

FAQ - REAL ESTATE PRINCIPLES AND PRACTICES PRE-LICENSING

Q: How much does the class cost?

A: \$650.00 (textbooks and all materials are included)

Q: Is a high school diploma or GED required to receive a real estate salesperson license?

A: No, though Naugatuck Community College does require you to have a GED or high school diploma to take the course.

Q: Is there a minimum age requirement to take the Real Estate *Principles and Practices* (P&P) course?

A: A salesperson license cannot be issued to anyone under 18. An individual younger than 18 years old can take the course and exam, but they cannot take the state exam OR be issued a license until after their 18th birthday.

Q: How long does a person have once they pass the P & P course to take the CT state exam?

A: There is no time limit; however, keep in mind that the longer you wait to take the exam, the likelier it is that the laws covered in the course will have been changed or added to, making the information you learned in the course out of date.

Q: Can a person with a felony conviction become a real estate salesperson?

A: They can, but only if certain criteria are met:

- They must meet the criteria for the license, including passing the P&P course,
- They must fill out the Real Estate Salesperson Application, which includes an applicant information section with questions related to felonies,
- They must fill out the Review of Felony Conviction form, which will be sent to the applicant by the DCP after it receives the salesperson application,
- They must submit all background information requested, either by mail or in person at a Real Estate Commission meeting in Hartford.

Q: Can I take the Real Estate Pre-licensing course on-line?

A: No – Connecticut requires in class instruction to be eligible to sit for the State licensing exam. There is not a distance learning (on-line) option in Connecticut. Naugatuck Valley Community College offers the *Principles and Practices* course conveniently at both the Danbury and Waterbury Campuses.

Q: Is there a final exam?

A: Yes – the student must pass the college final exam for P&P with a grade of 70 or better. This will allow you to receive a certificate of completion and apply for the state exam. Passing the *Principles and Practices* exam will give you a certificate of completion needed to apply for the state exam.

Q: How many times can I take the CT State licensing exam?

A: A student can take the PSI State of CT licensing exam as many times as needed in a year and pay the applicable fees each time to the testing center. The student must pass both sections (General and State) with a minimum score of 70% for each section. Both sections of the PSI exam must be passed within a one-year period. Cost for the state exam is \$80.00.

Q: How fast can I complete the required 60 hours of classroom instruction?

A: The State of Connecticut will only allow you to take 12 hours of classroom instruction per week with class completion no less than five weeks. An individual instructional session cannot exceed 6 hours.

At Naugatuck Valley Community College, the classroom instruction has two possible formats:

- ☐ Two- three hour weekly sessions (course typically completed in 23 sessions-13 weeks)
- ☐ One- four hour session weekly (course typically completed in 17 sessions-18 weeks total).

Two additional classroom days are embedded into the syllabus to allow for a rare skipped class due to unexpected personal emergencies. There will be no additional make up hours offered outside of the scheduled course hours for the syllabus.

Q: What happens if I can't complete the 60 hours of classroom instruction within the term?

A: Naugatuck Valley Community College has built in two additional class instruction days within the total hours for the course syllabus to accommodate any unforeseen class absences. If you are unable to complete the 60 hours of classroom instruction and the final school exam within the term, you will need to repeat the course, in its entirety, at your own expense.

Q: What happens if I can't complete the final exam?

A: Naugatuck Valley Community College provides ample class time for instruction to accommodate any unforeseen absences but the final exam is administered at the end of the course. All students are expected to complete their required 60 hours AND college final exam within the time frame of the course. In the event that you do not pass the final exam successfully within the term, you will have a maximum of one opportunity to re-take the exam. The final exam re-take must be scheduled with Cindy Tolin, Program Coordinator, (203-596-8743) at a mutually convenient time. In addition, the exam re-take must happen within three months of the unsuccessful final exam date. NO EXCEPTIONS. If a student cannot pass the final exam in two attempts, the student must repeat the course, in its entirety, at their expense. Emergency requests for missing the final exam can be directed to the Center for Economic Development (203) 575-8029 for consideration within 48 hours of missing the final exam.

Q: What are the possible fees associated with becoming a Real Estate Salesperson?

A: As a Real Estate Salesperson, you are an independent contractor. New sales persons can anticipate the following fees to get your license and begin your own business:

- ☐ PSI Application Fee: \$80
- ☐ Testing Fee: \$65/test
- ☐ Salesperson Licensing Fee: \$305 (first year) then \$285 each year after
- ☐ Continuing Education fee (biennial) \$8
- ☐ Startup fees: Errors and Omissions Insurance, Board of Realtor Dues, NAR and CTR dues, Electronic Lockbox Key Rental, Multiple Listing Fees, Marketing, Signs, Training, and Business Car Insurance to name a few.

**** Please note: This is not a comprehensive list of costs and costs are subject to change.**