



REAL ESTATE LICENSING Q & A

1. Is Winn School of Real Estate LLC Accredited?

We are not accredited in the same sense as a college. There have been students that have received grants through DES to take the class. Winn School of Real Estate is certified by the Arizona Department of Real Estate (ADRE) to offer the 90 hours of education to allow the student to take the state exam and become a licensed real estate practitioner.

2. What is the cost of the real estate licensing course?

\$550 for the required 90 hour live course and that includes your books.

3. Are there any other costs involved in becoming a licensed real estate salesperson?

**State Testing is \$75
Finger Print Clearance Card \$74
Contract Writing Class \$75
License Activation Fee is \$50**

4. How long is the class?

The class is 90 hours. We meet Monday through Thursday from 5:30 to 8:30 for the evening schedule and 1 to 4 during the daytime schedule. It takes approximately 7.5 weeks to complete the 90 hours. Then the students have to take and pass my final exam with a score of 80% or better before receiving their certificate to take the State exam.

Interested students should check the licensing course tab on our website, www.winnschoolofrealestate.com for schedules.

5. How much studying do I need to plan for?

Students should plan on a few hours for each session. There are 30 sessions.

6. How many questions are on the state exam?

There are 85 questions on the national portion and 100 on the state portion.

7. How much time do I get to take the exam?

The students will have 2.5 hours per portion and must pass each with a 75%

8. Do you have to put your license with a real estate broker/brokerage to list and sell real estate?

Yes. You must hang your license with a brokerage. And if they are part of the Realtor Association you must also join the association.

A licensee must be a salesperson for three out of the last five years before taking the broker licensing course to become a broker or associate broker.

9. Are there brokers willing to take on new licensees?

Yes. We bring in five or six different brokers at the end of the course to present their companies to the students.

10. Are there costs involved in becoming a member of the Realtor Association?

**\$350 one-time application fee
\$539 annual membership fee
\$260 Annual Multiple Listing Service Fees
\$50 Deposit for lockbox key/\$21 monthly service fee
\$110 Electronic Lockboxes**

11. What training is available for new licensees?

That depends on which brokerage you hang your license. Some have very structured training programs and some you learn on the fly. Winn School of Real Estate LLC is developing a class for new licensees to help them with the start of their new careers. It is named The Resourceful Agent and will be offered for the first time in late spring 2017.

There are continuing opportunities for education and the ADRE requires that every salesperson get 24 hours and brokers must get 30 hours before they renew their licenses every 2 years. You can find real estate education through PAAR, AAR, NAR and of course, Winn School of Real Estate LLC.

