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# HOUSE COMMITTEE REPORT

(7)

Date Referred: March 14, 1990

FURTHER REFERRALS:

Date of Committee Action: 5/1/90

The LABOR & COMMERCE Committee considered:

SSSE 288

SS SENATE BILL NO. 288

REAL ESTATE LICENSING

"An Act relating to the Real Estate Commission; and providing for an effective date."

**RECOMMENDATIONS:**

- [ ] be replaced with \_\_\_\_\_ [ ] the same title
- [ ] \_\_\_\_\_ [ ] a new title
- [ ] have attached amendment(s)
- [  ] do pass
- [ ] do not pass
- [ ] no recommendation
- [ ] individual recommendations
- [ ] additional referral to the \_\_\_\_\_ Committee

ADOPTS: \_\_\_\_\_ letter of intent

ATTACHES NEW FISCAL NOTE(s):  
(Dept)

APPROVES PREVIOUS:

(Date/Dept)

- [ ] fiscal impact \_\_\_\_\_
- [ ] zero fiscal note \_\_\_\_\_
- [ ] zero with analysis \_\_\_\_\_

- [ ] Senate \_\_\_\_\_
- [ ] fiscal note(s) \_\_\_\_\_
- [  ] zero fiscal note(s) C + E D
- [ ] zero fn/analysis \_\_\_\_\_

**SIGNING DO PASS:**

**SIGNING:**

(Check approp. column)

Do Not  
Pass      No Rec      Amend

<u>Dave Donley Donley</u>	<u>Henry A. Lemmon Lemmon</u>	<input checked="" type="checkbox"/>		
<u>Mark Boyer Boyer</u>				
<u>Frank Habsten Finelstein</u>				
<u>John R. Boucher Boucher</u>				

Dave Donley  
Chairman's Signature

## FISCAL NOTE

**REQUEST:**

Revision Date: \_\_\_\_\_  
Title: Act relating to the real  
estate commission  
Sponsor: Sen. Sturgulewski  
Requestor: Senate Finance

Agency Affected: Commerce & Economic Dev.  
BRU: Occupational Licensing  
Components: \_\_\_\_\_

**EXPENDITURES/REVENUES: (Thousands of Dollars)**

OPERATING	FY 91	FY 92	FY 93	FY 94	FY 95	FY 96
PERSONAL SERVICES						
TRAVEL						
CONTRACTUAL						
SUPPLIES						
EQUIPMENT						
LAND & STRUCTURES						
GRANTS, CLAIMS						
MISCELLANEOUS						
<b>TOTAL OPERATING</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

CAPITAL	0	0	0	0	0	0
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REVENUE	0	0	0	0	0	0
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**FUNDING: (Thousands of Dollars)**

GENERAL FUND	0	0	0	0	0	0
FEDERAL FUNDS	0	0	0	0	0	0
OTHER	0	0	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**POSITIONS:**

FULL-TIME	0	0	0	0	0	0
PART-TIME	0	0	0	0	0	0
TEMPORARY	0	0	0	0	0	0

**ANALYSIS :** (Attach a separate page if necessary)

Prepared by: Senator Rick Uehling, Co-chairman  
Division: Senate Finance Committee

Phone: 465-4821  
Date: March 8, 1990

Approved by Commissioner: \_\_\_\_\_  
Agency: \_\_\_\_\_

Date: \_\_\_\_\_

Distribution (by preparer):  
Legislative Finance  
Legislative Sponsor  
Requestor  
Office of Management and Budget  
Impacted Agency(ies)



**Above  
the  
Crowd!**<sup>®</sup>

March 19, 1990

Senator Kerttula  
P.O. Box V  
Juneau, AK 99811

Dear Senator Kerttula:

The following Real Estate Broker and Agents support SSSB 288, as introduced 1/23/90, regarding the continuing education of Real Estate agents and the retesting of inactive agents seeking to become active again.

This will keep agents abreast of the ever changing and updating laws and regulations regarding real estate in Alaska, as well as the changing wetland laws, new financing opportunities and other related material. Thus educated, the professional agent will better represent Alaska in their Real Estate transactions.

Sincerely,

*Kevin Crozier*

Kevin Crozier  
Broker

*Helga Larson*

Helga Larson  
Broker Associate

*James Bonham*

James Bonham  
Broker Associate

*Charlene Moss*

Charlene Moss  
Sales Associate

*Troy Broadrick*

Troy Broadrick  
Sales Associate

*John Neace*

John Neace  
Broker Associate

*Kristan Tanner*

Kristan Tanner  
Broker Associate

Harley Harris  
Sales Associate

**RE/MAX** of wasilla, inc.  
1590 east financial drive, suite 110  
wasilla, alaska 99687  
phone: (907) 376-4515  
an independent member broker



SBZ88

ALASKA STATE LEGISLATURE · SENATE

SENATOR RICHARD I. ELIASON

LABOR & COMMERCE COMMITTEE, CHAIRMAN  
RESOURCES COMMITTEE  
RULES COMMITTEE  
SPECIAL COMMITTEE ON HIGH SEAS  
SALMON INTERCEPTION  
SELECT COMMITTEE ON  
LEGISLATIVE ETHICS



P.O. BOX 143  
SITKA, ALASKA 99835

P.O. BOX V  
JUNEAU, ALASKA 99811  
(907) 465-4916

FAX (907) 465-4928

March 27, 1990

Deidre Preuss  
Anderes Realty  
201 Katlian Street  
Sitka, Alaska 99835

Dear Ms. Preuss:

Thank you for your recent letter expressing opposition to the real estate license renewal provisions in Senate Bill 288, relating to the Real Estate Commission.

There was very little opposition to this bill during committee hearings or on the floor of the Senate. It was voted on by the full Senate and passed with only one dissenting vote. Any effort to have the bill amended to remove the continuing education requirement must now be undertaken in the House.

The continuing education requirement has been presented as a consumer protection measure, and similar laws have been adopted in all but ten states (four of which do not even have a pre-certification requirement).

I have forwarded a copy of your concerns to the committee now considering the bill, the House Labor and Commerce Committee chaired by Rep. Dave Donley.

Thanks for taking the time to write. I appreciate the constructive, thoughtful nature of your letter.

Sincerely,

Senator Dick Eliason

## *Anderes Realty*

201 KATLIAN, SUITE 5 • SITKA, ALASKA 99835 • (907) 747-5866

March 14, 1990

The Honorable Richard Eliason  
Alaska State Legislature  
PO Box V (MS 3100)  
Juneau, AK 99811

Dear Sir,

With regard to SB288 requiring 20 hours of continuing education prior to renewal of a real estate license. I respectfully submit opposition to such legislation on the following grounds:

1. Consumer protection can be heightened through more timely investigation and resolution of claims and tools in place which would enable us to better regulate ourselves.
2. Continuing education is important and most successful licensees seek avenues of learning which deal with specifics needed for his or her own community experience through affiliation with local Boards.
3. Dishonest licensees are as abhorant to most of us in the industry as they are to the consumer. Education will not protect the consumer - it is the local governing boards and the Real Estate Commission who have the responsibility of policing the industry.
4. Mandandory education prior to licensing may help eliminate incompetency and would be a worth while requirement for initial licensing, but once laws and regulations are absorbed well enough to pass the initial licensing exam, we need only to be made aware of ongoing legislation through newsletters and the like.
5. If State-sponsored, continuing education for the real estate industry becomes mandantory, then the State will also have to enact law and provide the same education requirements for CPA's, the legal profession, the constrution industry, and any other industry, profession, or trade which requires a State license to practice.

Mr. Eliason, I believe we would be wiser to work from a philosophy of offering incentives to those who attain higher levels of voluntary learning/excellance and, conversely, swift discipline/censure to those who betray the public trust or disregard our industry Code of Ethics.

Respectfully submitted,  
ANDERES REALTY

*Deidre J. Preuss*

Deidre (Dede) Preuss  
Realtor

DFP/bsn

# Alaska State Legislature

SENATOR  
ARLISS STURGULEWSKI  
Senate President Pro Tempore  
Chairman, Senate Rules Committee



2957 SHELDON JACKSON STREET  
ANCHORAGE, ALASKA 99508

While in Juneau  
P.O. BOX V  
JUNEAU ALASKA 99811  
(907) 465-3818

## Senate

MEMORANDUM

March 20, 1990

TO: Representative Dave Donley, Chairman  
House Labor and Commerce Committee

FROM: Senator Arliss Sturgulewski *AS*  
District 7

RE: Hearing request for SB 288 "An Act relating to the Real  
Estate Commission; and providing for an effective  
date."

This legislation was requested by the Alaska Association of Realtors. It would require minimum education standards for prelicensing of real estate agents and for continuing education. Every other licensing jurisdiction in the United States and Canada requires either prelicensing or continuing education.

The legislation is supported by the Alaska Association of Realtors, the Alaska Real Estate Commission, and the Department of Commerce and Economic Development.

It has a zero fiscal note.

A packet of background information is attached. If there are any questions, please contact Frank Homan in my office.

Thank you for your consideration of this legislation.

Attachments

SSSB 288: "An Act relating to the Real Estate Commission; and providing for an effective date."

The Department of Commerce and Economic Development supports passage of SSSB 288. The bill, as revised, beefs up present real estate licensing requirements by adding consumer protection provisions which the Real Estate Commission and the Division of Occupational Licensing wholeheartedly support. What follows is a sectional analysis of the proposed amendments to AS 08.88.

Section 1 of the bill amends AS 08.88.081 to clarify the ability of the Real Estate Commission (hereinafter "commission") to adopt appropriate administrative regulations. AS 08.01.080 gives broad authority to the department to adopt "regulations necessary to implement the licensing statutes." Most of the individual board statutes reiterate this authority, but the commission's existing language limits its authority to adopting "regulations pertaining to the responsibilities of licensees." The proposed amendment would bring the real estate license law into conformity with the centralized licensing statute and give the commission authority parallel to that granted other boards.

Section 2 of the bill amends AS 08.88.091 by establishing a variety of education requirements. Every other licensing jurisdiction in the United States and Canada requires either prelicensing or continuing education. Most require both. Only four (4) other states have no prelicensing educational requirements and only ten (10) other states have no continuing educational requirements. Nationally, prelicensing requirements average fifty-eight (58) hours while continuing education requirements average twenty-five (25) hours over a two-year licensing period. Alaska needs to join the rest of the country by setting some minimum education standards for its applicants and licensees.

Although SB 288 is not specifically modeled after other state legislation, the statutory requirements of other jurisdictions were reviewed before formulating the additions proposed in this section of the bill. The primary objective is to ensure that applicants for initial licensure, salespersons, and salespersons seeking to upgrade their licenses to broker or associate broker have the appropriate level of knowledge. Licensees and applicants should thoroughly understand the complexities of holding title, financing, agency, and representation and disclosure, and should be sensitive to the expectations which the public has of real estate professionals.

The various educational requirements contained in this section were drafted to require: (1) a broad base of knowledge before issuance of an initial license to an applicant for a real estate license; (2) a minimum number of continuing education hours for licensed salespersons and brokers in order to ensure licensees are keeping up-to-date on important industry changes; and (3) specific additional classroom training for persons seeking to become brokers and associate brokers because the responsibilities of these positions are great and not always fully appreciated by those seeking or holding the license.

The number of hours required by this section has been tempered by an appreciation for the complexities of providing real estate education courses to licensees across all areas of the state. The geographic distribution of licensees is a factor that must be considered. As proposed, the Real Estate Commission would not be a provider of classes, but would control course quality by recognizing for credit only those courses and instructors which were approved by the commission prior to presentation [AS 08.88.091(e)].

The increasing complexity of real estate transactions requires that a greater degree of competency and skill be attained in order to adequately protect the public. For example, requiring a minimum number of classroom hours prior to licensure will help to protect prospective home buyers from errors made by the inexperienced licensee [AS 08.88.091(b)]. Requiring additional training focused on office supervisory responsibilities and trust account management prior to being licensed as a broker or associate broker will address the most common causes for complaints received by the division against real estate brokers [AS 08.88.091(c)]. Finally, requiring continuing education during each biennial licensing period should assist in ensuring that all real estate professionals are periodically updated on current real estate laws and practices [AS 08.88.091(d)].

In addition to attaining a new level of credibility and professional respect from other licensing jurisdictions, adoption and implementation of these requirements as an integral part of Alaska's real estate licensing program will enhance the degree of public protection and service available to consumers in the state.

Sections 3 through 5 of SB 288 simply make the amendments necessary to applicant, licensee, and broker provisions of the statute to require proof of having complied with the education requirements set out in Section 2 of the bill. In addition, these sections replace existing language that states a person is "entitled" to a license with language stating that a person is "eligible" for a license, thus allowing the Real Estate Commission some discretion in determining whether an applicant's qualifications meet the intent as well as the letter of the law.

Section 6 amends AS 08.88.251(c) to shorten the maximum time a license may be held inactive. The purpose of limiting the amount of time a person may hold a license in an inactive status and still reactivate without retesting is to protect the public from licensees who have been out of touch with real estate practices for an extended period of time. The current three-year limit does not serve this purpose in today's rapidly changing marketplace. In addition, the need to "renew inactive" in order to prevent the license from lapsing at the end of each licensing biennium is extremely confusing to licensees who assume that the inactive status prevails for a three-year period with nothing required from them during that time.

Section 7 of the bill amends AS 08.88.261 to repeal statutory provisions providing for reciprocity. As it now exists, AS 08.88.261 is operative only when there are reciprocal agreements with other states.

Presently, no state has signed an agreement with Alaska because of the absence of educational requirements. Among states that do have reciprocal agreements, the agreement itself usually contains a clause that requires the applicant to demonstrate familiarity with that state's license law by passing the state law portion of the examination. Assuming SB 288 passes and the educational requirements become necessary, it is anticipated that the requirement to pass the state portion of the Alaska exam would remain.

However, another section of the real estate statute -- AS 08.88.263 (entitled "License by Endorsement") -- presently authorizes the commission to recognize the license and experience of a real estate professional from another state seeking licensure here in Alaska. This existing provision also contains language allowing the commission to ensure that the applicant from another state is familiar with Alaska's license law before issuing him or her an Alaska license.

To have both AS 08.88.261 and 263 in their present form in the statute is confusing to present and potential licensees. Because AS 08.88.263 is the only section currently applicable and would continue to be so following passage of SB 288, this bill repeals the inoperative AS 08.88.261.

Finally, Sections 8-10 of the bill establish varying effective dates. The effective dates of the various educational requirements would allow the Real Estate Commission staff to gradually approve course outlines and instructors on a realistic basis, and still implement the overall program in a timely manner. The first continuing education requirement would coincide with the next biennial renewal (January, 1992).

This bill establishes some very necessary education requirements for the real estate industry and brings Alaska into step with the other licensing jurisdictions. The provisions of the bill have been discussed and debated by the real estate industry and the commission. It reflects a compromise that will benefit Alaskan consumers and ensure better trained and qualified real estate professionals. For these reasons, the department urges passage of the bill.



Larry Mercurieff, Commissioner

Date: 11/30/90

STATE OF ALASKA  
THE LEGISLATURE

POUCH Y STATE CAPITOL  
JUNEAU ALASKA 99811  
907 465 3800

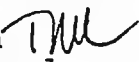
LEGISLATIVE AFFAIRS AGENCY

MEMORANDUM

February 5, 1990

SUBJECT: Sectional Summary  
(SSSB 288)

TO: Senator Arliss Sturgulewski

FROM: Terri Lauterbach   
Legislative Counsel

Following is a brief sectional summary of SSSB 288:

Sec. 1. Clarifies the authority of the Real Estate Commission to adopt regulations.

Sec. 2. Establishes various education and continuing education requirements for licensure in real estate occupations. As noted in secs. 8 - 11 of the bill, subsection (b) would take effect January 1991, subsection (c) would take effect July 1991, subsection (d) would take effect January 1992, and subsection (d) would take effect immediately.

Sec. 3. Pertains to real estate broker licensing.

Sec. 4. Pertains to associate broker licensing.

Sec. 5. Pertains to real estate salesman licensing.

Sec. 6. Changes requirements for converting licenses from inactive to active status.

Sec. 7. Repeals a section relating to licensure of persons who were licensed in another jurisdiction. AS 08.88.263, which is not repealed, offers an avenue for licensure of persons licensed in other jurisdictions.

Secs. 8 - 11. Effective dates.

Please let me know if you have further specific questions about the bill.

TL:mi  
wkmi6/039



ALASKA ASSOCIATION OF REALTORS, INC.<sup>®</sup>  
741 Sesame Street, Suite 100 • Anchorage, Alaska 99503  
Telephone 907-563-7133

January 17, 1990

Senator Arliss Sturgulewski  
P.O. Box V (MS 3100)  
Juneau, AK 99811

Attn: Frank Homan

Re: SB 288

Dear Mr. Homan:

During the past several years, members of the Alaska Association of Realtors<sup>®</sup> have been studying the question of mandatory pre-licensing education and mandatory continuing education requirements for real estate licensees. These members have served on several task forces in cooperation with the Alaska Real Estate Commission and special study groups as part of AAR's Legislative Committee. The conclusions of these studies have resulted in our recommending legislation to require both pre-license and continuing education for all real estate licensees in Alaska.

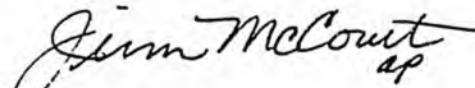
The rationale for these conclusions is, first, Alaska is the only state which has no education requirements. Second, consumers have the right to expect a high degree of knowledge from those who advise them on (in some cases) the largest investment they may make during their lifetime. Third, the field of real estate is constantly changing with its multitude of financing and tax implications. It is imperative that real estate practitioners remain current on taxes, financing, zoning, equal housing laws, hazardous waste, and a myriad of topics to best advise their clients and customers.



January 17, 1990  
Page Two

For these reasons, the Alaska Association of Realtors® urges passage of SB 288 during this legislative session. AAR stands ready to testify in support of this bill.

Sincerely,

A handwritten signature in cursive script that reads "Jim McCourt" with a small "ap" written below the name.

Jim McCourt  
President



ALASKA ASSOCIATION OF REALTORS, INC.  
741 Sesame Street, Suite 100 • Anchorage, Alaska 99503  
Telephone 907-563-7133

January 12, 1990

Senator Artliss Sturgulewski  
P.O. Box V  
Juneau, AK 99811

Attn: Frank M. Homan

Re: S.B. 288

Dear Senator:

The enclosed background paper and attachments are by way of information in reference to S.B. 288. The background paper is a brief statement describing the rationale for the bill's introduction and the goals it would accomplish. The attachment is the most recent NARELLO report on real estate prelicensing and continuing education requirements throughout the U.S. and Canada.

If I can be of further assistance, please do not hesitate to contact me.

Sincerely,

A handwritten signature in cursive script that reads 'Dea Turner'.

Dea Turner  
Executive Vice President

Attachment

cc: Joe Hayes



Every other licensing jurisdiction in the US and Canada requires either pre-licensing or continuing education. Many require both. Only four other states have no pre-licensing educational requirements and only 10 other states have no continuing educational requirements. Pre-licensing requirements average 58 hrs; continuing average 25 hours/2-year licensing period.

Although SB288 is not modeled after any other state's legislation, the statutory requirements of other jurisdictions were reviewed. This legislation was drafted in an attempt to amend Alaska's real estate license law (AS 08.88) to provide a higher level of competency and professionalism for present and future licensees in Alaska. In turn, this will enhance the degree of public protection and service available to consumers.

The increasing complexity of real estate transactions requires that this greater degree of competency and skill be attained in order to adequately protect the public.

Requiring minimum educational hours prior to licensure helps to protect consumers from suffering because of the inexperience of new licensees.

Requiring continuing education is a means of ensuring that all licensees have periodic update on current real estate laws and practices each renewal period.

AS 08.88.

Section 261 repeal:

As it now exists, Section 261 is operative only when there are reciprocal agreements with other states.

No other state has been willing to sign an agreement with Alaska because of the absence of educational requirements.

Section 263 allows the Commission to recognize the license and experience of a person coming from another state and to also ensure that they are familiar with Alaska's license law before issuing them an Alaska license.

Among states that do have reciprocal agreements, the agreement itself usually contains a clause that requires the applicant to demonstrate familiarity with the state's license law by passing that portion of the examination.

Assuming SB288 passes and the educational requirements become necessary, it is anticipated that the requirement to pass the state portion of the Alaska exam would remain.

To have both sections 261 and 263 in their present form is confusing to both present and potential licensees. Since Section 263 is the only operative section currently, and would continue to be satisfactory with the passage of the remainder of SB288, the recommendation is to repeal Section 261.

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*Repealed*

*Sec. 08.88.230. [Repealed, § 3 ch 95 SLA 1964.]*

*Sec. 08.88.231. Deposit in general fund. [Repealed, § 9 ch 74 SLA 1987.]*

*Sec. 08.88.240. [Repealed, § 3 ch 95 SLA 1964.]*

**Sec. 08.88.241. Reinstatement of lapsed license.** A licensee who was required to take an examination before receiving a license and whose license has lapsed for more than two years shall be reexamined before reinstatement. (§ 1 ch 95 SLA 1964; am § 5 ch 130 SLA 1966; am § 3 ch 31 SLA 1968; am § 6 ch 94 SLA 1968; am § 6 ch 108 SLA 1970; am § 21 ch 167 SLA 1980)

*Sec. 08.88.250. [Repealed, § 3 ch 95 SLA 1964.]*

**Sec. 08.88.251. Inactive license.** (a) A person licensed by the commission may become inactive by returning to the commission the person's license certificate and a form provided by the commission. In the form, the person shall state the date on which the person intends to become inactive. The person's inactive status begins on the date stated. The commission shall issue the person an inactive license certificate.

(b) An inactive licensee may not attempt or offer to do any of the activities listed in AS 08.88.161.

(c) A person who is inactive may become active by applying for an active license and paying the required fees. In the application form the person shall state the date on which the person intends to become active. The person's active status begins on the date stated. The commission shall send the person a license certificate. A person is entitled to change from an inactive to an active status without examination if the person has not been inactive more than three years. If the person has been inactive more than three years, the person is required to take an examination. (§ 1 ch 95 SLA 1964; am § 4 ch 31 SLA 1968; am § 7 ch 108 SLA 1970; am §§ 22 — 24 ch 167 SLA 1980)

*Sec. 08.88.260. [Repealed, § 3 ch 95 SLA 1964.]*

**Sec. 08.88.261. Out-of-state licenses.** A person who holds a valid, active license from another state which grants an equivalent right to Alaskan licensees is entitled to a license of the kind the person holds there without examination if the person

(1) meets the requirements of AS 08.88.171 and files the required bond;

(2) passed an examination in the other state; and

(3) has actively practiced the person's profession for at least five out of the previous six years before filing an application. (§ 1 ch 95 SLA 1964; am § 3 ch 55 SLA 1969; am § 33 ch 6 SLA 1984)

Effect of amendments. — The 1984 amendment substituted "AS 08.88.171" for "AS 08.88.211(a)(2) — (5) for brokers or AS 08.88.211(b) for salesmen."

Article 3. Miscellaneous Provisions.

Section	Section
263. License by endorsement	331. Making of transactions
281. Real estate surety fund	341. Listings
291. Location	351. Record of transaction
301. Change of location	361. When commission is earned
311. Branch offices	381. Signs
321. Possession and display of license certificates	391. Conflict of interest
	401. Prohibited conduct

REMOVED

Sec. 08.88.263. License by endorsement. A person who holds a valid active real estate license issued by another state shall be granted an equivalent Alaska real estate license if that person (1) passes the portion of the real estate examination which examines on Alaska law; and (2) meets the requirements of AS 08.88.171. (§ 25 ch 167 SLA 1980; am § 34 ch 6 SLA 1984)

Effect of amendments. — The 1984 amendment deleted "and 08.88.211" at the end of paragraph (2).

Secs. 08.88.270 — 08.88.280. [Repealed, § 3 ch 95 SLA 1964.]

Sec. 08.88.281. Real estate surety fund. Before issuing a license to an applicant under this chapter, the board shall determine that the applicant has complied with the provisions of AS 08.88.455 and is covered by the real estate surety fund established in AS 08.88.450. (§ 1 ch 95 SLA 1964; am § 1 ch 54 SLA 1968; am § 2 ch 143 SLA 1974)

Sec. 08.88.290. [Repealed, § 3 ch 95 SLA 1964.]

Sec. 08.88.291. Location. A licensed real estate broker shall inform the commission of the broker's principal office and of any branch offices the broker has. The broker and the associate real estate brokers and real estate salesmen the broker employs may do business only in or out of the broker's principal office and the broker's branch offices. Failure of a real estate broker to maintain a place of business or inform the commission of its location and the names and addresses of all licensees under the broker's jurisdiction at the location are grounds for the suspension or revocation of the broker's license. (§ 1 ch 95 SLA 1964; am § 14 ch 28 SLA 1974; am § 26 ch 167 SLA 1980)

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NARELLO  
EDUCATION AND STANDARDS COMMITTEE

**1989 ANNUAL REPORT  
ON  
REAL ESTATE  
PRELICENSING/CONTINUING EDUCATION  
REQUIREMENTS AND STANDARDS**

The NARELLO Education and Standards Committee prepares a comprehensive annual report based on a survey of its member jurisdictions on the subject of real estate prelicensing/continuing education requirements and standards. The primary purpose of the report is to provide member jurisdictions and others interested in real estate education with helpful information on this subject. The report also contains information regarding the transferability of prelicensing and continuing education as well as certain other general information regarding the jurisdictions' education programs.

This report, which is divided into five parts (see Table of Contents), is a compilation of data collected by survey during August-September, 1989 from the various jurisdictions. Responses to the 1989 survey were obtained from 56 of NARELLO's 60 member jurisdictions. Jurisdictions are listed alphabetically in each part of the report.

Persons desiring more specific information about the education programs, requirements and/or standards of a particular jurisdiction should contact the real estate licensing agency in that jurisdiction.

Larry Outlaw  
1988-89 Chairman  
NARELLO Education and  
Standards Committee  
October 7, 1989

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PART II - PRELICENSING EDUCATION STANDARDS .....	10-13
<p>Reports the basic standards used (or not used) by each jurisdiction when approving prelicensing courses.</p>	
PART III - CONTINUING EDUCATION REQUIREMENTS AND STANDARDS .....	14-19
<p>Reports each jurisdiction's basic continuing education requirement, if any, and the basic standards used (or not used) when approving continuing education courses.</p>	
PART IV - TRANSFERABILITY OF PRELICENSING AND CONTINUING EDUCATION .....	20-23
<p>Reports whether or not a jurisdiction will recognize comparable prelicensing and continuing education courses taken in another jurisdiction and approved by the other jurisdiction.</p>	
PART V - OTHER EDUCATION INFORMATION .....	24-26
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## USERS GUIDE

1. Identify the part containing the desired information from the "Table of Contents".
2. Read the "Notes and Comments" at the beginning of each part.
3. Refer to the "Key to Abbreviations" to understand abbreviations used in the charts.

## KEY TO ABBREVIATIONS

The following abbreviations are used in the survey report.

add.....addition	eval.....evaluation(s)	prev.....previous
add'l.....additional	exc.....except	prof.....professional
adm.....administration	exp.....experience	prop.....proprietary
adv.....advisory	ff.....following	qtr.....quarter
aft.....after	F-T.....full-time	RE.....real estate
app.....application	gen.....general	recog.....recognize
appl.....applicant	hr(s).....hour(s)	reqd.....required
appr.....approve(d)	ind.....independent	reqt.....requirement
assoc.....associate	inst.....instructor	resear.....research
assn.....association	instl.....instructional	rev.....review
att.....attendance	iss.....issuance	SP.....salesperson
bef.....before	juris.....jurisdiction	sch.....school
BR.....broker	lgth.....length	sem.....semester
cert.....certified	liais.....liaison	std(s).....standard(s)
cls.....class(es)	lic.....license	stud.....student
coll.....college	licee.....licensee	sup.....supervising
Comm.....Commission/ committee	matls.....materials	temp.....temporary
comp.....comparable	max.....maximum	trans.....transaction(s)
CE.....continuing education	min.....minimum	univ.....university
corr.....correspondence	mon.....monitor	yr(s).....year(s)
crs.....course(s)	NA.....not applicable	waiv.....waivable
cred.....credit	NR.....no response	w/in.....within
dep.....depending	occ.....occasionally	
desig.....designated	outl.....outline(s)	
ED.....Education Director	PL.....prelicensing	
eff.....effective	P-T.....part-time	
	perf.....performance	
	perm.....permanent	
	presc.....prescribed	

## PART 1 - PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Part I reports the real estate prelicensing (PL) education and experience requirements of the NARELLO member jurisdictions. Refer to the "Key to Abbreviations" page for further assistance in understanding the reported information.

### NOTES AND COMMENTS

1. The salesperson and broker prelicensing education requirements shown are stated in terms of classroom or clock hours. The broker education requirements shown are IN ADDITION TO the indicated salesperson education requirements.
2. If a jurisdiction has a one-time POST-licensing education requirement (or a post-licensing requirement that ends after 2 or 3 years), such requirement is shown parenthetically (e.g., see Arizona, Arkansas and California).
3. If a jurisdiction has a time limit on the recognition of prelicensing courses, this is also indicated (e.g., see Alabama). If no time limit is indicated, then the jurisdiction will recognize such courses for an indefinite period (e.g., see Colorado).
4. The report indicates any requirement for broker applicants with regard to experience as a licensed salesperson and shows the time frame, if any, within which such experience must have been obtained.
5. The "Courses must be completed" column indicates the point in the application/licensing process when the applicant must have completed any qualifying prelicensing course(s).
6. The report also indicates the method employed by the licensing agency, where applicable, to verify any experience as a salesperson claimed by a broker applicant.
7. The last two columns indicate whether or not the licensing agency can "waive" the basic education and/or experience requirement for RESIDENT license applicants based on other "equivalent" education and/or experience. (See Part IV for information on the "transferability" of education among jurisdictions.)

**PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS**

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Eq. as waiv.
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
Alabama	45 hrs. w/in past 2 yrs.	225 hrs.	or	2 yrs. w/in past 3 yrs.	bef. exam adm.	licensure as SP only	Yes	Yes
Alaska	None	None	NA	2 yrs. w/in past 4 yrs.	NA	sup. BR	NA	No
Alberta	Home Study Program	Home Study Program	NA	None	bef. exam app.	NA	NA	NA
Arizona	90 hrs. PL (+ 6 hrs w/in 90 days aft. licensure)	90 hrs.	and	3 yrs. w/in past 5 yrs.	before exam app.	sup. BR & list of trans.	Yes	Yes
Arkansas	None (but 30 hrs. reqd. w/in 1 yr. aft. licensure)	None	and	2 yrs.	BR-bef. exam app.	licensure as SP only	No	No
British Columbia	137 hrs. w/in past 1 yr.	194 hrs. w/in past 5 yrs.	and	2 yrs. w/in past 5 yrs.	bef. exam app.	licensure as SP only	No	Yes
California	45 hrs. PL (+ 90 hrs. w/in 18 mos. aft. licensure in desig. RE & some related crs.)	225 hrs. in desig. RE & some related crs.	and	2 yrs. w/in past 5 yrs.	bef. exam app.	sup. BR	No	Yes
Colorado	72 hrs.	48 hrs.	and	2 yrs.	bef. lic. app.	licensure as SP only	Yes	Yes
Connecticut	30 hrs.	60 hrs.	and	2 yrs.	bef. exam app.	licensure as SP only	Yes	Yes
Delaware	93 hrs. w/in past 1 yr.	75 hrs. w/in past 1 yr.	and	5 yrs.	bef. exam app.	sup. BR & list of trans.	Yes	Yes
District of Columbia	45 hrs. w/in past 6 mos.	135 hrs. w/in past 6 mos.	and	2 yrs. w/in past 2 yrs.	bef. exam app.	licensure as SP only	Yes	Yes

PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Exp. as SP waiv.
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
Florida	63 hrs. PL w/in past 2 yrs. (+45 hrs. w/in 2 yrs. aft. licensure)	72 hrs. PL w/in past 2 yrs. (+60 hrs. w/in 2 yrs. aft. licensure)	and	1 yr. w/in past 5 yrs.	bef. exam adm.	licensure as SP only	Yes (Coll. cred. only)	No
Georgia	60 hrs.	60 hrs.	and	3 yrs.	bef. exam adm. (for most crs.)	licensure as SP only	Yes	Yes
Guam	None	4 yr. coll. degree (no major specified)	or	2 yrs.	bef. lic. iss.	licensure as SP only	Yes	Yes
Hawaii	40 hrs. w/in past 2 yrs.	46 hrs. w/in past 2 yrs.	and	2 yrs.	bef. exam adm.	Sup. BR, list of trans. & RE Comm. rec.	Yes	Yes
Idaho	90 hrs. w/in past 5 yrs.	90 hrs. w/in past 5 yrs.	and	2 yrs. w/in past 5 yrs.	bef. lic. app.	sup. BR	Yes	Yes (in par)
Illinois	30 hrs.	90 hrs.	and	1 yr. w/in past 3 yrs.	bef. exam adm.	sup. BR	Yes (Coll. cred. only)	No
Indiana	40 hrs.	24 hrs.	and	1 yr.	bef. exam app.	RE Comm. records	Yes	Yes
Iowa	30 hrs. w/in past 1 yr.	60 hrs. w/in past 2 yrs.	and	2 yrs.	bef. exam adm.	active licensure as SP only	Yes	Yes
Kansas	30 hrs. PL w/in past 1 hr. (+50 hrs. bef. first lic. renewal)	24 hrs. w/in past 1 yr.	and	2 yrs. w/in past 5 yrs.	bef. exam app.	applicant	No	Yes

PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Exp. as waiv.
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
Kentucky	96 hrs.	96 hrs. in RE +144 hrs. in "electives"	and	2 yrs.	bef. exam adm.	sup. BR	No	No
Louisiana	90 hrs.	150 hrs.	and	2 yrs.	bef. exam app.	licensure as SP only	No	No
Maine	33 hrs. w/in past 1 yr. (SP lic. only valid for 2 yrs.)	Assoc. BR: 84 hrs. w/in past 1 yr. - BR: add'l. 45 hrs. w/in past 1 yr.	and	Assoc. BR: 2 yrs - BR: add'l. 1 yr. w/in past 1 yr.	SP & BR: bef. lic. app. - Assoc. BR: bef. exam app.	Sup. BR & list of trans.	Yes	Yes
Maryland	45 hrs. w/in past 10 yrs.	135 hrs. w/in past 10 yrs.	and	3 yrs.	bef. exam app.	licensure as SP only	Yes	Yes
Massachusetts	24 hrs. w/in past 2 yrs.	30 hrs. w/in past 2 yrs.	and	1 yr. w/in past 1 yr.	bef. exam app.	sup. BR	No	No
Michigan	40 hrs.	90 hrs.	and	3 yrs.	bef. lic.	sup. BR	No	Yes
Minnesota	90 hrs. (30 w/in past 1 yr.; 60 w/in past 2 yrs.)	30 hrs.	and	2 yrs.	30 hrs. bef. exam adm. - rest bef. lic. app.	licensure as SP only	Yes (in part)	Yes
Mississippi	60 hrs.	120 hrs. (150 hrs. w/no exp. as SP)	and	1 yr. w/in past 1 yr. (waiv. w/30 add'l. hrs. of BR educ.)	bef. exam app.	RE Comm. records	No	No
Missouri	60 hrs. w/in past 6 mos.	80 hrs. w/in past 6 mos.	or	1 yr. w/in past 1 yr.	bef. exam adm.	licensure as SP only	Yes	Yes

PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Eq. as waiv.
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
Montana	60 hrs. w/in past 1 yr.	60 hrs. w/in past 1 yr.	and	2 yrs. w/in past 2 yrs.	bef. lic. app.	sup. BR	No	Yes
Nebraska	60 hrs.	60 hrs.	and	2 yrs. (waiv. if appl. has add'l. 60 hrs. of BR educ.)	bef. exam adm.	sup. BR & list of trans.	No	No
Nevada	90 hrs.	270 hrs. in desig. RE and some related crs. + 600 hrs. in gen. coll. crs.	and	2 yrs. w/in past 4 yrs.	bef. lic. app.	Sup. BR	No	No
New Brunswick	Home Study Program or Course	Home Study Program	and	2 yrs. w/in past 5 yrs.	NA	licensure as SP only	No	Yes
New Hampshire	None	None	NA	1 yr. w/in past 10 yrs.	NA	sup. BR	NA	Yes
New Jersey	75 hrs. w/in past 1 yr.	90 hrs. w/in past 1 yr.	and	2 yrs. w/in past 2 yrs.	before exam app.	sup. BR & list of trans.	Yes (BR only)	Yes
New Mexico	60 hrs.	30 hrs.	and	2 yrs. w/in past 3 yrs. (waiv. if appl. has add'l. 90 hrs. of BR educ.)	before exam adm.	sup. BR	Yes (BR only)	Yes
New York	45 hrs.	45 hrs.	and	1 yr.	before lic. app.	sup. BR & list of trans.	Yes	Yes
North Carolina	30 hrs. w/in past 5 yrs.	90 hrs. w/in past 5 yrs.	or	2 yrs. w/in past 5 yrs.	before exam app.	sup. BR & RE Comm. records	Yes	Yes

PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Exp as wal
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
North Dakota	None (but 30 hrs. reqd. aft. licensure)	90 hrs.	and	2 yrs.	bef. lic. app.	sup. BR & list of trans.	No	Yes
Nova Scotia (1988 Survey)	Home Study Program	Home Study Program	NA	2 yrs. w/in past 3 yrs.	NA	Licensure as SP only	NA	Yes
Ohio	120 hrs. in coll. cred. crs. w/in past 10 yrs. (+10 hrs. w/in 1 yr. after licensure)	Varies from "None" to current 240 hrs. in coll. crd. crs. plus 2 yrs. of coll. (dep. on date of licensure as SP)	and	2 yrs. w/in past 5 yrs.	bef. exam app.	sup. BR & list of trans.	No	No
Oklahoma	45 hrs.	45 hrs.	and	1 yr. w/in past 5 yrs.	bef. exam app.	licensure as SP only	Yes	Yes
Ontario (1987 survey)	150 hrs.	230 hrs.	and	2 yrs.	NR	NR	NR	NK
Oregon	90 hrs.	60 hrs.	and	3 yrs.	bef. lic. iss.	RE Agency records	Yes	Yes
Pennsylvania	60 hrs.	240 hrs.	and	3 yrs. (200 points on point system based on transactions)	SP: bef. exam adm. - BR: bef. exam app.	sup. BR & list of trans. & spot check investigation	No	Yes
Quebec	210 hrs.	360 hrs.	and	3 yrs.	bef. exam app.	RE Agency records	No	Yes
Rhode Island	None	90 hrs.	or	1 yr.	bef. exam app.	sup. BR	Yes	Yes

PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Exp. as waiv.
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
Saskatchewan	Corr. crs. w/in past 2 yrs.	Corr. crs. w/in past 5 yrs.	and	2 yrs. w/in past 5 yrs.	bef. exam app.	licensure as SP only	Yes	Yes
South Carolina	Temp. SP: 30 hrs. w/in past 5 yrs. - Perm. SP: add'l. 30 hrs. w/in past 5 yrs.	30 hrs. w/in past 5 yrs. (waiv. if appl. has 5 yrs. exp. as SP)	and	3 yrs. w/in past 3 yrs.	bef. exam app.	RE Comm. records	Yes	Yes
South Dakota	30 hrs.	60 hrs.	and	2 yrs.	bef. exam app.	RE Comm. records	Yes	Yes
Tennessee	60 hrs.	60 hrs.	and	3 yrs.	bef. exam app.	sup BR & RE Comm. records	No	No
Texas	90 hrs. PL in RE crs. and 90 hrs. PL "related" crs. (+30 hrs. per yr. in RE crs. for first 3 yrs. aft. licensure)	630 hrs. in gen. coll. crs.	and	2 yrs. w/in past 3 yrs.	bef. exam app.	licensure as SP only	No	No
Utah	90 hrs. w/in past 1 yr.	120 hrs. w/in past 1 yr.	and	3 yrs.	bef. exam app.	sup. BR	Yes	Yes
Vermont (1988 survey)	None	8 hrs.	and	1 yr.	bef. lic. app.	sup. BR & list of trans.	Yes	Yes
Virginia	45 hrs.	180 hrs.	and	3 yrs. w/in past 5 yrs.	bef. exam app.	sup BR and/or others	Yes	Yes
Virgin Islands (1988 survey)	None	None	NA	1 yr.	NA	Licensure as SP only	NA	No

PRELICENSING EDUCATION/EXPERIENCE REQUIREMENTS

Jurisdiction	Salesperson Education Requirements	Broker Requirements			Courses must be completed	Exp. as SP for BR appls. verified by	Educ. waiv.	Exp. as wai
		Education (in add. to SP educ. reqt.)	and /or	Experience as SP				
Washington	30 hrs. w/in past 5 yrs.	90 hrs. w/in past 5 yrs.	and	2 yrs. w/in past 5 yrs.	bef. exam app.	sup. BR	Yes (SP only)	Yes
West Virginia	90 hrs.	90 hrs.	and	2 yrs.	bef. exam adm.	sup BR & list of trans.	No	Yes
Wisconsin	45 hrs. (w/in past 5 yrs. exc. no limit for coll. cred. crs.)	45 hrs. (w/in past 5 yrs. exc. no limit for coll. cred. crs.)	and	1 yr.	bef. lic. app.	licensure as SP only	Yes	No
Wyoming	30 hrs.	30 hrs.	and	2 yrs.	bef. lic. app.	licensure as SP only	No	No

## PART II - PRELICENSING EDUCATION STANDARDS

Part II reports the primary standards regularly employed by the real estate licensing agencies in NARELLO member jurisdictions when approving and monitoring prelicensing education courses. Refer to the "Key to Abbreviations" page for further assistance in understanding the reported information.

### NOTES AND COMMENTS

1. If not stated otherwise in the "Comments" column, the indicated standards employed by a jurisdiction's RE licensing agency apply to courses conducted by all types of schools approved to conduct prelicensing courses in that jurisdiction.
2. Note that "Approve Course Content" is NOT one of the standards included in this report because it is assumed that all jurisdictions with prelicensing education approve course content, and this question was not included in the survey. It is suspected that some of the jurisdictions answering "Yes" to the "Prescribe Course Outlines" question probably only approve course content based on a list of general topics included in a statute or regulation and actually do not provide any detailed course outlines which must be used by schools to teach approved courses.
3. The responses to the "Recognize Correspondence or Independent Study Courses" question (which is not actually a "standards" question) are included in this part of the report primarily for reasons of convenience.

PRELICENSING EDUCATION STANDARDS

Jurisdiction	Min. Att. Req.	Presc. Crs. Outl.	Appr. Inst.	Appr. Texts	Appr. Crs. Exams	Rev. Lic. Exam Perf. by Sch.	Mon. Cls.	Rev. Stud. Eval.	Recog. Corr. or Ind. Study Crs.	Comments
Alabama	80%	Yes	Yes	No	No	Yes	Occ.	Yes	No	
Alaska	NA									No PL educ.
Alberta	NA	Yes	No	Yes	Yes	NA	NA	Yes	Home Study	Home Study PL educ. only
Arizona	100%	Yes	Yes	Yes	No	Yes	Yes	Yes	No	
Arkansas	100%	No	No	No	No	No	No	No	Yes	
British Columbia	None	Yes	No	Yes	Yes	Yes	No	No	No	
California	87%	No	Yes*	Yes*	Yes*	No	No	No	Yes	*Coll./univ. crs. exempt from noted stds.
Colorado	100%	Yes	No	No	No	No	No	No	Yes	
Connecticut	83%	Yes	No	Yes	No	Yes	No	No	No	
Delaware	87%	Yes	Yes	Yes	No	No	No	No	No	
Dist. of Columbia	None	Yes	Yes	Yes	No	Yes	Occ.	No	No	
Florida	87%	Yes	Yes	Yes	Yes	Yes	Occ.	No	Yes*	*Corr. crs. appr. for handi-capped stud. only
Georgia	100%	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes*	*12 in-cla. hrs. reqd. for corr. crs.
Guam	NA									No PL educ.
Hawaii	100%	Yes	Yes	No	No	Yes	No	No	Yes*	*Corr. crs. appr. on case-by-case basis
Idaho	100%	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Illinois	90%	Yes	Yes*	No	Yes	Yes	Yes	No	Yes	*Coll./univ. inst. exempt
Indiana	75%	Yes	Yes	Yes	Yes	Yes	No	No	No	
Iowa	100%	No	No	No	Yes	Yes	No	No	No	
Kansas	90%	Yes	Yes	No	No	Yes	Yes	Yes	Yes	
Kentucky	95%*	Yes*	No	No	No	Yes	No	No	Yes	*Coll./univ. crs. exempt from noted stds.
Louisiana	100%*	No	Yes	No	No	Yes	Yes	Yes	No	*Coll./univ. crs. exempt from att. reqt.
Maine	None	Yes	No	No	No	Yes*	Yes	Occ.	No	*Rev. lic. exam perf. for ASSO BR crs. only
Maryland	100%*	Yes	Yes	No	No	No	No	No	No	*Coll. cred. crs. exempt from att. reqt.
Massachusetts	100%	Yes	No	No	No	Yes*	Yes*	No	No	*Do not rev. lic. exam perf. o mon. cls. for coll. cred. crs
Michigan	100%	No	Yes	No	No	Yes	Yes	No	No	

PRELICENSING EDUCATION STANDARDS

Jurisdiction	Min. Att. Req.	Presc Crs. Outl.	Appr. Inst.	Appr. Texts	Appr. Crs. Exams	Rev. Lic. Exam Perf. by Sch.	Mon. Cls.	Rev. Stud. Eval.	Recog. Corr. or Ind. Study Crs.	Comments
Minnesota	100%	Yes	Yes	Yes	No	No	Yes	Occ.	No	*Corr. crs. appr. in hardship cases only
Mississippi	None	No	No	No	No	No	No	No	Yes	
Missouri	100%	Yes	Yes	No	Yes	Yes	Yes	No	Yes*	
Montana	90%	Yes	Yes	No	No	Yes	No	Yes	No	*Coll. cred. crs. exempt from crs. outl. reqt.
Nebraska	100%	Yes	Yes	Yes	No	No	Yes	Yes	Yes	
Nevada	100%	Yes*	Yes	No	No	No	No	No	Yes	
New Brunswick	NA*	No	No	No	Yes	No	No	No	Yes	*Home study only No PL educ.
New Hampshire	NA									
New Jersey	80%	Yes	Yes	No	No	Yes	Yes	No	No	*Coll./univ. crs. exempt from inst. reqt.
New Mexico	75%	Yes	Yes*	No	No	No	No	No	Yes	
New York	90%	Yes	Yes	Yes	Yes	No	Yes	No	No	
North Carolina	80%	Yes	Yes	Yes	Occ.	Yes	No	No	No	Home study only (1988)
North Dakota	None	Yes	Yes	No	No	No	No	Yes	Yes	
Nova Scotia	NA	No	No	Yes	Yes	NA	NA	No	Home Study	
Ohio	100%	No	No	No	No	No	No	No	No	*No response to survey *Do not appr. inst. or crs. exams for coll. cred. crs. *SP educ. only
Oklahoma	100%	Yes	Yes	Yes	No	Yes	Yes	No	No	
Ontario*	NR									
Oregon	100%	Yes	Yes*	No	Yes*	Yes	Yes	Yes	No	*All PL educ. is by corr. crs. *Coll./univ. crs. exempt from noted stds.
Pennsylvania	80%	Yes*	Yes	No	No	Yes	Yes	Yes	No	
Quebec	None	Yes	No	No	No	No	No	No	No	
Rhode Island	100%	No	No	No	No	Yes	No	No	No	*All PL educ. is by corr. crs. *Coll./univ. crs. exempt from noted stds.
Saskatchewan	NA	Yes	No	Yes	Yes	No	NA	Yes	Yes*	
South Carolina	100%	Yes*	Yes*	Yes*	Yes*	Yes	Yes	No	Yes	
South Dakota	90%	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	*All stds. apply to prop. sch. crs. only
Tennessee	80%	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	
Texas	100%	No	Yes*	Yes*	Yes*	Occ.*	Yes*	Yes*	Yes*	
Utah	None	Yes*	Yes*	Yes*	Yes*	Yes	Yes	Yes	Yes	*Coll./univ. crs. exempt from noted stds.

PRELICENSING EDUCATION STANDARDS

Jurisdiction	Min. Att. Req.	Presc. Crs. Outl.	Appr. Inst.	Appr. Texts	Appr. Crs. Exams	Rev. Lic. Exam Perf. by Sch.	Mon. Cls.	Rev. Stud. Eval.	Recog. Corr. or Ind. Study Crs.	Comments
Vermont	100%	Yes	Yes	No	No	No	Yes	No	No	No SP PL educ. - stds. apply to 8-hr. BR PL crs. only (1988) *Coll. instructors exempt from noted stds.
Virginia	None	Yes	Yes*	No	No	No	No	No	No	
Virgin Islands	NA									No PL educ. (1988)
Washington	100%	Yes	Yes	Yes	Yes	Yes	No	No	Yes	*Coll. cred. crs. exempt from noted stds.
West Virginia	None	Yes	Yes	No	No	No	No	No	Yes	
Wisconsin	100%*	Yes	Yes*	No	No	No	No	No	No*	
Wyoming	None	Yes	Yes	No	No	Yes	No	No	Yes	

### PART III - CONTINUING EDUCATION REQUIREMENTS AND STANDARDS

Part III reports the real estate continuing education (CE) requirements of the NARELLO member jurisdictions and the primary standards regularly employed by the real estate licensing agencies of such jurisdictions when approving and monitoring continuing education courses. Refer to the "Key to Abbreviations" page for further assistance in understanding the reported information.

#### NOTES AND COMMENTS

1. The continuing education requirements shown are the number of classroom or clock hours required to be completed by licensees within a recurring period of time. For example, "12 hrs/2 yrs" means that licensees must complete 12 hours in approved courses every 2 years. The stated requirements apply to both salespersons and brokers unless otherwise indicated in the "Comments" column. The time period indicated may or may not be the jurisdiction's regular license renewal period.
2. All the hours shown in the first column must be in general real estate subjects (some jurisdictions are more restrictive than others with regard to course content). The hours shown in the "Hours required in designated RE topics" column are the portion of the requirement shown in the first column that must be taken in specific, designated RE topics such as "License Law Update", "Legal Update", "Contracts", "Agency", etc.
3. Note that "Approve Course Content" is NOT one of the standards included in this report because it is assumed that all jurisdictions with continuing education approve course content, and this question was not included in the survey.
4. Note that the report indicates whether or not a course examination is required ("Exam Requi.") and any required minimum length for courses ("Min. Crs. Lgth.").
5. The indicated standards apply to courses conducted by all types of approved schools/course sponsors unless otherwise indicated in the "Comments" column.

CONTINUING EDUCATION REQUIREMENTS AND STANDARDS

Jurisdiction	CE Req't. for SP & BR	Hrs. Req'd. in desig. RE Topics	CE Eff. Date	Min. Att. Req'd.	Exam Req'd.	Min. Crs. Lgth.	Appr. Inst.	Appr. Instl. Matls	Mon- itor Cls.	Rev. Stud. Eval.	Recog. Corr./ Ind. Study Crs.	Comments
Alabama	12 hrs/2 yrs	3 hrs	1986	100%	No	3 hrs	Yes	Yes	Occ.	Yes	No	
Alaska	None											
Alberta	None											
Arizona	24 hrs/2 yrs	12 hrs	1980	90%	No	None	Yes	Yes	Yes	No	No	
Arkansas	6 hrs/yr	3 hrs (for prop & vo-tech sch)	1989	90%*	No	6 hrs	No	No	No	No	Yes	*NA to coll./univ. crs.
British Columbia	None											
California	45 hrs/4 yrs*	6 hrs	1981	90%	Yes	3 hrs	Yes	Yes	Yes	No	Yes	* 6 hrs for 1st SP renewal eff. 1/1/90
Colorado	None											
Connecticut	12 hrs/2 yrs	3 hrs	1984	100%	No	3 hrs	No	Yes	Occ.	Occ.	No	
Delaware	15 hrs/2 yrs	3 hrs *	1988	100%	No	2 hrs	Yes	No	No	Yes	No	*6 hrs in 1st renewal per.
Dt. of Columbia	12 hrs/2 yrs	3 hrs	1983	100%	No	1 hr	Yes	Yes	Occ.	No	No	
Florida	14 hrs/2 yrs	3 hrs	1977	90%	No	3 hrs	Yes	Yes	Occ.	No	Yes	
Georgia	3 hrs/ yr*	None	1987	100%	No	3 hrs	No	Yes	Yes	No	Yes	*SP & BR lic'd. prior to 1980 are exempt

CONTINUING EDUCATION REQUIREMENTS AND STANDARDS

Jurisdiction	CE Req't. for SP & BR	Hrs. Req'd. in desig. RE Topics	CE Eff. Date	Min. Att. Req'd.	Exam Req'd.	Min. Crs. Lgth.	Appr. Inst.	Appr. Instl Matls	Mon- itor Cls.	Rev. Stud. Eval.	Recog. Corr./ Ind. Study Crs.	Comments
Guam	None											
Hawaii	10 hrs/2 yrs	10 hrs	1991	100%	Yes	3.3 hrs	Yes	Yes	No	Yes	No	
Idaho	12 hrs/2 yrs	12 hrs	1989	None	Yes	3 hrs	Yes	Yes	Yes	Yes	Yes	
Illinois	None											
Indiana	None											
Iowa	36 hrs/3 yrs	12 hrs	1982	100%	No	3 hrs	No	Yes	No	No	Yes	
Kansas	12 hrs/2 yrs	None	1987	100%	No	3 hrs	Yes	Yes	Yes	Yes	Yes	
Kentucky	None											
Louisiana	15 hrs./2 yrs*	None	1981	100%	No	3 hrs	Yes	Yes	Yes	Yes	Yes	*SP & BR lic'd. prior to 1981 are exempt
Maine	12 hrs/2 yrs*	None	1979	100%	No	2 hrs	Yes	Yes	Yes	Yes	Yes	*For BR & Assoc. BR only - SP lic. is only valid for 2 yrs
Maryland	12 hrs/2 yrs	None	1988	100%	No	1 1/2 hrs	Yes	Yes	No	Yes	No	
Massachusetts	None											
Michigan	6 hrs/yr	Varies	1985	100%	No	6 hrs	Yes	Yes	Yes	No	No	
Minnesota	15 hrs/yr*	None	1987	None	No	None	Yes	Yes	Yes	Occ.	No	*30 hrs. reqd. for 1st renewal

CONTINUING EDUCATION REQUIREMENTS AND STANDARDS

Jurisdiction	CE Req't. for SP & BR	Hrs. Req'd. in desig. RE Topics	CE Eff. Date	Min. Att. Req'd.	Exam Req'd.	Min. Crs. Lgth.	Appr. Inst.	Appr. Instl Matis	Mon- itor Cls.	Rev. Stud. Eval.	Recog. Corr./ Ind. Study Crs.	Comments
Mississippi	8 hrs/2 yrs	2 hrs	1985	100%	No	2 hrs	Yes	Yes	Yes	No	Yes*	*Coll./univ. crs. only
Missouri	12 hrs/2 yrs	3 hrs	1984	100%	No	3 hrs	Yes	Yes	Yes	Yes	No	
Montana	15 hrs/2 yrs.	10 hrs	1988	90%	No	3 hrs	Yes	Yes	No	Yes	Yes	
Nebraska	12 hrs/2 yrs	None	1986	100%	No	3 hrs	Yes	Yes	Yes	Yes	Yes	
Nevada	15 hrs/2 yrs*	6 hrs	1978	90%	No	3 hrs	Yes*	Yes*	Yes*	Yes*	Yes	
New Brunswick	None											
New Hampshire	3 hrs/2 yrs	3 hrs	1985	100%	No	3 hrs	Yes	Yes	No	Yes	Yes*	*In some cases
New Jersey	None *											*Legislation pending
New Mexico	30 hrs/3 yrs	10 hrs from 20 core crs.	1989	*	No	None	Yes	Yes	No	Yes	Yes	*90% for "core" crs. - 75% for elective crs.
New York	45 hrs/4 yrs	None	1979	*	No	15 hrs	Yes	Yes	Yes	No	No	*90% for 45-hr crs. - 75% for 15-hr. module
North Carolina	None											
North Dakota	24 hrs/3 yrs	None	1981	90%	No	3 hrs	Yes	Yes	Yes	Yes	Yes	*1988 survey
Nova Scotia	None*											
Ohio	30 hrs/3 yrs	6 hrs	1980	90%	No	None	Yes	Yes	Yes	No	No	

CONTINUING EDUCATION REQUIREMENTS AND STANDARDS

Jurisdiction	CE Regt. for SP & BR	Hrs. Req'd. in desig. RE Topics	CE Eff. Date	Min. Att. Req'd.	Exam Req'd.	Min. Crs. Lgth.	Appr. Inst.	Appr. Instl. Matls	Mon-itor Cls.	Rev. Stud. Eval.	Recog. Corr./ Ind. Study Crs.	Comments
Oklahoma	21 hrs/3 yrs	3 hrs	1984	100%	No	2 hrs	Yes	Yes	Yes	No	Yes	
Ontario	None*											*1987 survey
Oregon	12 hrs/2 yrs* (SP only - none for BR)	None	1971	100%	No	None	No	No	No	No	No	*24 hrs/2 yrs for first 3 renewals
Pennsylvania	None											
Quebec	None											
Rhode Island	12 hrs/2 yrs	*	1990	*	No	*	*	*	*	*	*	*Stds. not yet developed
Saskatchewan	None											
South Carolina	None											
South Dakota	24 hrs/2 yrs	None	1980	90%	No	1 hr	Yes	Yes	Yes	Yes	Yes	
Tennessee	16 hrs/2 yrs (SP only - none for BR)	None	1968	100%*	No	2 hrs	Yes	Yes	Yes	Yes	Yes	*80% w/makeup and exam
Texas	15 hrs/2 yrs*	6 hrs	1991	100%	No	3 hrs	Yes	Yes	Yes	Yes	Yes	*Effective 9-1-91
Utah	None											
Vermont	4 hrs/2 yrs*	None	1986	100%	No	1 hr	Yes	Yes	Yes	Yes	No	*1988 survey
Virginia	6 hrs/2 yrs	6 hrs	1990	100%	No	6 hrs	Yes	Yes	No	Yes	No	
Virgin Islands	None*											*1988 survey

CONTINUING EDUCATION REQUIREMENTS AND STANDARDS

Jurisdiction	CE Req't. for SP & BR	Hrs. Req'd in desig. RE Topics	CE Eff. Date	Min. Att. Req'd.	Exam Req'd.	Min. Crs. Lgth.	Appr. Inst.	Appr. Instl Matls	Mon- itor Cls.	Rev. Stud. Eval.	Recog. Corr./ Ind. Study Crs.	Comments
Washington	30 hrs/2 yrs	No	1991	100%	Yes	3 hrs	Yes	Yes	No	No	No	
West Virginia	7 hrs/yr	7 hrs	1990	100%	No	7 hrs	Yes	Yes	No	No	No	
Wisconsin	None											
Wyoming	30 hrs/3 yrs	15 hrs	1984	90%	No	3 hrs	Yes	Yes	Yes	Yes	Yes	

#### PART IV - TRANSFERABILITY OF PRELICENSING AND CONTINUING EDUCATION

Part IV reports the types of prelicensing and continuing education courses (by type of school or course sponsor) taken in another jurisdiction that will/will not generally be recognized by the real estate licensing agencies of the NARELLO member jurisdictions for an applicant for licensure by examination. Refer to the "Key to Abbreviations" page for further assistance in understanding the reported information.

#### NOTES AND COMMENTS

1. Survey respondents were asked to assume that "... such courses are approved by the other jurisdiction's real estate licensing agency and the length and content (except for state law) of such courses is comparable to approved courses in your jurisdiction."
2. If a survey respondent commented that courses taken at/through a particular type of school/course sponsor would be recognized if the school/course sponsor had obtained prior approval of the courses by their agency, then a "No" response was recorded for courses taken at/through that particular type of school/course sponsor.
3. The categories of courses included in the survey/report are:
  - a. College credit courses taken at a college/university or community/junior college.
  - b. College non-credit courses taken at a college/university or community/junior college.
  - c. Courses taken at a proprietary real estate school.
  - d. Courses taken through a national or state professional association (CE only).
  - e. Courses sponsored directly by the real estate licensing agency (CE only).
  - f. Courses sponsored by individuals (CE only).
  - g. Courses certified by NARELLO (regardless of the type of school).
4. Although the survey did not address this particular point, it is quite likely that some of the jurisdictions which indicated they will not recognize "NARELLO-certified courses regardless of the type of school" may, in fact, recognize certain NARELLO-certified courses taken at/through certain types of schools/course sponsors.

TRANSFERABILITY OF PRELICENSING AND CONTINUING EDUCATION

Jurisdiction	Prelicensing Education					Continuing Education							
	Recog. the ff. PL courses taken in another juris.:					Recog. the ff. CE courses taken in another juris.:							
	Coll. cred. crs.	Coll. non-cred. crs.	Prop. RE Sch. crs.	NARELLO cert. crs.	Comments	Coll. cred. crs.	Coll. non-cred. crs.	Prop. Sch. crs.	Prof. Assn. crs.	RE Comm. crs.	Ind. spons. crs.	NARELLO cert. crs.	Comments
Alabama	Yes	Yes	Yes	Yes	Min. 45-hr. crs. over 8 wks. (+)	Yes	No	No	Yes	No	No	No	
Alaska	NA	-----	-----	-----	No PL educ.	NA	-----	-----	-----	-----	-----	-----	No CE
Alberta	NA	-----	-----	-----	Home Study only	NA	-----	-----	-----	-----	-----	-----	No CE
Arizona	Yes	No	No	No	3 sem. hr. crs. only	Yes	Yes	Yes	Yes	Yes	No	No	
Arkansas	Yes	Yes	No	No		Yes	Yes	Yes*	Yes	Yes*	Yes*	Yes	*Only for AR non-res. licee.
British Columbia	No	No	No	No		NA	-----	-----	-----	-----	-----	-----	No CE
California	Yes	No	No	No		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Colorado	Yes	Yes	Yes	No		NA	-----	-----	-----	-----	-----	-----	No CE
Connecticut	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Delaware	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Dist. of Columbia	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Florida	Yes	No	No	No		Yes	No	No	Yes	No	Yes	No	
Georgia	Yes	Yes	Yes	Yes		Yes	No	No	Yes	No	No	No	
Guam	NA	-----	-----	-----	No RE PL educ.	NA	-----	-----	-----	-----	-----	-----	No CE
Hawaii	Yes	No*	No*	No*	*Yes if licee. of juris. w/comp. educ reqts.	No	No	No	No	No	No	No	
Idaho	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Illinois	Yes	No	No	No		NA	-----	-----	-----	-----	-----	-----	No CE
Indiana	Yes*	No	No	No	*Only SP crs. & only if an 8 sem. hr. coll. cred. crs	NA	-----	-----	-----	-----	-----	-----	No CE
Iowa	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Kansas	No	No	No	No		No	No	No	No	No	No	No	* Except by recip.
Kentucky	Yes	No	No	No		NA	-----	-----	-----	-----	-----	-----	No CE
Louisiana	Yes*	Yes*	Yes*	Yes*	*Exc. for 30 hrs reqd. at 1A sch.	Yes	Yes	Yes	Yes	Yes	Yes	Yes	

TRANSFERABILITY OF PRELICENSING AND CONTINUING EDUCATION

Jurisdiction	Prelicensing Education					Continuing Education							
	Recog. the ff. PL courses taken in another juris.:					Recog. the ff. CE courses taken in another juris.:							
	Coll. cred. crs.	Coll. non-cred. crs.	Prop. RE Sch. crs.	NARELLO cert. crs.	Comments	Coll. cred. crs.	Coll. non-cred. crs.	Prop. Sch. crs.	Prof. Assn. crs.	RE Comm. crs.	Ind. spons. crs.	NARELLO cert. crs.	Comments
Maine	Yes	Yes	Yes	Yes	*If lic. in other juris.	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No CE
Maryland	Yes	No	Yes	No		Yes	Yes	Yes	Yes	Yes	Yes	No	
Massachusetts	Yes*	Yes*	Yes*	Yes		NA							
Michigan	Yes	No	No	No		No	No	No	No	No	No	No	
Minnesota	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Mississippi	Yes	No	No	No		Yes	No	No	No	No	No	Yes	
Missouri	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Montana	Yes	No	No	No		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Nebraska	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Nevada	Yes	Yes	Yes	No		Yes	No	No	Yes	No	No	No	
New Brunswick	NA				Home Study only	NA						No CE	
New Hampshire	NA				No PL. educ.	No	No	No	No	No	No	No CE	
New Jersey	Yes	Yes	Yes	No		NA						No CE	
New Mexico	Yes	No	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes		
New York	Yes	Yes	Yes	Yes		No	No	No	No	No	No		
North Carolina	Yes	Yes	Yes	Yes		NA						No CE	
North Dakota	Yes	Yes	No	No		Yes	Yes	Yes	Yes	Yes	Yes		
Nova Scotia	NA				Home Study (1988)	NA						No CE (1988)	
Ohio	Yes	No	No	No		Yes	Yes	Yes	Yes	Yes	Yes		
Oklahoma	Yes	No	No	Yes		Yes	Yes	Yes	Yes	Yes	Yes		
Ontario	NR					NA						No CE	
Oregon	Yes	No	No	No		Yes	Yes	Yes	Yes	Yes	Yes		
Pennsylvania	Yes	Yes	Yes	No		NA						No CE	
Quebec	Yes*	No	No	No	*Certain crs. only	NA						No CE	
Rhode Island	Yes	Yes	No	No		NA						CE eff. 1990	
Saskatchewan	Yes	Yes	Yes	Yes		NA						No CE	
South Carolina	Yes	Yes	Yes	Yes		NA						No CE	
South Dakota	Yes	Yes	Yes	No		Yes	Yes	Yes	Yes	Yes	Yes		

**TRANSFERABILITY OF PRELICENSING AND CONTINUING EDUCATION**

Jurisdiction	Prelicensing Education					Continuing Education							
	Recog. the ff. PL courses taken in another juris.:					Recog. the ff. CE courses taken in another juris.:							
	Coll. cred. crs.	Coll. non-cred. crs.	Prop. RE Sch. crs.	NARELLO cert. crs.	Comments	Coll. cred. crs.	Coll. non-cred. crs.	Prop. Sch. crs.	Prof. Assn. crs.	RE Comm. crs.	Ind. spons. crs.	NARELLO cert. crs.	Comments
Tennessee	Yes*	Yes*	Yes*	Yes*	*For up to 30 hrs (1/2) of PL reqt.	Yes	Yes	Yes	Yes	Yes	Yes	Yes	*To be determined No CE (1988) No CE (1988) CE eff. 1991 No CE
Texas	Yes	Yes	No	Yes	Only have BR PL educ. (1988)	*	-----	-----	-----	-----	-----	-----	
Utah	Yes	Yes	Yes	Yes		NA	-----	-----	-----	-----	-----	-----	
Vermont	No	No	No	No	No PL educ. (1988)	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Virginia	Yes	No	Yes	No		No	No	No	No	No	No	No	
Virgin Islands	NA	-----	-----	-----		NA	-----	-----	-----	-----	-----	-----	
Washington	Yes	Yes	Yes	No	*Only if appl. is lic'd. in other juris.	NA	-----	-----	-----	-----	-----	-----	
West Virginia	NR	NR	NR	NR		Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Wisconsin	Yes	Yes*	Yes*	Yes*		NA	-----	-----	-----	-----	-----	-----	
Wyoming	Yes	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	No	Yes	

## PART V - OTHER EDUCATION INFORMATION

Part V reports certain additional information regarding the education and research activities of the real estate licensing agencies in NARELLO member jurisdictions. Refer to the "Key to Abbreviations" page for further assistance in understanding the reported information.

### NOTES AND COMMENTS

The survey asked the following questions:

1. Does your agency have a full-time staff (or part-time consultant) Education Director?
2. Does your agency regularly utilize an education advisory or liaison committee?
3. Does your agency have a real estate education and/or research fund (or a recovery fund that can be used in part to fund education and/or research projects)?
4. Does any college/university in your jurisdiction have an active real estate research center? If "Yes", is this research center funded wholly or in part by real estate license fees?

OTHER EDUCATION INFORMATION

Jurisdiction	Full-Time Staff Education Director	Active Educ. Adv. or Liais. Comm.	RE Educ. and/or Resear. Fund	Coll./Univ. RE Research Center	
				Active	Receives funding from RE lic. fees
Alabama	Yes	Yes	No	No	
Alaska	No, Pub. Inf. Off.	Yes	Yes	No	
Alberta	Yes	Yes	Yes	No	
Arizona	Yes	No	No	Yes	No
Arkansas	No	Yes	Yes	No	
British Columbia	No	No	Yes	Yes	Yes
California	Yes	Yes	Yes	Yes	Yes
Colorado	Yes	No	No	No	
Connecticut	NO	No	No	Yes	Yes
Delaware	No	Yes	Yes	NO	
Dist. of Columbia	Yes	NO	Yes	No	
Florida	Yes	Yes	Yes	Yes	Yes
Georgia	Yes	Yes	Yes	Yes	No
Guam	No	No	No	No	
Hawaii	No, Inf. Off.	No	Yes	Yes	Yes
Idaho	Yes	Yes	Yes	No	
Illinois	Yes	No	Yes	Yes	Yes
Indiana	Yes	Yes	Yes	Yes	No
Iowa	No - will hire soon	No	No, but auth'd	No	
Kansas	Yes	No	No	Yes	Occasionally
Kentucky	Yes	No	Yes	Yes	Yes
Louisiana	Yes	No	Yes	Yes	Yes
Maine	Yes	No	Yes	Unknown	
Maryland	Yes	Yes	No	No	
Massachusetts	No	Yes	No	No	
Michigan	No	Yes	No	No	
Minnesota	Yes	Yes	Yes	No	
Mississippi	No	No	No	No	
Missouri	Yes	No	No	No	
Montana	No	No	Yes	No	
Nebraska	Yes	No	No	No	
Nevada	Yes	No	Yes	No	

OTHER EDUCATION INFORMATION

Jurisdiction	Full-Time Staff Education Director	Active Educ. Adv. or Liais. Comm.	RE Educ. and/or Resear. Fund	Coll./Univ. RE Research Center	
				Active	Receives funding from RE lic. fees
New Brunswick	No	Yes	Yes	No	
New Hampshire	No	No	No	No	
New Jersey	Yes	No	Yes	No	
New Mexico	Yes	Yes	No	No	
New York	No	No	No	No	
North Carolina	Yes	No	No	No	
North Dakota	No	Yes	Yes	No	
Nova Scotia *	No	No	No	No	
Ohio	Yes	Yes	Yes	Yes	Yes
Oklahoma	Yes	Yes	Yes	No	
Ontario	NR	NR	NR	NR	
Oregon	Yes	Yes	No	No	
Pennsylvania	No	Yes	No	Unknown	No
Quebec	No	No	No	Yes	No
Rhode Island	No	Yes	No	No	
Saskatchewan	Yes	Yes	Yes	No	
South Carolina	Yes	No	Yes	Yes	No
South Dakota	No	No	Yes	No	
Tennessee	No, but have P-T consultant	No	Yes	Yes	No
Texas	Yes	No	No	Yes	Yes
Utah	Yes	No	Yes	No	
Vermont*	No	Yes	No	No	
Virginia	Yes	Yes	Yes	No	
Virgin Islands*	No	No	No	No	
Washington	Yes	Yes	Yes	No	
West Virginia	No	No	No	No	
Wisconsin	No	Yes (ad hoc)	No	No	
Wyoming	No	Yes	Yes	No	

\* 1988 survey

*Barbara Craig Realty*

(Formerly Barbara Jaye Realty)

P.O. Box 02-0422

Juneau Alaska 99802

(907) 586-9091

February 10, 1990

Ref: Senate Bill 288

Dear Senator Sturgulewski;

I am opposed to Senate Bill 288 for the following reasons:

1. If the bill passes it will result in creating more government jobs . Do you really think the VOTERS want to elect a governor who is promoting bills that create more state government jobs and bills to further regulate our lives? I do not want to pay for more government employees who will only whine five years from now when they get laid off because we have run out of oil money. And if someone says the real estate industry will pay for more staff with their licensing fee--I am opposed to paying more for licensing. Licensing fees are only another name for taxes or extracting money from the private sector to pay for jobs of non productive government paper pushers. We have far more government employees per capita than another other state--the situation here is totally out of hand! If the legislature does not act responsibly in cutting back the number of government employees drastically and now, then I think there will be such great turmoil in this state when we run out of oil money that it will make the years 1986-87 look like a picnic. You are responsible for promoting bills that solve problems now and for Alaska's future--but creating more unnecessary state jobs is a problem now and for Alaska's future. By supporting bills like this YOU are part of the problem--not solution.

2. If those currently licensed are not presently competent or the test is not adequate, then I am not against changing the test or requiring more education or proven ability through past experience to get licensed initially as a sales person or broker. What I am opposed to is requiring all agents who want to renew licenses get some sort of continuing education . I do not want some state employee to tell me what type of education they think is best for my business or type of real estate I handle. This type of mentality treats real estate professionals as second class business people. Alaskans don't need to be protected " for their own good" by some bureaucrat "big brother"--the citizens of Alaska need to be protected from: government interference and regulation, and "government employeeism"--the cancers that are gobbling away at private sector economic development. In addition, the rationale presented for such across the board recommendations is not well thought through and only serves to illustrate the attitude that government employees have for procreating more state jobs and spending more money in an effort to try to solve a non-existing problem. Following are examples of irrational materials presented supporting passage of the bill:

a) "A minimum number of continuing education hours for licensed salespersons and brokers in order to ensure licenses are keeping up-to-date on important industry changes" ( Dept. of Commerce & Economic Development Position Paper-p 1) If a person in the sales business does not keep up to date automatically on market changes they will be out of a job in short order. The position paper does not give credit to those who have been in business successfully. If someone can not keep up with the changing market and industry then lets not spoon feed them to keep them in business. The private sector will automatically weed out those who do not keep up with the time. To assume that a government employee knows more than those who are successfully earning a living in a private sector industry by letting that government employee decide what type of continuing education is pertinent to that business, takes on the typical mentality of most bureaucrats which is " I know what is best for you". Since when did the Real Estate Commission or Dept. of Commerce and Economic Development become experts in the dynamics of education and become more intuned to my business to know what I need to become more wise in my business? If some bureaucrat thinks they know what is best for my business or knows more about my business, then why aren't they busy in the industry making money like me? I don't need any big brothers telling me what I need to be educated on. And if I make the wrong decision by not keeping up to date with market conditions then I alone should be responsible for not being successful in my line of business.

b) "The increasing complexity of real estate transactions requires that a greater degree of competency and skill be attained in order to adequately protect the public" (Dept.of Commerce and Economic Dev. Position Paper page 2) Things are always as simple or complex as anyone wants to make them. I have been in the real estate industry over six years and things do not seem to be getting anymore complex to me. As I get more experience I automatically accumulate more information which makes my skill level greater. Greater COMPETENCY comes with more hands on experience. The same level of complexity has always been there. And the more experience a business person has in any area the more valuable they automatically become to themselves as well as those who pay for their services. AND, It is not logical to assume that the public in some way is not being adequately protected already by the current level competency of people working in the field now. Where are your figures to prove that the profession is not adequately being responsible to the public or is not competent?? Everything in life is always in a state of change and this holds true for the real estate industry as in all industries. For example, one change that has taken place over the last several years in the Juneau market is that transactions involving the selling of many repossessed homes involve more paperwork and persons participating in the paperwork-- but there sure does not seem to be anything difficult in adapting to letting the public know that everything in that particular market takes more time and paperwork. The additional time and paperwork involved in selling many repos over non-repo properties surely can not be the fault of the real estate industry. And if as a business person, I feel selling one particular type of property isn't worth the effort then I don't need to deal in that type of product. I don't bother selling AHFC repos and try to stay away from FDIC repos. The time involved in dealing with their overly bureaucratic system isn't worth the money to me--it takes too long to get paid such a

small amount in most cases. If another real estate professional wants to deal with that type of property then let them. The problem with those type of properties isn't with the real estate professional --it's with the SELLER which in this particular case is a bureaucratic government agency. If a real estate agent or broker chooses freely to deal in those types of sellers or properties then it is in the end that brokers responsibility to do the job correctly. The broker is the private sector individual who freely chooses to deal in any particular type of product and should be responsible for their success and/or failure in their business decisions. If they do not handle selling that type of property or any other type of property correctly then there is already a system in place to protect the public. The system isn't getting more complex--it is the same as it has always been--always in a state of flux.

c) "Requiring additional training focused on office supervisory responsibilities and trust account management prior to being licensed as a broker or associate broker will address the most common causes for complaints received by the division against real estate brokers" (Dept. of Commerce and Economic Dev. Position Paper page 2) It would seem logical to require some sort of skill level in dealing with trust accounts prior to licensing a broker or associate broker but, if they don't know how to add or subtract numbers then don't give them a license. If the current test is deficient in some way perhaps the state should change the test by adding some sort of special trust account section. In addition, requiring some sort of supervisory training is not necessarily pertinent to everyone. Some companies don't have or want staff or agents to supervise--why should they take supervisory training. Some people already have the ability to supervise. And even if a person were given supervisory training it does not mean they will be able to absorb and/or apply any of the information given to them. If a broker is not any good in supervising their staff then they will naturally not earn as much money as other companies, if their business tries to earn money through efforts of agents, nor keep good staff, and perhaps be washed by the wayside in the business world. If a broker is doing something seriously wrong then there are already the statutes in place to protect the public. The real estate regulating body does not need to try to be the judge of what will make a real estate business more successful by demanding education in supervisory responsibility skills or specific education on how to add and subtract numbers in books --I think I learned how to add and subtract in first grade. Neither is it the job description of the real estate regulating body to tell the industry how to be successful in a private sector sales and service business.

d) "Finally, requiring continuing education during each biennial licensing period should assist in ensuring that all real estate professionals are periodically updated on current real estate laws and practices" (Dept. of Commerce and Economic Development Position Paper page 2) Again illogical! If there is a change in state statute pertaining to the real estate laws then all the state real estate office needs to do is send out the changes to each agent and broker. That should be one basic service provided already. And who will tell me what are the updated real estate practices--if I'm not already doing them then I'm not an efficient organized astute business person. The buyers and sellers let you know what are the updated practices and automatically

ask you the questions you need to find answers to--and they set the market standard. You can't get much more consumer oriented than that. And if there are changes in federal laws let the state real estate office send out copies of those too. I don't need to pay someone to read a piece of paper to me in some seminar--I learned how to read in grade school.

e) "Third, the field of real estate is constantly changing with its multitude of financing and tax implications. It is imperative that real estate practitioners remain current on taxes, financing, zoning, equal housing laws, hazardous waste and a myriad of topics to best advise their clients and customers." Letter to Arliss Sturgulewski Jan 17, 1990 from Jim McCourt, President of the Alaska Association of Realtors--Canned educational seminars on all the above will not keep any agent current on the above. I use my phone book and call the appropriate professional or agency when I have a question on any of the above. I don't need a \$300 seminar to answer my zoning questions here in Juneau--I just call the City. If I don't know something about a particular type of financing I call a lender--that's their area of expertise. If a client asks me about tax implications, I suggest they talk with their accountant--that is another profession entirely. If I were to try to become an expert, through canned education programs, in all the fields the President of the Alaskan Association of Realtors suggests, then I would probably make mistakes and get sued. His good advise isn't by my standards a healthy path to follow. The constantly changing world is not a logical reason to have to take canned educational sessions which always seem too watered down and not useful for me. And if a broker thinks one of his agents needs more education, it is that brokers responsibility to correct the situation or be responsible for the consequences of an agent lacking ability in some area.

Who will really profit from passage of the proposed bill as currently written under the guise of "public protection" : the racket the state government employees have going and the National and Alaskan Association of Realtors. We don't need more state employees. We need less state employees. And the National and Alaskan Association of Realtors is the organization who will, if this bill passes, force me to have to pay them money in their effort to make me more wise and more moral under their slogan of "for the good of the public". I think my parents already taught me how to be moral and know the difference between right and wrong by the age of 10. And, I think the public is already wise enough--if you don't like how someone does business you don't have to use their services--the public doesn't need any big brother government helping them think. If someone does wrong to a consumer in their business, then there is already the protection net in place. This bill does not give the average consumer credit for being a thinking responsible person, even though the public does have many other important rights they are trusted with--right to vote, right to freedom of speech, right to free association. Neither myself or the public are second class citizens--I don't want anymore big brother protection. I want protection from government regulations taking away my rights! The people who will smile all the way to the bank in this case is the National and Alaskan Association of Realtors. They will be providing the canned goods to the real estate industry, spoon feeding at their monopolistic prices creating a monopoly in the industry. I RESENT their attempt to

force me to join their glee club, which will happen if I am forced to participate in their "education" system. If I thought they already had something to offer me of value I would inquire or join. Isn't that what private sector--free market is all about. But since their product isn't considered by me and obviously others to be of value as presented through the free market approach, they must try to go through the back door and force me to participate through their using State Government (Dept. of Commerce and Economic Dev.) to promote their cause and lobbying efforts. Maybe I should ring up the Commission and see if he can lobby for me on some issue. I must admit I did attend several of the Realtors Association classes but have found them so remedial and so boring it about makes one want to throw up. If you don't believe me try one of their classes yourself! For the type of real estate I deal with I get more out of talking with Dept. of Nat. Resources, Fish and Game, DEC, the City, reading business publications, books and newspapers, talking with my peers in the industry and the CONSUMERS then I've ever got from one of their remedial classes. Lets face it-- you can only learn how to fill out listing forms, earnest money agreements and go to "motivational or goal setting" seminars so often before you learn that type of material. If a business person in the real estate industry does not know how to learn from the market then they are in the wrong business. Besides I just called the local head of the education committee for the Alaska Association of Realtors--we don't even have any classes available here anyway and he said he doesn't even have any idea what educational materials are available statewide. If they aren't even providing a product here and now or to smaller communities then how can they try to say they know that more education is the answer to all their special interest/ real estate industry concerns? The classes if they ever sponsor any in Southeast may provide useful information for some people but currently I have not seen anything pertinent to me or classes helping me make more money or helping me to be a better business person.

Just because Alaska does not have the educational requirements of other states does not mean we are doing something wrong. I would not object to seeing some sort of experience or competency required initially for licensing but the on going education portion is not necessary. But if it is felt that the people passing the test are in some way not competent, then change the test. Additionally, there is not any guarantee we will have or want any reciprocal agreements with any other states if we even did have some sort of "educational requirements". If reciprocal agreements are so important in this industry then why don't we have reciprocal agreements with the four other states that currently have no pre-licensing educational requirements or the 10 other states that have no continuing educational requirements? Alaska is a very different place from any other state--I would think it would be a great risk to try to think I could just jump into the same level, say for example in Washington State as compared to here. Regardless if we had a reciprocal agreement, lets say for example with Washington, it would still take years to gain the same level of competency in that totally different environment. And if there is concern about people who are not competent getting licenses in this state then why even encourage reciprocal agreements in the first place--why not make them pass all tests same as any Alaskan in order to be sure of

their level of competency.

The bill further restricts the private citizen by trying to give the real estate governing agency latitude in deciding who is entitled to be a member of the industry. The way it is written now seems to be just fine--it's currently clear and objective. I haven't heard anything about why they think they need more discretionary judgement rights on who can or who can not receive a license anyway. Here again the bill is chipping away at the rights and strengths of the private sector and public and free market system. I'm not interested in giving any government agency more authority to meddle in my life and business. There is already a list of requirements established objectively outlining what is needed to receive a license. There should not be any need for discretionary authority if the list is clear and objective. If the list is not clear and objective or needs to be changed to make it current with the times, then change the list so that it is clearly understood by the public and pertinent to life today in the State of Alaska.

I resent the bill's way of treating me a member of the public like I don't have enough sense to make my own business decisions and downgrading the group of professionals in the real estate industry who at this time show no record of being incompetent. As a member of the public and real estate industry I want protection from further government regulation, protection from special interest groups like the Association of Realtors trying to join forces with Government Agencies (Dept. of Commerce and Economic Dev. and state mandated real estate office staff) trying to force my hard earned money out of my own pocket book. I want protection from those who try to downgrade my business to a second class status like this bill is trying to do. I want protection from those who try to add more state employees while at the same time taking away basic decision making freedoms from the public. I'm tired of public servants (government agencies in this case Dept. of Commerce and Economic Development and state mandated real estate office) trying to gang up against the private sector and lobby against the freedoms of the public. Public servants get paid to dream up these causes in order to really further protect they own skins under the guise of big brother to the public while at the same time lobbying for the National Real Estate Association. No one is paying me to take the time to write this document-- it's my own nickle and my own time. And I made that nickle through my own efforts and through hard work and competency.

This bill is ridiculous--it takes on the mentality of trying to fix something that isn't broken and tries to convict the real estate industry of something they COULD POSSIBLY do wrong in the future when there currently is no evidence of any incompetency in the industry now. If this bill were a case in court the judge would kick it out for lack of evidence.

Sincerely,

*Barbara Craig*

Barbara Anne Craig  
Owner / Broker  
P.O. Box 02-0422  
Juneau, Alaska 99802

work: 586-9091  
home: 364-2818

cc: Senate Labor & Commerce:

Dick Eliason  
Pat Rodey  
Jan Faiks  
J. Kerttula  
Jack Coghill

Rep. Bill Hudson



ALASKA ASSOCIATION OF REALTORS, INC?  
741 Sesame Street, Suite 100 • Anchorage, Alaska 99503  
Telephone 907-563-712?

## EDUCATION CALENDAR, 1990

- Jan. 12 HP-12C Advanced Course
- Jan. 15-20 CI 103: Advanced Real Estate Taxation and Marketing Tools for Investment Real Estate
- Jan. 24-25 Instructor Development Workshop
- March 8-9 RS 201: Listing Strategies for the Residential Specialist
- April 30-May 4 GRI II, Anchorage
- Oct. 11-12 RS 203: Personal and Career Management for the Residential Specialist



# STATE OF ALASKA

## DEPARTMENT OF COMMERCE & ECONOMIC DEVELOPMENT

### DIVISION OF OCCUPATIONAL LICENSING

SBZ88

STEVE COWPER, GOVERNOR

P.O. BOX D  
JUNEAU, ALASKA 99811-0800  
PHONE: (907) 465-2534

April 28, 1990

The Honorable Dave Donley, Chairman  
Labor and Commerce Committee  
Alaska House of Representatives  
P. O. Box V  
Juneau, AK 99811

Dear Representative Donley:

This letter is to reaffirm the Alaska Real Estate Commission's strong endorsement of SSSB 288.

Present licensing requirements, as established by the Legislature in AS 08.88, allow the commission to require a prospective salesperson 1) to pass an examination; 2) be at least 19 years old; 3) not be under indictment for or conviction of certain criminal acts; and 4) be employed by a licensed real estate broker.

To upgrade a real estate license to an associate broker or broker license, the salesperson must meet all of the above qualifications, plus he or she must have been active for at least two years as a real estate agent under an experienced broker.

As you can see, the requirements for licensure are minimal in Alaska. We are therefore concerned that no specific continuing education requirement has been placed on real estate agents once they are licensed by the state, and that the requirements for initial licensure and for broker licensure also contain no specific education requirements. As you may know, Alaska is the only state in the country that has not set either a pre-licensing education standard for initial applicants or a continuing education requirement for licensees; many require both!

For example, anyone who studied for the exam and passed it more than five years ago would not have been cautioned about the new practices related to agency representation (buyer brokerage and disclosure of agency). Other licensees might still consider underground storage tanks an asset instead of a liability and,

more likely, others may never have heard of "psychologically impacted property." Nor might they realize that there are at least eight protected consumer groups which come within the jurisdiction of state and federal fair housing laws.

SB 288, if enacted, will establish that twenty (20) classroom hours must be accrued prior to initial licensure; fifteen (15) classroom hours of specific broker training must be accrued prior to upgrading from salesperson to broker or associate broker status; and twenty (20) hours must be accrued by all licensees during each licensing biennium in order to renew their real estate license. It also provides that the commission must approve all course outlines and instructors for courses that are to be recognized for education credit.

No education topics are specified in the bill so that course approvals can be revised periodically to ensure that education and awareness of the most current laws, court decisions, and controversial issues is accomplished industry-wide. The language of the bill will allow sufficient latitude for the commission to approve a wide variety of courses, including those that would be pertinent to a licensee's particular area(s) of expertise.

Concerns have also been expressed over the difficulty that Alaska real estate agents, specifically rural licensees, might have meeting a continuing education requirement. This concern must be viewed in the context of the Division of Occupational Licensing's experience with other licensed professions. Enclosed is a listing of the continuing education requirements placed on other licensed professions. Please know that most occupational licensees, including those residing in rural Alaska, are required -- and do manage successfully every two years -- to meet the continuing education requirements imposed on their profession by previous legislatures.

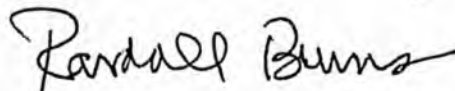
Please also note that the hours of continuing education proposed in SB 288 are -- in a number of cases -- lower than those required of other professions licensed in Alaska and are also lower than the national average, specifically in recognition of the difficulties presented by Alaska's geography.

Further, as regulations are developed through the public hearing process to implement the education requirements of this bill, I can assure you that the commission will address the needs of licensees living in sparsely populated areas of the state. It is also the clear intention of the Real Estate Commission that both the content and delivery of course work be appropriate to the licensees' needs and experience.

April 28, 1990

The commission and the leaders of the industry, speaking collectively through the Alaska Association of Realtors, agree that Alaska needs to heed the wisdom of the other forty-nine states in instituting both prelicensing and continuing education requirements for its professional real estate practitioners. The Real Estate Commission, through the Division of Occupational Licensing, urges passage of SSSB 288.

Respectfully yours,



*for* Grayce Oakley  
Executive Secretary  
Alaska Real Estate Commission

Attachment

cc: Randall P. Burns  
Director, Occupational Licensing

All Members, Real Estate Commission

## CONTINUING EDUCATION REQUIREMENTS

The following licensed occupations are required to document continuing competency or continuing education for license renewal:

<u>BOARD</u>	<u>HOURS PER BIENNIUM</u>	<u>COMMENT</u>
Chiropractor	24	credit hours
Clinical Social Worker	45	6 hrs cross cultural 6 hrs drug abuse
Dentist	24	hours of CE credit
Dental Hygienist	14	hours of CE credit
Dispensing Optician	15	CE hours
Electrical Administrator	1- 8 hour course	if code is revised
Medical		
Physician	34	or spec. recertification
Physician Assistant	100	+ exam every 6 years
Paramedic	120	60 clinical/60 classroom
Mechanical Administrator	?	required, not established
Nurse (2 of 3 required)	15	contact hours
	15	professional activities
	320	empoyment hours
Nursing Home Administrator	20	contact hours: Qtr. credit = 7 hrs, Sem. credit = 10 hrs
Physical Therapist (pending requirements)	25 300	contact hours employment hours
Pharmacist	30	ACPE credit hours
Public Accountant, Certified	60	contact hours
Psychologist	40	credit hours
Psychological Associate	40	credit hours
Veterinarian	20	contact hours

Contact hours are the same as continuing education credit hours and, except for Nursing Home Administrators, are converted to academic credit hours as follows:

1 academic quarter credit hour = 10 contact/credit hours

1 academic semester credit hour = 15 contact/credit hours

The following boards and commissions do not require continuing education:

AELS

Athletic Commission

Audiologist\Hearing Aid Dealer

Barber and Hairdressers

Collection Agencies

Concert Promoters

Contractors

Geologists

Guides

Marine Pilots

Mortuary Science

Occupational Therapists

Real Estate