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
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

States with 1 required examination

States with 2 required examinations

Examination Requirement

[Map showing states with different required hours for education and examination]

Hours of Pre-Licensing Education

Required:
- 20 - 44 hours
- 45 - 69 hours
- 70 - 94 hours
- 95 - 159 hours
- 160 - 270 hours
Continuing Education Requirement

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

**CE Reporting Cycles**
- 1 year: 3 States
- 2 years: 31 States
- 3 years: 10 States
- 4 years: 9 States

**HOURS**
- 0 - 10 CE hours/2 yrs
- 11 - 15 CE hours/2 yrs
- 16 - 20 CE hours/2 yrs
- 21 - 25 CE hours/2 yrs
- 26 - 30 CE hours/2 yrs
- 31 - 40 CE hours/2 yrs
- 41 - 50 CE hours/2 yrs
- 51 - 60 CE hours/2 yrs
- 61 - 70 CE hours/2 yrs
- 71 - 80 CE hours/2 yrs
- 81 - 90 CE hours/2 yrs
- 91 - 100 CE hours/2 yrs
- 101 - 110 CE hours/2 yrs
- 111 - 120 CE hours/2 yrs
- 121 - 130 CE hours/2 yrs
- 131 - 140 CE hours/2 yrs
- 141 - 150 CE hours/2 yrs
- 151 - 160 CE hours/2 yrs
- 161 - 170 CE hours/2 yrs
- 171 - 180 CE hours/2 yrs
- 181 - 190 CE hours/2 yrs
- 191 - 200 CE hours/2 yrs
- 201 - 210 CE hours/2 yrs
- 211 - 220 CE hours/2 yrs
- 221 - 230 CE hours/2 yrs
- 231 - 240 CE hours/2 yrs
- 241 - 250 CE hours/2 yrs
- 251 - 260 CE hours/2 yrs
- 261 - 270 CE hours/2 yrs
- 271 - 280 CE hours/2 yrs
- 281 - 290 CE hours/2 yrs
- 291 - 300 CE hours/2 yrs
- 301 - 310 CE hours/2 yrs
- 311 - 320 CE hours/2 yrs
- 321 - 330 CE hours/2 yrs
- 331 - 340 CE hours/2 yrs
- 341 - 350 CE hours/2 yrs
- 351 - 360 CE hours/2 yrs
- 361 - 370 CE hours/2 yrs
- 371 - 380 CE hours/2 yrs
- 381 - 390 CE hours/2 yrs
- 391 - 400 CE hours/2 yrs
- 401 - 410 CE hours/2 yrs
- 411 - 420 CE hours/2 yrs
- 421 - 430 CE hours/2 yrs
- 431 - 440 CE hours/2 yrs
- 441 - 450 CE hours/2 yrs
- 451 - 460 CE hours/2 yrs
- 461 - 470 CE hours/2 yrs
- 471 - 480 CE hours/2 yrs
- 481 - 490 CE hours/2 yrs
- 491 - 500 CE hours/2 yrs
- 501 - 510 CE hours/2 yrs
- 511 - 520 CE hours/2 yrs
- 521 - 530 CE hours/2 yrs
- 531 - 540 CE hours/2 yrs
- 541 - 550 CE hours/2 yrs
- 551 - 560 CE hours/2 yrs
- 561 - 570 CE hours/2 yrs
- 571 - 580 CE hours/2 yrs
- 581 - 590 CE hours/2 yrs
- 591 - 600 CE hours/2 yrs
- 601 - 610 CE hours/2 yrs
- 611 - 620 CE hours/2 yrs
- 621 - 630 CE hours/2 yrs
- 631 - 640 CE hours/2 yrs
- 641 - 650 CE hours/2 yrs
- 651 - 660 CE hours/2 yrs
- 661 - 670 CE hours/2 yrs
- 671 - 680 CE hours/2 yrs
- 681 - 690 CE hours/2 yrs
- 691 - 700 CE hours/2 yrs
- 701 - 710 CE hours/2 yrs
- 711 - 720 CE hours/2 yrs
- 721 - 730 CE hours/2 yrs
- 731 - 740 CE hours/2 yrs
- 741 - 750 CE hours/2 yrs
- 751 - 760 CE hours/2 yrs
- 761 - 770 CE hours/2 yrs
- 771 - 780 CE hours/2 yrs
- 781 - 790 CE hours/2 yrs
- 791 - 800 CE hours/2 yrs
- 801 - 810 CE hours/2 yrs
- 811 - 820 CE hours/2 yrs
- 821 - 830 CE hours/2 yrs
- 831 - 840 CE hours/2 yrs
- 841 - 850 CE hours/2 yrs
- 851 - 860 CE hours/2 yrs
- 861 - 870 CE hours/2 yrs
- 871 - 880 CE hours/2 yrs
- 881 - 890 CE hours/2 yrs
- 891 - 900 CE hours/2 yrs
- 901 - 910 CE hours/2 yrs
- 911 - 920 CE hours/2 yrs
- 921 - 930 CE hours/2 yrs
- 931 - 940 CE hours/2 yrs
- 941 - 950 CE hours/2 yrs
- 951 - 960 CE hours/2 yrs
- 961 - 970 CE hours/2 yrs
- 971 - 980 CE hours/2 yrs
- 981 - 990 CE hours/2 yrs
- 991 - 1000 CE hours/2 yrs

MEDIAN: 2 years

*CE Reporting Cycles*
- 1 year: 3 States
- 2 years: 31 States
- 3 years: 10 States
- 4 years: 9 States

**MEDIAN: 18 hours**

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

**U.S. avg.: 19.15 hours**
Initial Licensing Fee

Initial licensing fee comparison excludes examination fees, background check fees, and fingerprint fees.

Renewal Fees

*To allow for comparisons, all fees have been adjusted to biennial renewal cycles.
States with Reciprocity or Endorsement

<table>
<thead>
<tr>
<th>Endorsement</th>
<th>Reciprocity</th>
<th>Reciprocity or Endorsement</th>
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<tbody>
<tr>
<td>Alaska</td>
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**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

- States with no required examination
- States with 1 required examination
- States that do not license this occupation

Examination Requirement
**Cemetery Broker**

**Training / Experience Requirement**

- **3 years**
- **2.66 years**
- **PA**
- **U.S. avg.**

![Map showing training/experience requirements across states.]

- **No Training/Experience Requirement**
- **2 years**
- **3 years**
- **States that do not license this occupation**

**Citizenship/Eligible Work Status Requirement**

- **State requires US citizenship or proof of eligible work status for licensure:**
  - **Yes**
  - **No**

![Map showing citizenship/eligible work status requirements across states.]

- **States that do not license this occupation**

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2020
Initial Licensing Fee

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

Renewal Fees

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

*43 States do not license Cemetery Brokers
**States with Reciprocity or Endorsement**

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Cemetery Salesperson

Good Moral Character Requirement

States with no required examination
States with 1 required examination
States that do not license this occupation
**Cemetery Salesperson**

### Initial Licensing Fee

- **PA:** $92.00
- **U.S. Avg.:** $93.28

- **HIGHEST:** $255.00 (Florida)
- **MEDIAN:** $73.50
- **LOWEST:** $20.00 (North Carolina)

*Initial licensing fee comparison excludes examination fees, background check fees, and fingerprinting fees.*

### Renewal Fees

- **PA:** $96.00
- **U.S. Avg.:** $103.00

- **HIGHEST:** $450.00 (Washington)
- **MEDIAN:** $60.00
- **LOWEST:** $30.00 (Alabama, Iowa, New Jersey)

*32 States do not license Cemetery Salespersons*
**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.**

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Real Estate Salesperson

Education Requirement

States with 1 required examination
- 20 - 44 hours
- 45 - 69 hours
- 70 - 94 hours
- 95 - 119 hours
- 120 - 180 hours
- States that do not license this occupation

Examination Requirement

States with 2 required examinations
- 70 - 94 hours
- 95 - 119 hours
- 120 - 180 hours
- States that do not license this occupation
Continuing Education Requirement

HOURS
20 18.15 hours
14
0 10 20
PA
U.S. avg.

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

Good Moral Character Requirement

for Licensure:
Yes
No
States that do not license this occupation

Good Moral Character Requirement

*7 States do not license Real Estate Salespersons

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

CE Reporting Cycles

33 States
6 States
4 States
1 year
2 years

*7 States do not license Real Estate Salespersons
**Real Estate Salesperson**

### Initial Licensing Fee

- **PA**: $97.00
- **U.S. Avg.**: $156.74
- **LOWEST**: $50.00 (Vermont)
- **HIGHEST**: $480.00 (Wyoming)
- **MEDIAN**: $125.00

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

### Renewal Fees

- **PA**: $96.00
- **U.S. Avg.**: $137.38
- **LOWEST**: $32.00 (Florida)
- **HIGHEST**: $570.00 (Connecticut)
- **MEDIAN**: $106.50

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

*7 States do not license Real Estate Salespersons*
**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.**
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.