

REAL ESTATE PRINCIPLES AND PRACTICES

PRE-LICENSING FAQ

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

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

Is there a minimum age requirement to take the Real Estate P&P course?

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 be issued a license until after their 18th birthday.

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

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the laws covered in the course will have been changed or added to, making the information you learned in the course out of date.

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

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.

How many times can a person take the state exam?

Once approved to take the exam, a person can take it up to four times in one year. If they do not pass any of the four attempts, they must wait one year before applying to take the exam again.

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

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.

Is there a final exam?

Yes – the student must pass the final exam with a grade of 70 or better. This will allow you to receive a certificate of completion and apply for the state exam.

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Upon successful completion of the course successfully, is there a time limit to take the State exam?

No – there is no time limit to take the CT State licensing exam. However, once you register to take the PSI exam, you have one year (and four attempts) to pass the PSI exam.

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

A student can take the PSI State of CT licensing exam up to four times in a year. The student must pass both sections (General and State). If you do not pass, you must wait one year from the fourth failed attempt to apply again for another four more times. Both sections of the PSI exam must be passed within a one-year period.

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

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 Gateway Community College, the classroom instruction is split into two, three hour sessions, twice per week (a total of six hours per week). The course is completed in 10 weeks. There are three classroom makeup days embedded into the term, with the course ending at the end of 23, three hour sessions (11 ½ weeks, total).

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

Gateway Community College provides three additional days of instructions to accommodate any absences. If you are unable to complete the 60 hours of classroom instruction within the term (Fall, Spring, or Summer), given the three makeup days, you will need to repeat the course, in its entirety, at your own expense.

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

As a Real Estate Salesperson, you are an independent contractor. The fees to get your license are as follows:

PSI Application Fee: \$80

Testing Fee: \$65 /test

Licensing Fee: \$285

Startup fees: The broker you sign up with will have fees as well. Some possible fees you may have through the broker are:

Liability	Signs
Marketing	Training

** Please note: This is not a comprehensive list of costs.