

EXPERIENCE REQUIREMENTS FOR BROKER APPLICANTS

In addition to education requirements, broker applicants must fulfill experience requirements.

BROKER REQUIREMENTS:

- Licensed applicants must complete and document a minimum of 3 years of real estate experience by documenting 200 points using the following point system:

Sale (Commercial or Residential)	5 points
Exclusive listing that sold (Commercial or Residential)	5 points
Unsold exclusive listing (Commercial or Residential)	1 point
Lease (Commercial)	5 points
Lease (Residential)	1 point
Property Management Assistance (Commercial or Residential)	6 points/month

Credit is only awarded for full-time employment.

- Non-licensed applicants who gained their experience in an exempt setting, such as attorneys and government employees, must document their experience on a detailed resume listing specific experiences in a combination of, but not limited to, the following:
 - Preparation of deeds, contracts and leases
 - Performance of title searches and settlements
 - Negotiations
 - Sale, purchase, management or lease of real estate

CEMETERY BROKER REQUIREMENTS:

- Applicants must complete and document a minimum of 3 years of real estate/cemetery experience and earn 200 points using the following point system:

Plot Sale	5 points
Mausoleum sale	5 points
Crypt sale	5 points
Sale (Commercial or Residential)	5 points
Exclusive listing that sold (Commercial or Residential)	5 points
Unsold exclusive listing (Commercial or Residential)	1 point
Active/expired Lease (Commercial)	5 points
Active/expired Lease (Residential)	1 point
Property Management Assistance (Commercial or Residential)	6 points/month

Credit is only awarded for full-time employment.