

## What you need to know about obtaining a license: Information about AL Real Estate Pre-Licensure Courses...

(Step 1) To obtain a **REAL ESTATE SALEPERSON'S LICENSE** from the Alabama Real Estate Commission (AREC) a person must be 19 years of age and have, at least, a high school diploma or GED equivalent, be a citizen resident or have alien resident status.

(Step 2) Next he or she must take a 60-hour AREC-approved **SALES PRE-LICENSURE COURSE**, attending 90% of the class time and passing with an overall score of 70%. The price for that course, depending on whether textbooks are included, varies by school but will cost from \$295 to \$450 all-inclusive depending on the school and the instructor. This course offers the basics of real estate and how to prepare to take the **ALABAMA REAL ESTATE SALES LICENSING EXAM**. This course is offered in the evenings and during the daytime.

After passing the course, the school will electronically post credit for passing the Sales Preliminary course with the AREC and with AREC's contract exam administrator, AMP, (Applied Measurement Professionals). Once notified of eligibility the candidate may then schedule the exam at any time during the one-year period after completing the course and may take the exam in any of five locations in Alabama. The cost to take the AMP exam in 2012 is \$73.00. Candidates will need two forms of personal ID to gain admission to the testing center.

The exam is taken on a computer and consists of all multiple choice questions. There are 100 questions on national real estate concepts, principles and practices and 40 questions on Alabama real estate license and agency law. The permissible time allotted to complete the exam is 3½ hours. The passing score is 70%. It is not an easy exam and students need to be ready to focus intently for the entire pre-licensure course in order to expect to pass. Across the state, about 40% of those who take the test fail on the first attempt - but the exam can be retaken without retaking the course.

(Step 3) Upon passing the exam, the candidate then has exactly 90 days to apply for a **TEMPORARY SALES LICENSE** from the AREC and may (1) request that the license be an **INACTIVE TEMPORARY SALES LICENSE** with the commission or, (2) before applying, locate a broker to sponsor him or her and then apply for an **ACTIVE TEMPORARY SALES LICENSE**, which will enable the candidate, after the broker receives the salesperson's license (two to four days later), to begin actual real estate activities such as listing, selling or managing properties. The license fee for a temporary inactive license is currently \$205 and for a temporary active license is currently \$235.

(Step 4) Beginning with the first day of the month after being issued a temporary license, the inactive temporary licensee has exactly one year to complete a thirty-hour **POST-LICENSURE COURSE** and apply for an **ORIGINAL SALESPERSON'S LICENSE** (sometimes referred to as a permanent license). An applicant who has been issued an active temporary license has exactly six months to take the 30-hour course **and apply for** his/her original license. Failure to do so will cause the temporary active license to be placed on inactive status until post-licensure is completed but for no more than six additional months. A temporary license is good for a maximum of 12 months.

The charge for the post-licensure course, which is offered at varying intervals during the year, will range from \$200 to \$250, all materials included. The original license, which is renewable every two years by September 30 in even numbered years, currently costs \$170.

If the desire is to sell **residential real estate** or if a licensee joins a brokerage where the broker is a member of the Association of REALTORS® and a Multiple Listing Service (MLS), the licensee will have to also join the Association. The initial year's cost for membership in the National, State and Local Association of REALTORS® and Multiple Listing Service can be as much as \$1,200 with the annual fees ranging from \$500 to \$1,000 . Licensees dealing in commercial properties should also become REALTORS® but many do not because the MLS is not utilized very often for marketing commercial properties.

**Sales Pre-license Courses are taught by Earl Martin, *Alabama's Real Estate Doctor*, in evening courses offered in a classroom setting with the option of studying on-line. You can enroll on this website and pay by credit card**

**Thanks for inquiring. I hope to see you in class soon. Email me! Call Me!**

Earl Martin  
*Alabama's Real Estate Doctor*

[www.EarlNotes.com](http://www.EarlNotes.com)

Cell: 334-303-0446