Occupational Licensing Study
50 State Comparison

The State Board of Vehicle Manufacturers, Dealers, and Salespersons

Vehicle Salesperson
Vehicle Representative

Presented by the Pennsylvania Department of State
2020
Vehicle Salesperson

Any person who, for a commission compensation or other consideration, is employed by a dealer to buy, sell, or exchange one or more new or used vehicles.

Vehicle Representative

Any representative employed by a manufacturer or distributor for the purpose of making or promoting the sale of its vehicle or for supervising or contacting its dealer or prospective dealers.
Vehicle Salesperson

Degree Requirement

Degrees:
- No Degree Requirement
- States that do not license this occupation

Examination Requirement

States with 1 required examination
- States with 0 required examinations
- States that do not license this occupation
Vehicle Salesperson

Good Moral Character Requirement

State has Good Moral Character Requirement for Licensure:
- Yes
- No
- States that do not license this occupation

Citizenship or Eligible Employment Status

State requires US citizenship or proof of eligible employment status for licensure:
- Yes
- No
- States that do not license this occupation
Vehicle Salesperson

Initial Licensing Fee

HIGHEST: $300.00
South Dakota

LOWEST: $10.00
(Ohio & Mississippi)

PA

U.S. avg.

PA

$25.00

$58.11

MEDIAN: $32.00

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

Renewal Fees

HIGHEST: $350.00
South Dakota

PA

U.S. avg.

PA

$90.00

$81.95

MEDIAN: $50.00

LOWEST: $10.00
Ohio

Renewal Cycles

Quinquennial

1 State

Biennial

5 States

Annual

17 States

West Virginia is the only state with a Quinquennial renewal cycle.

27 states do not license vehicle salespeople.

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

THE STATE BOARD OF VEHICLE MANUFACTURERS, DEALERS, AND SALESPERSONS

2020
## Vehicle Salesperson

**States that license Vehicle Salespersons**

<table>
<thead>
<tr>
<th>States that license</th>
<th>States that do not license:</th>
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<tbody>
<tr>
<td>Arkansas</td>
<td>Alabama</td>
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<tr>
<td>California</td>
<td>Alaska</td>
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<td>Colorado</td>
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<td>North Dakota</td>
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<td>Vermont</td>
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<tr>
<td>West Virginia</td>
<td>Washington</td>
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<tr>
<td>Wisconsin</td>
<td>Wyoming</td>
</tr>
</tbody>
</table>
Vehicle Representative

Degree Requirement

Examination Requirement
Vehicle Representative

Good Moral Character Requirement

States that license Vehicle Representatives:

- States that license Vehicle Representatives
- States that do not license Vehicle Representatives

States that have Good Moral Character Requirement for Licensure:

- Yes
- No

States that do not license this occupation:

- States that do not license this occupation

Map showing states that license Vehicle Representatives and those that do not.
Initial Licensing Fee

HIGHEST: $400.00 Tennessee
MEDIAN: $51.00
LOWEST: $10.00 Virginia

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

Renewal Fees

HIGHEST: $468.00 Idaho
MEDIAN: $136.00
LOWEST: $20.00 Virginia

*To allow for comparisons, all fees have been adjusted to biennial renewal cycles.
Sources: State Licensing Boards

Arkansas

California
https://www.dmv.ca.gov/portal/dmv

Colorado
https://www.colorado.gov/pacific/enforcement

District of Columbia
https://dcra.dc.gov/service/get-motorvehicle-salesperson-license

Hawaii
https://cca.hawaii.gov/pvl/

Idaho
https://www.dmv.org/id-idaho/buysell/car-dealers/salesperson-license.php

Indiana

Kansas
https://www.ksrevenue.org/dovindex.htm

Kentucky
https://mvc.ky.gov/Pages/DealerRequirements.aspx

Louisiana
https://lumvc.louisiana.gov/

Maryland
https://www.dmv.org/md-maryland/buysell/car-dealers/salesperson-license.php

Mississippi
https://www.mmvc.ms.gov/SitePages/Home.aspx

Nebraska

Nevada
https://dmvnv.com/olbl.htm#Salesmen

North Carolina

North Dakota

Ohio
http://autodealers.ohio.gov/index.aspx

Oklahoma
https://www.ok.gov/usedcarcommission/documents/SM.pdf

Pennsylvania
http://www.dos.pa.gov/ProfessionalLicensing/BoardsCommissions/VehicleManufacturersDealersandSalespersons/Pages/default.aspx

Rhode Island
http://webserver.rilin.state.ri.us/Statutes/TITLE 31/31-5/INDEX.HTM

South Dakota
https://dor.sd.gov/Motor_Vehicles/Dealer_Licensing/License_Requirements.aspx

Tennessee
https://www.tn.gov/commerce/regboards/mvc.html

Utah
https://mved.utah.gov/

Virginia

West Virginia

Wisconsin
https://wisconsindot.gov/Pages/home.aspx