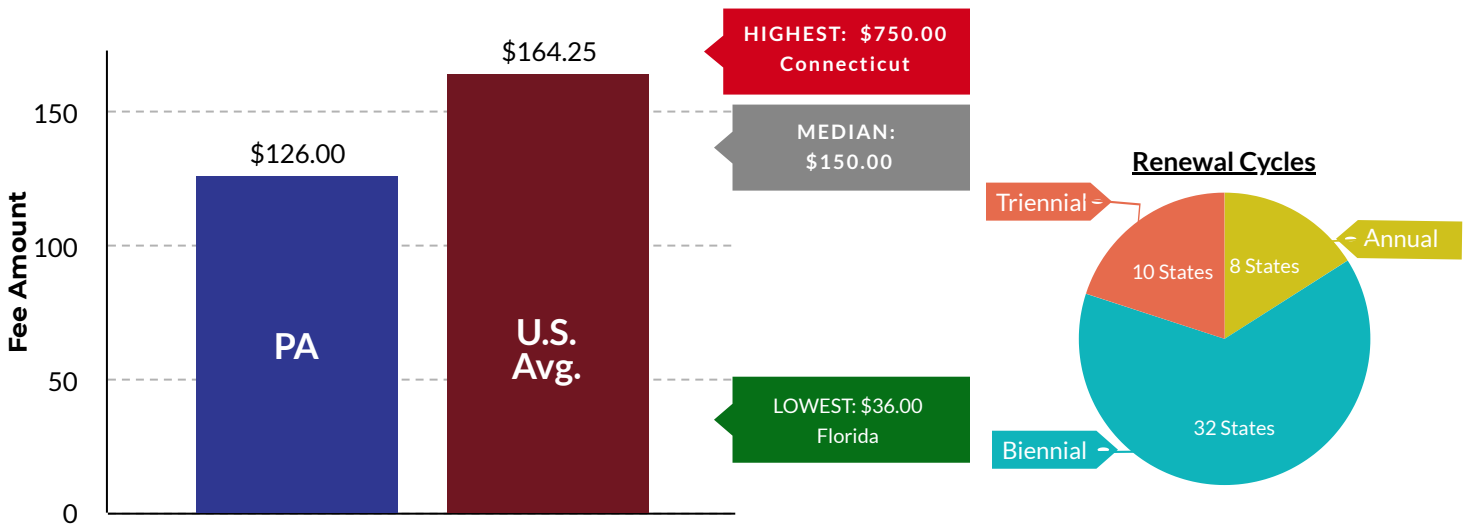
# Broker (Standard)

## Initial Licensing Fee



\* Initial licensing fee comparison excludes examination fees, background check fees, and finger printing fees.

## Renewal Fees



\*To allow for comparisons, all fees have been adjusted to biennial renewal cycles

# Broker (Standard)

## States with Reciprocity or Endorsement

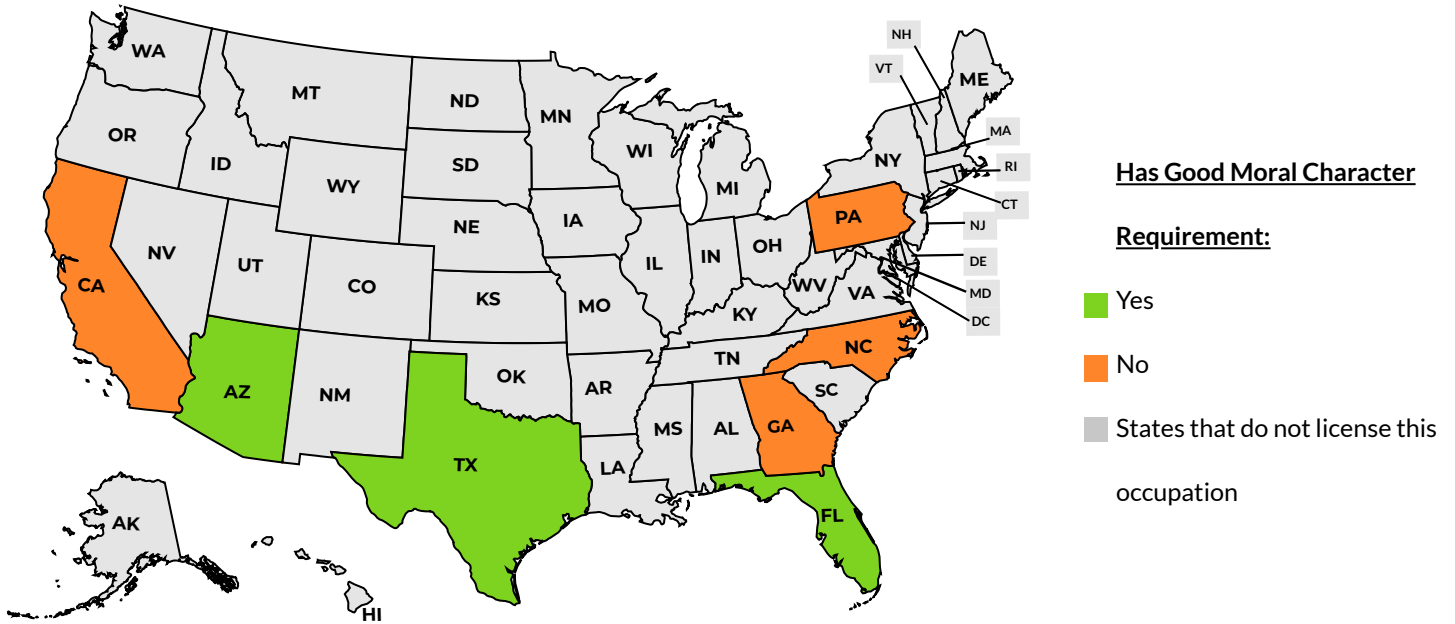
<u>Endorsement</u>	<u>Reciprocity</u>		<u>Reciprocity or Endorsement</u>
Alaska	Alabama	North Dakota	Wisconsin
Florida	Arkansas	Ohio	
Idaho	Connecticut	Oklahoma	<u>Not specified in legislation</u>
Kansas	Delaware	Oregon	Arizona
North Carolina	Illinois	Pennsylvania**	California
South Carolina	Indiana	Rhode Island	Hawaii
Texas	Iowa	South Dakota	New Jersey
Washington	Kentucky	Tennessee	
Wyoming	Louisiana	Utah	
	Maine	Vermont	
	Maryland	Virginia	
	Massachusetts	West Virginia	
	Minnesota		
	Mississippi		
	Missouri		
	Montana		
	Nebraska		
	Nevada		
	New Hampshire		
	New Mexico		
	New York		

\*\*Act 41, signed by Governor Wolf on July 2, 2019, allows for portability of out-of-state professional licensees coming to work in Pennsylvania. Act 41 does this by granting all boards and commissions within the Commonwealth the authority to immediately endorse licensee from other states, territories or jurisdictions (with substantially equivalent licensing requirements) who are active, in good standing and without discipline against their license or criminal conviction. If a licensee comes from a jurisdiction that does not have substantially equal requirements for licensure, then the boards/commissions may grant a provisional license for a period of such time to allow the new resident to meet the necessary requirements, allowing them access to gainful employment in the interim.

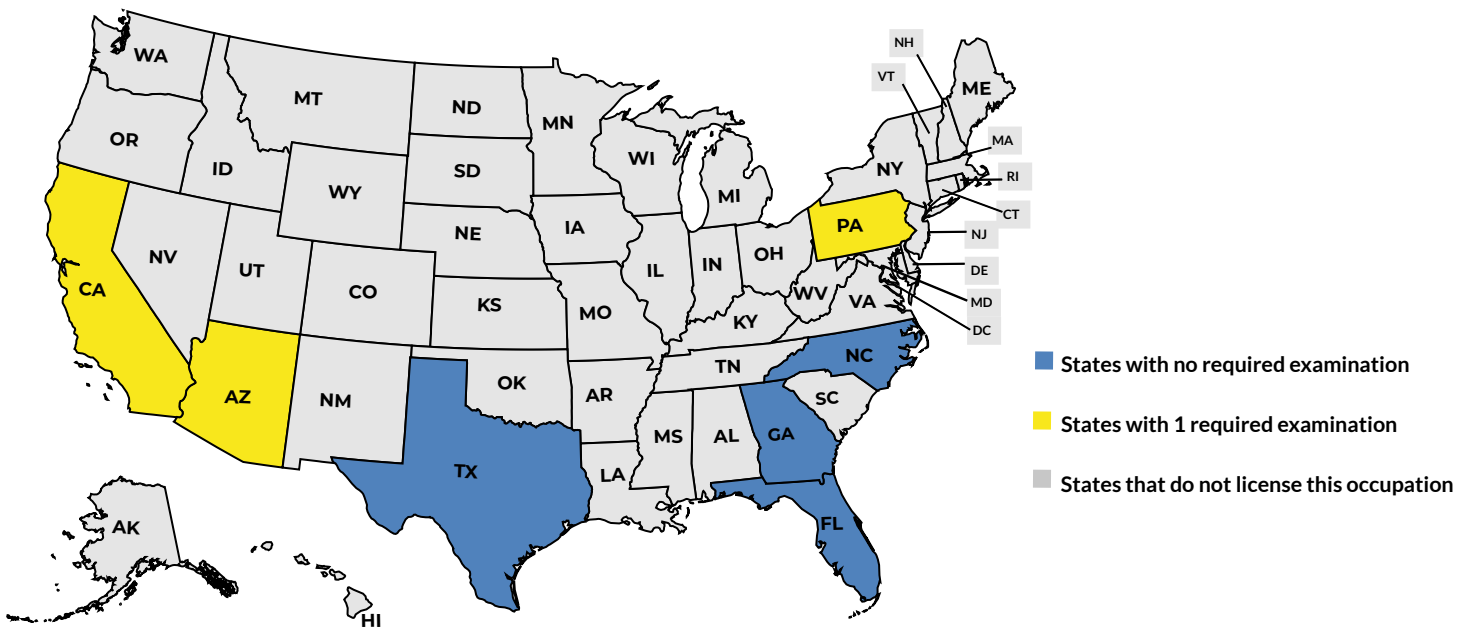


# Cemetery Broker

## Good Moral Character Requirement

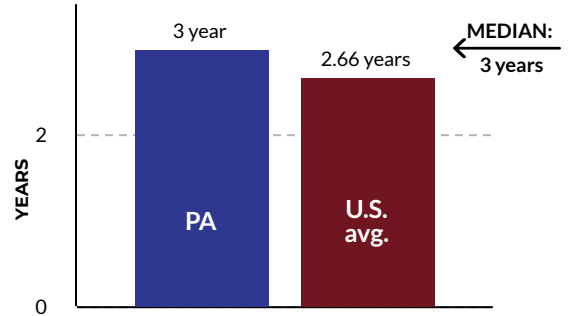
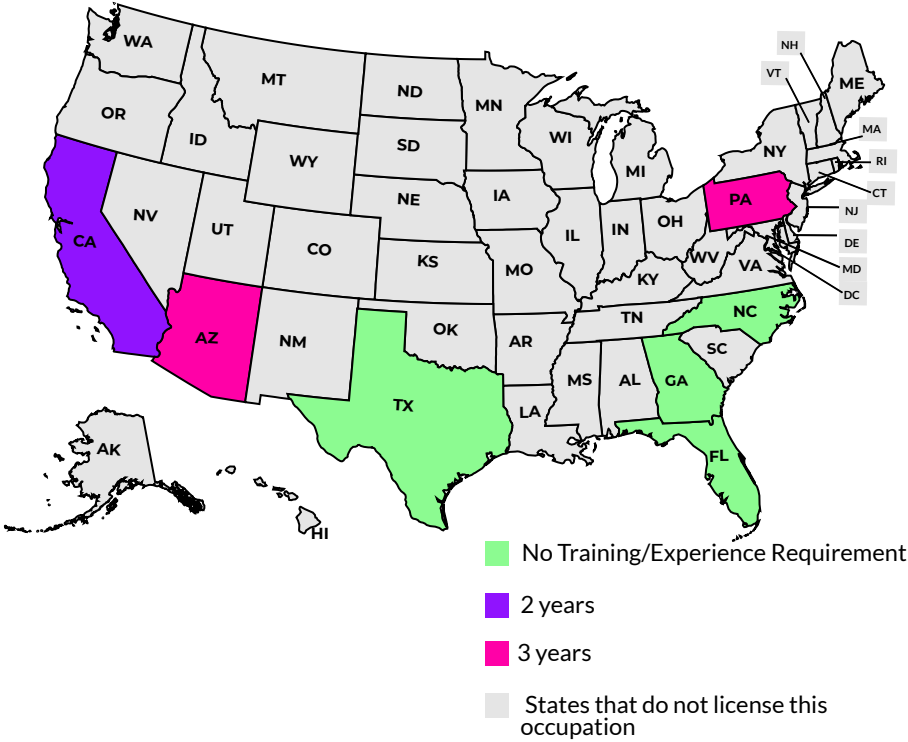


## Examination Requirement

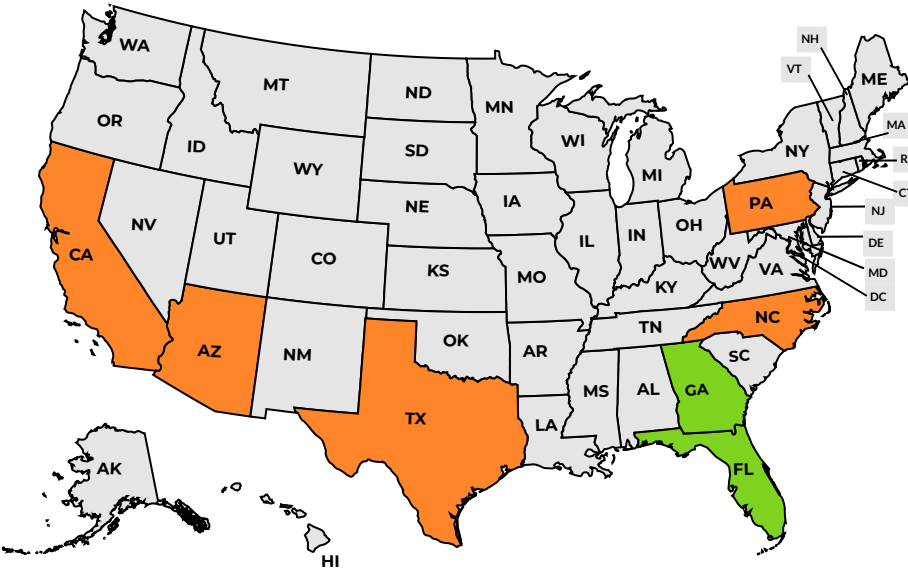


# Cemetery Broker

## Training / Experience Requirement



## Citizenship/Eligible Work Status Requirement

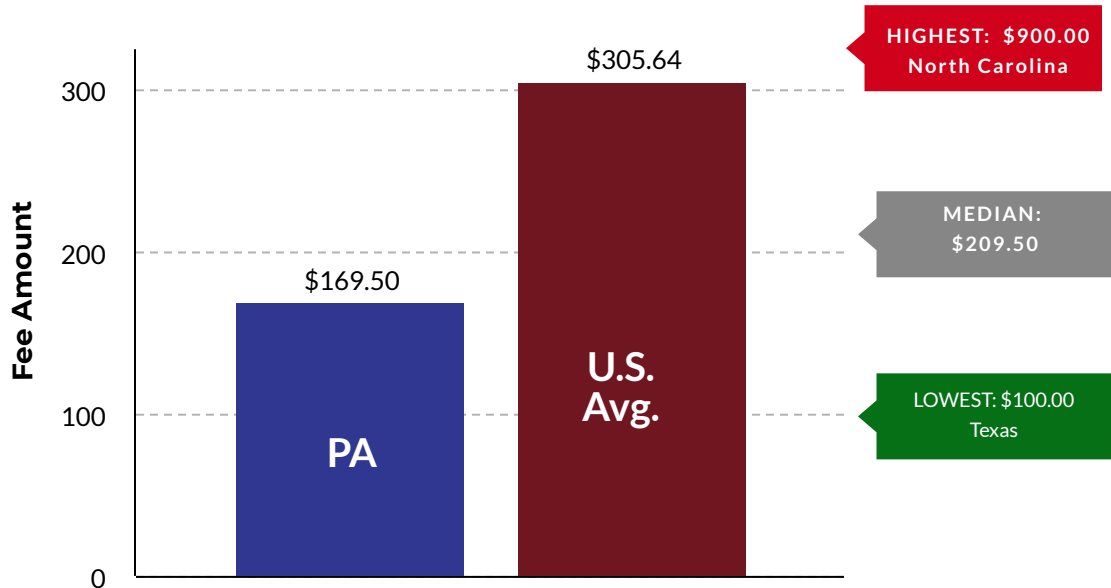


State requires US citizenship or proof of eligible work status for licensure :

- Yes
- No
- States that do not license this occupation

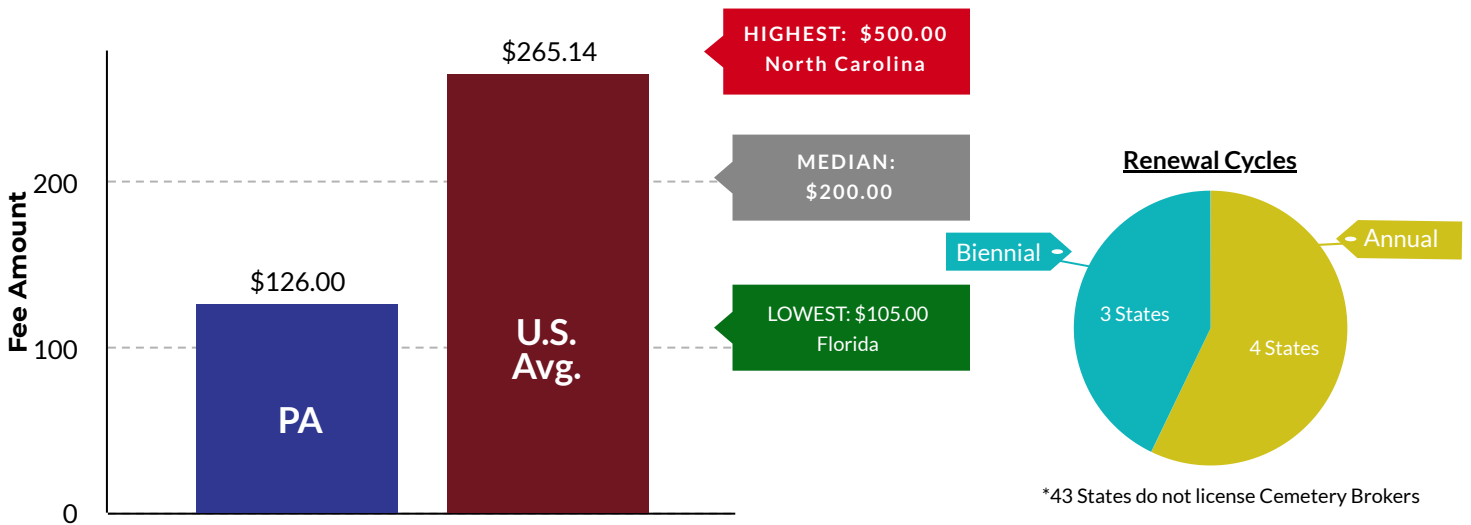
# Cemetery Broker

## Initial Licensing Fee



\* Initial licensing fee comparison excludes examination fees, background check fees, and finger printing fees.

## Renewal Fees



\*To allow for comparisons, all fees have been adjusted to biennial renewal cycles

\*43 States do not license Cemetery Brokers

# Cemetery Broker

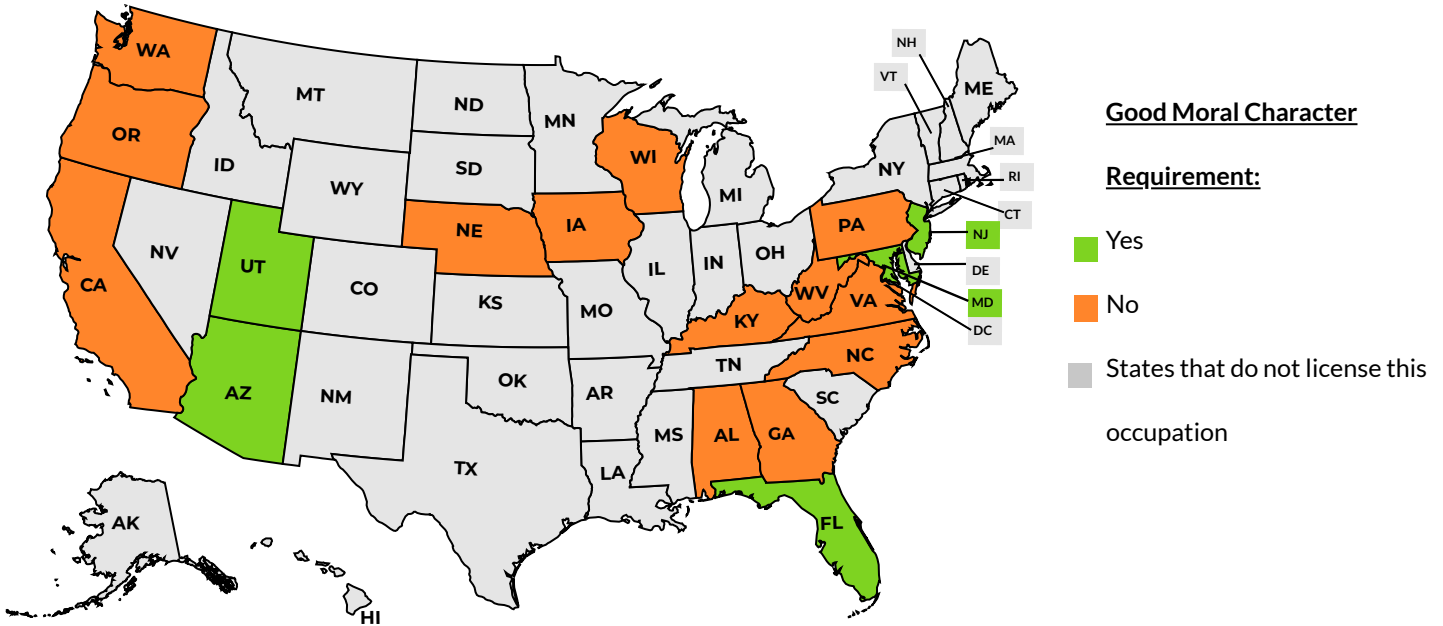
## States with Reciprocity or Endorsement

<u>Reciprocity</u>	<u>States that do not license this occupation</u>	<u>Not specified in legislation</u>
Pennsylvania**	Alabama	Arizona
	Alaska	California
	Arkansas	Florida
	Colorado	Georgia
	Connecticut	North Carolina
	Delaware	Texas
	Hawaii	
	Idaho	
	Illinois	
	Indiana	
	Iowa	
	Kansas	
	Kentucky	
	Louisiana	
	Maine	
	Maryland	
	Massachusetts	
	Michigan	
	Minnesota	
	Mississippi	
	Missouri	
	Montana	
	Nebraska	
	Nevada	
	New Hampshire	
	New Jersey	
	New Mexico	
	New York	
	North Dakota	
	Ohio	
	Oklahoma	
	Oregon	
	Rhode Island	
	South Carolina	
	South Dakota	
	Tennessee	
	Utah	
	Vermont	
	Virginia	
	Washington	
	West Virginia	
	Wisconsin	
	Wyoming	

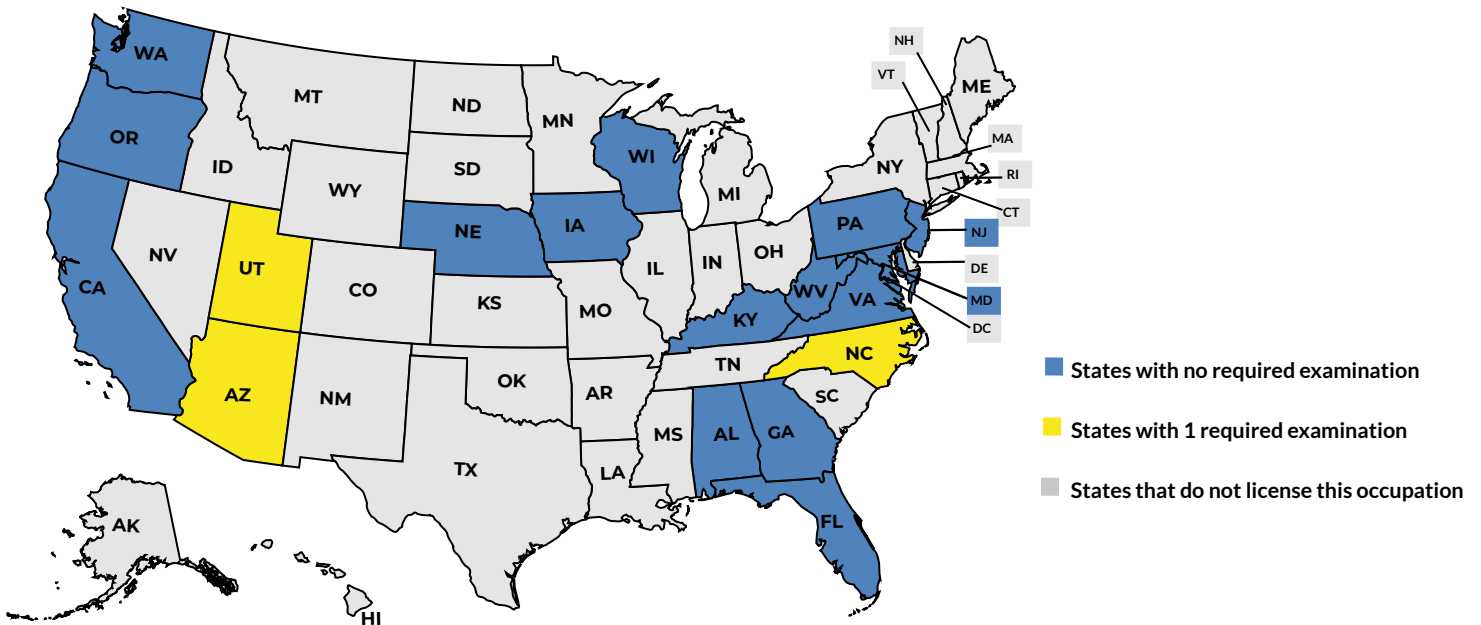
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# Cemetery Salesperson

## Good Moral Character Requirement

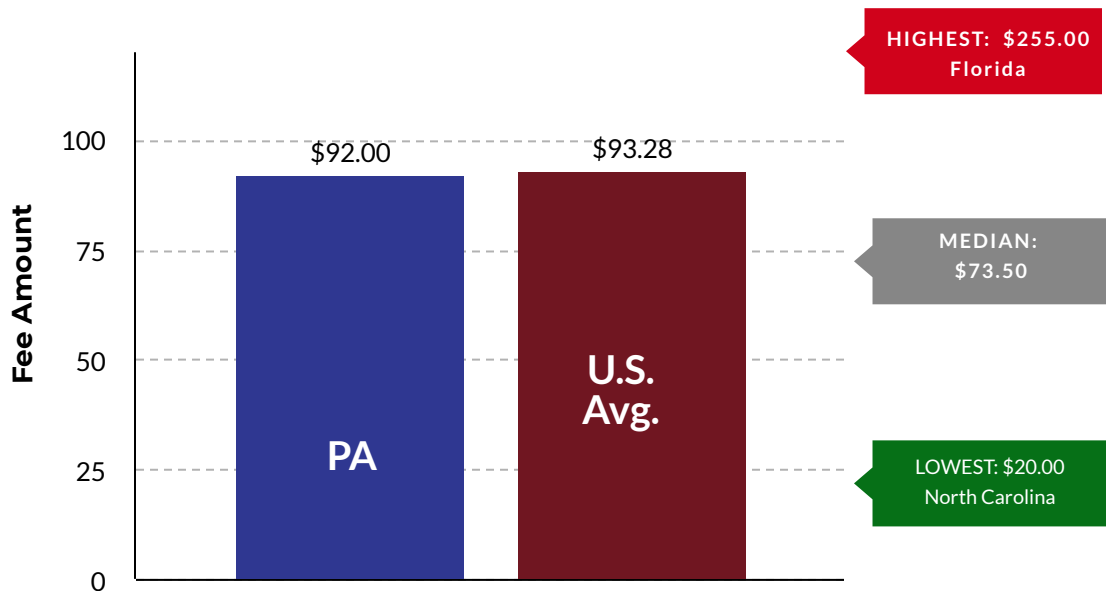


## Examination Requirement



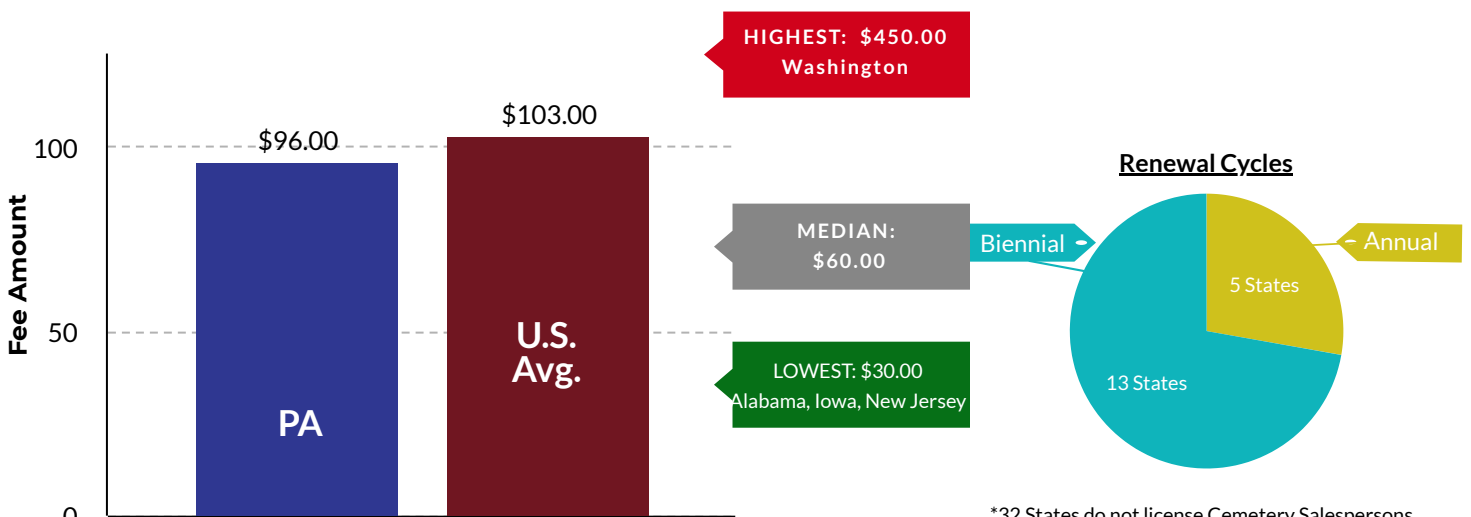
# Cemetery Salesperson

## Initial Licensing Fee



\* Initial licensing fee comparison excludes examination fees, background check fees, and finger printing fees.

## Renewal Fees



\*To allow for comparisons, all fees have been adjusted to biennial renewal cycles

\*32 States do not license Cemetery Salespersons

# Cemetery Salesperson

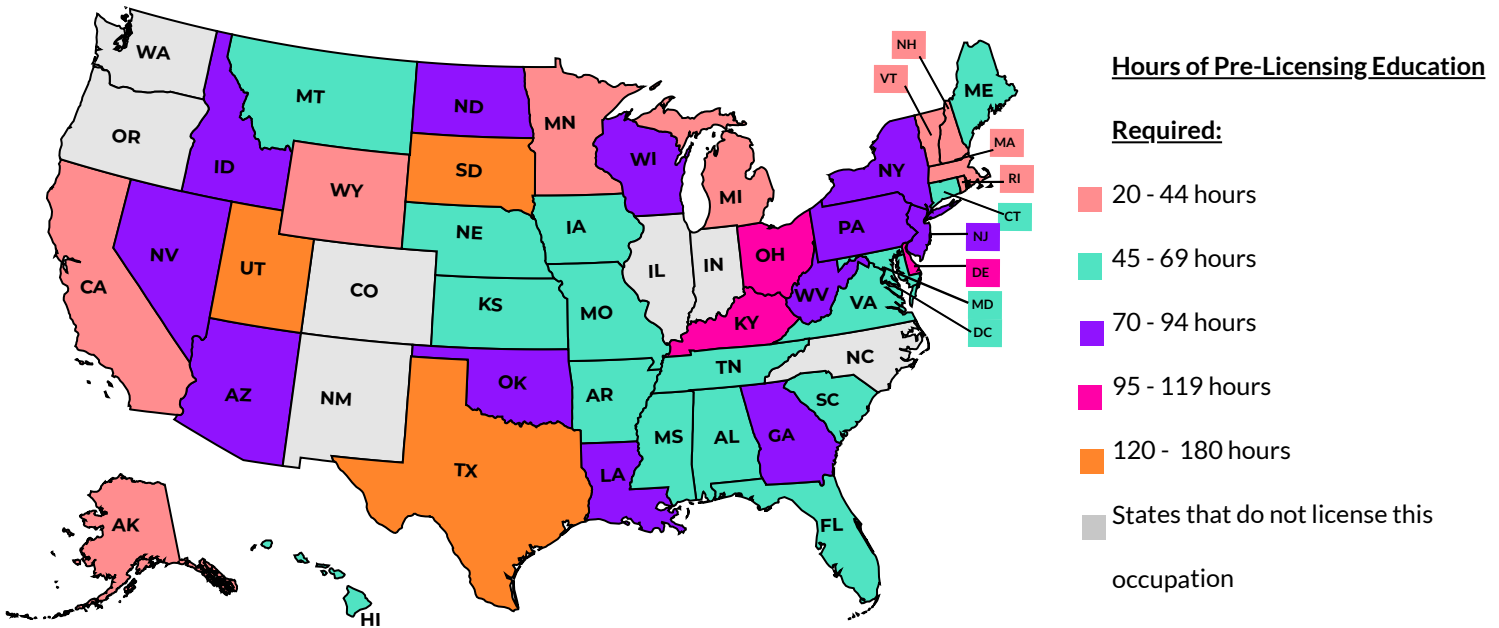
## States with Reciprocity or Endorsement

<u>Reciprocity</u>	<u>States that do not license this occupation</u>		<u>Not specified in legislation</u>
Pennsylvania**	Alaska	Montana	Alabama
	Arkansas	Nevada	Arizona
<u>Endorsement</u>	Colorado	New Hampshire	California
Utah	Connecticut	New Mexico	Florida
Virginia	Delaware	New York	Georgia
	Hawaii	North Dakota	Iowa
	Idaho	Ohio	Kentucky
	Illinois	Oklahoma	Maryland
	Indiana	Rhode Island	Nebraska
	Kansas	South Carolina	New Jersey
	Louisiana	South Dakota	North Carolina
	Maine	Tennessee	Oregon
	Massachusetts	Texas	Washington
	Michigan	Vermont	West Virginia
	Minnesota	Wyoming	Wisconsin
	Mississippi		
	Missouri		

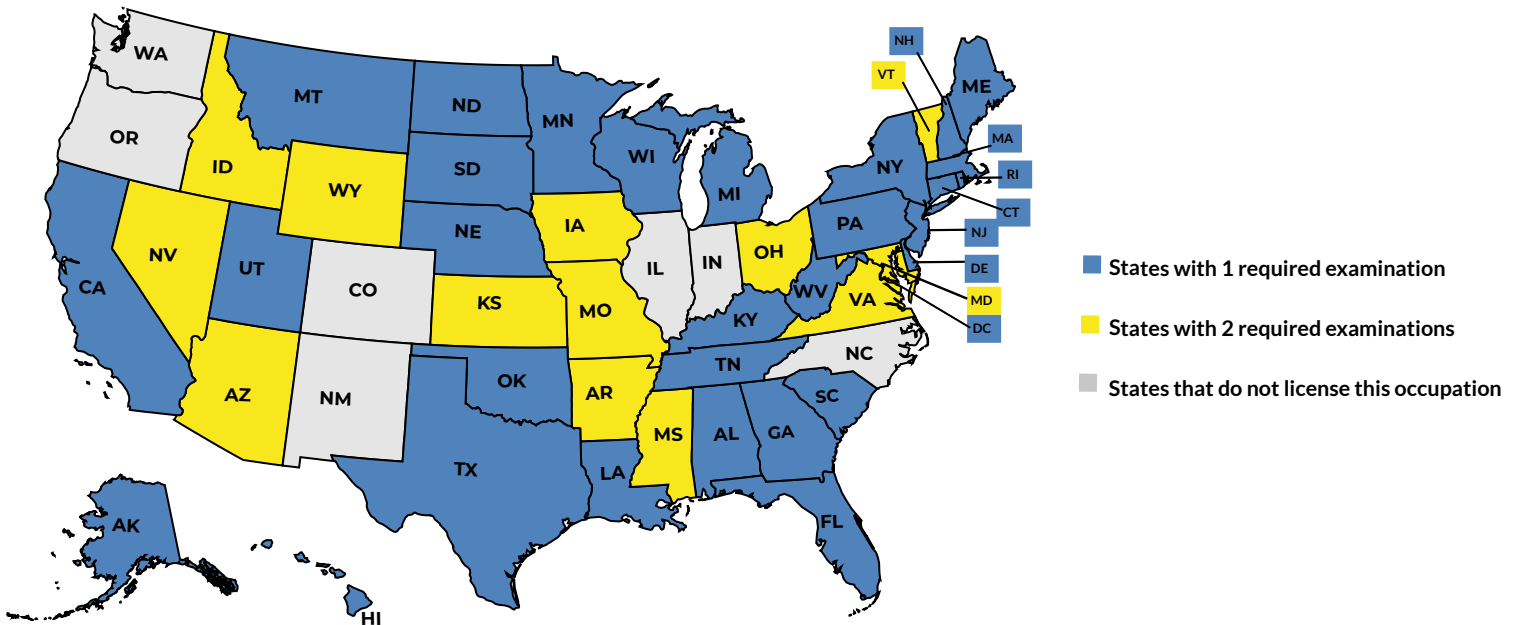
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# Real Estate Salesperson

## Education Requirement



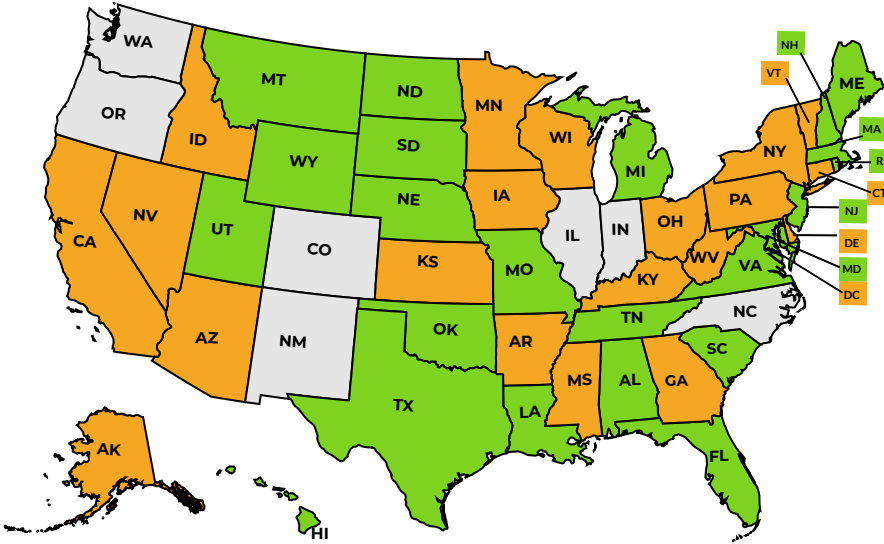
## Examination Requirement





# Real Estate Salesperson

## Good Moral Character Requirement

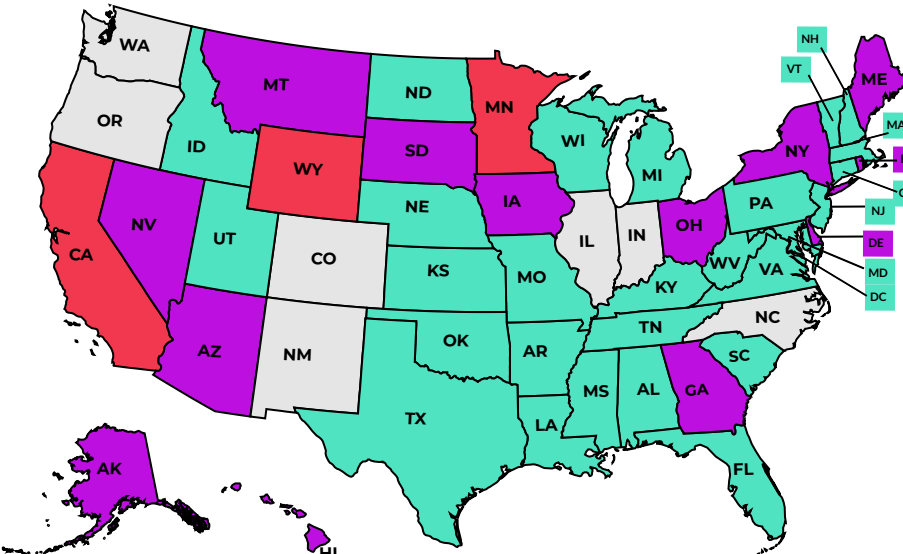


### Good Moral Character Requirement

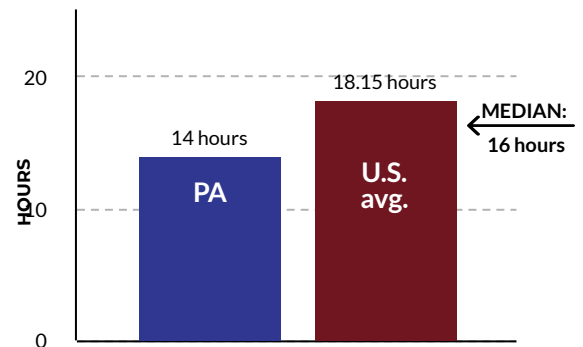
#### for Licensure:

- Yes
- No
- States that do not license this occupation

## Continuing Education Requirement

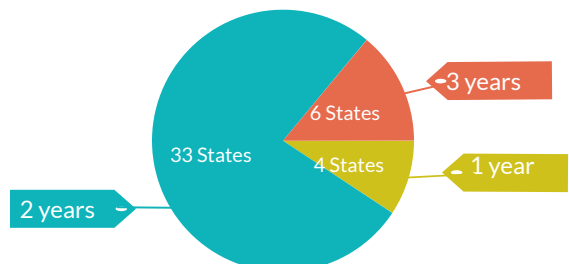


- States that do not license this occupation
- 10 - 19 CE hours/2 yrs
- 20 - 29 CE hours/2 yrs
- 30 - 45 CE hours/2 yrs



\* To allow for comparison, CE requirements have been adjusted to 2-year reporting cycles.

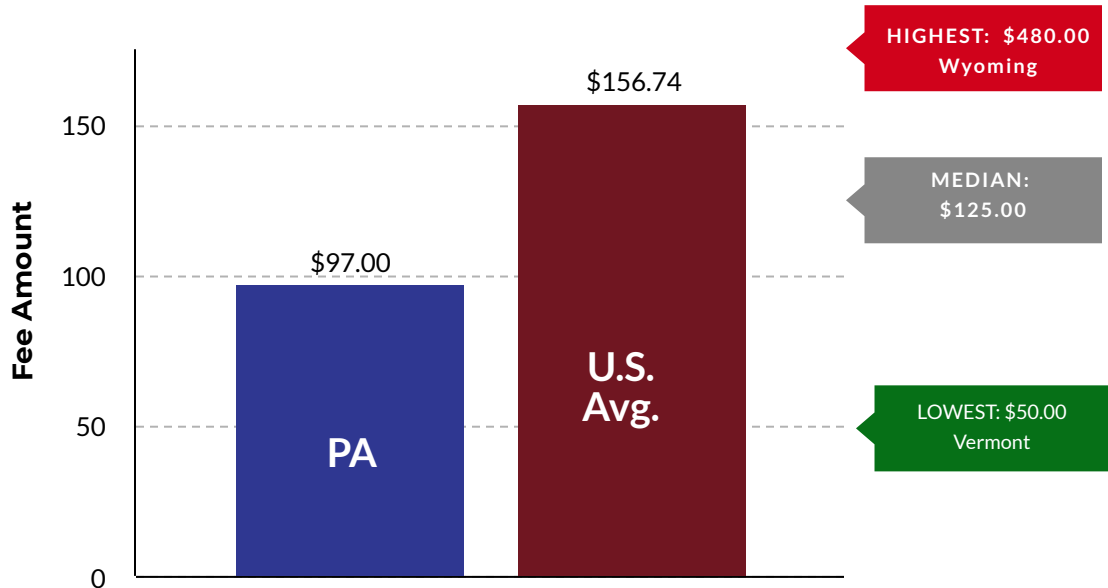
### CE Reporting Cycles



\*7 States do not license Real Estate Salespersons

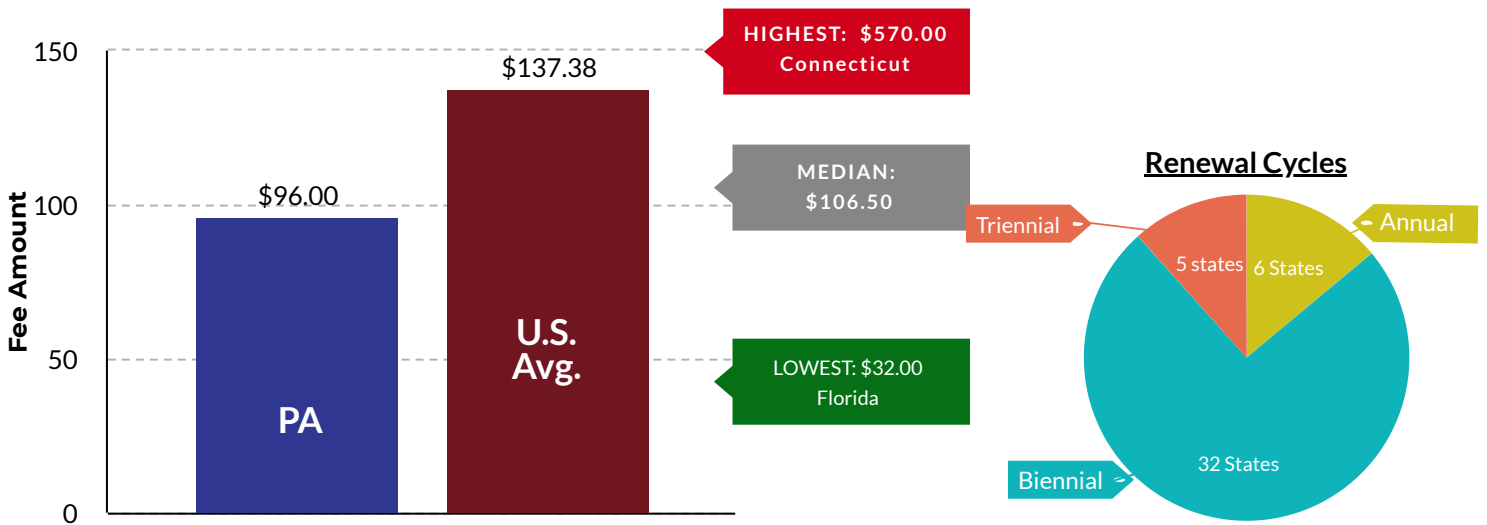
# Real Estate Salesperson

## Initial Licensing Fee



\* Initial licensing fee comparison excludes examination fees, background check fees, and finger printing fees.

## Renewal Fees



\*To allow for comparisons, all fees have been adjusted to biennial renewal cycles

\*7 States do not license Real Estate Salespersons

# Real Estate Salesperson

## States with Reciprocity or Endorsement

<u>Endorsement</u>	<u>Reciprocity</u>		<u>Reciprocity or Endorsement</u>
Alaska	Alabama	North Dakota	Wisconsin
	Arkansas	Ohio	
	Connecticut	Oklahoma	<u>Not specified in legislation</u>
	Delaware	Pennsylvania**	Idaho
	Florida	Rhode Island	Kentucky
	Georgia	South Carolina	Michigan
	Iowa	South Dakota	New Jersey
	Kansas	Tennessee	
	Louisiana	Texas	<u>Not specified in legislation</u>
	Maine	Utah	Colorado
	Maryland	Vermont	Indiana
	Massachusetts	Virginia	Illinois
	Minnesota	West Virginia	New Mexico
	Mississippi	Wyoming	North Carolina
	Missouri		Oregon
	Montana		Washington
	Nebraska		
	Nevada		
	New Hampshire		
	New York		

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# Observation Section

## **Cemetery Associate Broker Notes**

Pennsylvania is the only state that has a license class for 'Cemetery Associate Broker'

A Cemetery Associate Broker is an individual cemetery broker employed by another cemetery broker or by a broker.

## **Manager of Record Notes**

Pennsylvania & Connecticut are the only states that have a license class for 'Manager of Record'

A Manager of Record is the individual rental listing referral agent responsible for the rental listing transactions of a partnership, association or corporation that holds a rental listing referral agent's license.

## **Rental Listing Referral Agent Notes**

There are only 3 states that have a license class for 'Rental Listing Referral Agent': **California, New Jersey, Pennsylvania**

A Rental Listing Referral Agent is an individual or entity that owns or manages a business which collects rental information for the purpose of referring prospective tenants to rental units or locations of rental units.

# Sources: State Licensing Boards

<b>Alabama</b> <a href="https://arec.alabama.gov/arec/pages/consumer/tools/becomerep.aspx#">https://arec.alabama.gov/arec/pages/consumer/tools/becomerep.aspx#</a>	<b>Maryland</b> <a href="https://www.dllr.state.md.us/license/mrec/">https://www.dllr.state.md.us/license/mrec/</a>	<b>Oregon</b> <a href="https://www.oregon.gov/rea/licensing/Get_License/Pages/Broker.aspx">https://www.oregon.gov/rea/licensing/Get_License/Pages/Broker.aspx</a>
<b>Alaska</b> <a href="https://www.commerce.alaska.gov/web/cbpl/ProfessionalLicensing/RealEstateCommission/StatutesandRegulations.aspx">https://www.commerce.alaska.gov/web/cbpl/ProfessionalLicensing/RealEstateCommission/StatutesandRegulations.aspx</a>	<b>Massachusetts</b> <a href="https://www.mass.gov/how-to/apply-for-your-real-estate-license">https://www.mass.gov/how-to/apply-for-your-real-estate-license</a>	<b>Pennsylvania</b> <a href="http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission/Pages/default.aspx">http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/RealEstateCommission/Pages/default.aspx</a>
<b>Arizona</b> <a href="https://www.azre.gov/Lic/QualifyObtainLicFaq.aspx">https://www.azre.gov/Lic/QualifyObtainLicFaq.aspx</a>	<b>Michigan</b> <a href="https://www.michigan.gov/documents/lara/Real_Estate_517670_7.pdf">https://www.michigan.gov/documents/lara/Real_Estate_517670_7.pdf</a>	<b>Rhode Island</b> <a href="https://dbr.ri.gov/divisions/commlicensing/realestate.php">https://dbr.ri.gov/divisions/commlicensing/realestate.php</a>
<b>Arkansas</b> <a href="https://www.arec.arkansas.gov/">https://www.arec.arkansas.gov/</a>	<b>Minnesota</b> <a href="https://www.revisor.mn.gov/statutes/cite/82.55">https://www.revisor.mn.gov/statutes/cite/82.55</a>	<b>South Carolina</b> <a href="https://lir.sc.gov/re/licensure.aspx">https://lir.sc.gov/re/licensure.aspx</a>
<b>California</b> <a href="http://www.dre.ca.gov/examinees/requirementsbroker.html">http://www.dre.ca.gov/examinees/requirementsbroker.html</a>	<b>Mississippi</b> <a href="http://www.mrec.ms.gov/">http://www.mrec.ms.gov/</a>	<b>South Dakota</b> <a href="https://dlr.sd.gov/realestate/license_types_requirement.aspx">https://dlr.sd.gov/realestate/license_types_requirement.aspx</a>
<b>Colorado</b> <a href="https://www.colorado.gov/pacific/dora/real-estate-broker-licensing-pages">https://www.colorado.gov/pacific/dora/real-estate-broker-licensing-pages</a>	<b>Missouri</b> <a href="https://pr.mo.gov/realestate-how-to.asp">https://pr.mo.gov/realestate-how-to.asp</a>	<b>Tennessee</b> <a href="https://www.tn.gov/commerce/regboards/trec.html">https://www.tn.gov/commerce/regboards/trec.html</a>
<b>Connecticut</b> <a href="http://www.portal.ct.gov/DCP/License-Services-Division/All-License-Applications/Real-Estate-Brokers">http://www.portal.ct.gov/DCP/License-Services-Division/All-License-Applications/Real-Estate-Brokers</a>	<b>Montana</b> <a href="http://boards.bsd.dli.mt.gov/rre#1?3">http://boards.bsd.dli.mt.gov/rre#1?3</a>	<b>Texas</b> <a href="https://www.trec.texas.gov/become-licensed/individual-real-estate-broker">https://www.trec.texas.gov/become-licensed/individual-real-estate-broker</a>
<b>Delaware</b> <a href="https://dpr.delaware.gov/boards/realestate/resbroker">https://dpr.delaware.gov/boards/realestate/resbroker</a>	<b>Nebraska</b> <a href="http://www.nrec.ne.gov/licensing-forms/brokerlicenseinfo.html">http://www.nrec.ne.gov/licensing-forms/brokerlicenseinfo.html</a>	<b>Utah</b> <a href="https://realestate.utah.gov/realestate/index.html">https://realestate.utah.gov/realestate/index.html</a>
<b>District of Columbia</b> <a href="https://www.dcopla.com/realestate/">https://www.dcopla.com/realestate/</a>	<b>Nevada</b> <a href="http://red.nv.gov/Content/Real_Estate/Broker/Initial_License_Requirements/">http://red.nv.gov/Content/Real_Estate/Broker/Initial_License_Requirements/</a>	<b>Vermont</b> <a href="https://www.sec.state.vt.us/professional-regulation/list-of-professions/real-estate-commission/statutes-rules.aspx">https://www.sec.state.vt.us/professional-regulation/list-of-professions/real-estate-commission/statutes-rules.aspx</a>
<b>Florida</b> <a href="http://www.leg.state.fl.us/Statutes/index.cfm?App_mode=Display_Statute&amp;Search_String=&amp;p">http://www.leg.state.fl.us/Statutes/index.cfm?App_mode=Display_Statute&amp;Search_String=&amp;p</a>	<b>New Hampshire</b> <a href="https://www.oplc.nh.gov/real-estate-commission/">https://www.oplc.nh.gov/real-estate-commission/</a>	<b>Virginia</b> <a href="http://www.dpvr.virginia.gov/Boards/Real-Estate/How_to_Apply_Individual/">http://www.dpvr.virginia.gov/Boards/Real-Estate/How_to_Apply_Individual/</a>
<b>Georgia</b> <a href="http://www.grec.state.ga.us/grec/relicense.html">http://www.grec.state.ga.us/grec/relicense.html</a>	<b>New Jersey</b> <a href="http://www.state.nj.us/dobi/division_rec/index.htm">http://www.state.nj.us/dobi/division_rec/index.htm</a>	<b>Washington</b> <a href="https://www.dol.wa.gov/business/realestate/brokerslicense.html">https://www.dol.wa.gov/business/realestate/brokerslicense.html</a>
<b>Hawaii</b> <a href="http://cca.hawaii.gov/reb/real_ed/">http://cca.hawaii.gov/reb/real_ed/</a>	<b>New Mexico</b> <a href="http://www.rld.state.nm.us/boards/Real_Estate_Commission_Requirements_and_Continuing_Education.aspx">http://www.rld.state.nm.us/boards/Real_Estate_Commission_Requirements_and_Continuing_Education.aspx</a>	<b>West Virginia</b> <a href="https://rec.wv.gov/Pages/default.aspx">https://rec.wv.gov/Pages/default.aspx</a>
<b>Idaho</b> <a href="https://irec.idaho.gov/ilr.html">https://irec.idaho.gov/ilr.html</a>	<b>New York</b> <a href="https://www.dos.ny.gov/licensing/fees_terms.html">https://www.dos.ny.gov/licensing/fees_terms.html</a>	<b>Wisconsin</b> <a href="https://dsps.wi.gov/Pages/Professions/REBroker/Default.aspx">https://dsps.wi.gov/Pages/Professions/REBroker/Default.aspx</a>
<b>Illinois</b> <a href="https://www.idfpr.com/profs/realest.asp">https://www.idfpr.com/profs/realest.asp</a>	<b>North Carolina</b> <a href="https://www.ncrec.gov/Brochures/general.pdf">https://www.ncrec.gov/Brochures/general.pdf</a>	<b>Wyoming</b> <a href="http://realestate.wyo.gov/real-estate-professionals/obtain-re-license">http://realestate.wyo.gov/real-estate-professionals/obtain-re-license</a>
<b>Indiana</b> <a href="http://iga.in.gov/legislative/laws/2015/ic/titles/025/articles/34.1/">http://iga.in.gov/legislative/laws/2015/ic/titles/025/articles/34.1/</a>	<b>North Dakota</b> <a href="https://www.realestatend.org/licensees/real-estate-license/broker/">https://www.realestatend.org/licensees/real-estate-license/broker/</a>	
<b>Iowa</b> <a href="https://plb.iowa.gov/board/real-estate-sales-brokers">https://plb.iowa.gov/board/real-estate-sales-brokers</a>	<b>Ohio</b> <a href="https://www.com.ohio.gov/real/">https://www.com.ohio.gov/real/</a>	
<b>Kansas</b> <a href="https://krec.ks.gov/">https://krec.ks.gov/</a>	<b>Oklahoma</b> <a href="https://www.ok.gov/OREC/Education_and_Exam_Info_to_Obtain_a_License/index.html">https://www.ok.gov/OREC/Education_and_Exam_Info_to_Obtain_a_License/index.html</a>	
<b>Kentucky</b> <a href="https://krec.ky.gov/licensing/na/Pages/default.aspx">https://krec.ky.gov/licensing/na/Pages/default.aspx</a>		
<b>Louisiana</b> <a href="https://lrec.gov/become-licensed/">https://lrec.gov/become-licensed/</a>		
<b>Maine</b> <a href="http://www.maine.gov/pfr/professionallicensing/professions/real_estate/">http://www.maine.gov/pfr/professionallicensing/professions/real_estate/</a>		