

## History of CA Pre-Licensing Requirements

The following brief outline is a history of pre-licensing requirements for the State of California from 1919 to the present. This information is being provided to all real estate licensing agencies, and is intended for use as reference material during review of California employment history certifications. These requirements are applicable based on the date the application was received.

*Note: Throughout this history, all courses mentioned were approved college-level courses that consisted of three-semester or four quarter unit courses.*

**1919 – 1922** First salesperson and broker licenses were issued in California – detailed information not available; however, secondary records indicate no educational requirement at that time.

**1923 – 1948** No specific educational requirements.

Applicants for salesperson license submitted applications and fees for examination and original license, along with a certification of how long he/she had been in business and certification of employing broker that applicant was honest, truthful and of good reputation. In 1947, the requirement of certifying prior work experience was deleted.

**1949 – 1962** No specific educational requirements.

Salesperson requirements remained the same.

Section 10150.6 (effective 1949) added the requirement that real estate broker applicants must submit evidence of either:

two years of active experience as a real estate salesperson, or

the equivalent of two years of active real estate experience, or

graduation from a four-year college or university with courses specializing in real estate.

**1963 – 1967** Salesperson requirements remained the same.

Section 10153.3 added (effective 1963) the requirement that broker applicants either:

complete a separate examination section that tested their understanding of (a) legal aspects of real estate and (b) real estate practices, or

submit evidence of completion of separate courses in *Legal Aspects of Real Estate and Real Estate Practice*.

**1968 – 1969** Salesperson requirements remained the same.

Section 10153.3 added (effective 1968) the requirement that broker applicants either:

complete a separate examination section that tested their understanding of (a) real estate financing and (b) real estate appraisal, or:

submit evidence of completion of separate courses in (a) *Real Estate Finance* and (b) *Real Estate Appraisal*.

Wording added to indicate that the educational requirements could be waived for applicants who presented evidence of admission to California State Bar or completion of equivalent course of study.

**1970 – 1971** Salesperson requirements remained the same.

Section 10153.4 amended the requirements (effective 1970) so that broker applicants must have completed specific courses in Legal Aspects of Real Estate and Real Estate Practice; deleted alternative of taking a separate examination in lieu of these courses.

**1972 – 1974** Salesperson requirements remained the same.

Section 10153.5 amended the requirements (effective 1972) so that broker applicants must have completed specific courses in *Legal Aspects of Real Estate* and *Real Estate Practice*; deleted alternative of taking a separate examination in lieu of these courses (Four specific courses now required, including *Legal Aspects of Real Estate*, *Real Estate Practice*, *Real Estate Finance*, and *Real Estate Appraisal*).

**1975 – 1985** Salesperson requirements remained the same.

Section 10153.2 added the requirement (effective 1975) that broker applicants must have completed (in addition to the above four courses) the following two courses:

One course in either *Real Estate Economics* or *Accounting*, and:

One course in either *Advanced Legal Aspects of Real Estate*, *Advanced Real Estate Finance*, *Advanced Real Estate Appraisal*, *Business Law*, *Escrows*, *Real Estate Principles*, *Property Management* or *Real Estate Office Administration*.

**1986 – 1993** Salesperson requirements (Section 10151, effective January 1, 1986) amended to require that applicants submit evidence of completion of a course in Real Estate Principles prior to being scheduled for the examination. Applicants must also have completed (either prior to taking the exam, at the time of license issuance, or within 18 months of license issuance) two additional courses (as listed in Section 10153.2, excluding *Real Estate Principles*, *Advanced Legal Aspects of Real Estate*, *Advanced Real Estate Finance*, and *Advanced Real Estate Appraisal*). Requirements could be waived for State Bar members.

Broker requirements were amended (Section 10153.2, effective January 1, 1986) to add two additional courses (8 total). The broker educational requirements included:

completion of the following five courses: *Real Estate Practice*, *Legal Aspects of Real Estate*, *Real Estate Appraisal*, *Real Estate Finance*, and either *Real Estate Economics* or *Accounting*, and:

completion of any three of the following courses: *Advanced Legal Aspects of Real Estate, Advanced Real Estate Finance, Advanced Real Estate Appraisal, Business Law, Escrows, Real Estate Principles, Property Management, or Real Estate Office Administration.*

Educational requirements could still be waived for State Bar members.

Experience requirements have remained essentially the same as indicated in the 1949 listing. Experience requirements included two years of full-time salesperson experience within the past five years, or the equivalent.

**1994 – 2012** Broker requirements were amended (Section 10153.2, effective January 1, 1994) to add *Mortgage Loan Brokerage and Lending* to the list of course options.

Educational requirements can still be waived for State Bar members.

Experience requirements have remained essentially the same as indicated in the 1949 listing. Experience requirements included two years of full-time salesperson experience within the past five years, or the equivalent.

**Jul. 2, 2003** Real Estate Practice was added as a mandatory course for Salespersons, in addition to Real Estate Principles.

**Aug. 31, 2003** Applicants could take the real estate salesperson exam by showing they were enrolled in the statutory courses. Upon applying for license, evidence of course completion was required.

**Jun. 1, 2005** Applicants could apply for the exam and license at the same time (combo applications)

**Oct. 1, 2007** Conditional license repealed. Applicants for salesperson exam must complete all three required courses prior to taking exam.

**2013 – 2023** Broker requirements were amended (Section 10150.6, effective January 1, 2013) to require a degree from a four-year college or university, used in lieu of the two years licensed experience, must include a course of study with a major or minor in real estate.

**2023 – 2024** Salesperson requirements remained the same.

Broker requirements were amended (Section 10150.6, effective January 1, 2023) to require that equivalent experience used in lieu of the two years licensed experience, must be completed within the five-year period immediately prior to the date of the exam application.

**2024 – Present** Statutory/pre-license course Real Estate Practice was amended (Section 10153.2, effective January 1, 2024) to require the course to include material on implicit bias training and fair housing that includes an interactive participatory component. The course is required to qualify for both the salesperson and broker exam.