



Board of Real Estate Education Frequently Asked Questions

<https://www.mass.gov/service-details/frequently-asked-questions-about-the-board-of-real-estate#012>

What do I need to do to become licensed as a real estate salesperson or broker in Massachusetts?

To become licensed as a salesperson or broker in Massachusetts you must complete the requisite education, complete the appropriate licensing application and pass the relevant examination. At the outset you must become licensed as a salesperson before you can become a broker. To become licensed as a salesperson you must complete forty (40) hours of education at any one of the Board approved real estate schools (the education is in various subject matter areas). For a list of schools, see the list of [Authorized Real Estate Schools in Massachusetts](#) on this site. You can also check in your Yellow Pages under real estate schools.

Once your education is complete the school will provide you with a "Candidate Handbook" which will contain verification of your completed education and information to make an appointment to take the salesperson examination with the Board's test administrator. All information to take the examination will be contained in the Candidate Handbook. Upon passing the examination you will be licensed at the test center.

Those salespersons who seek licensure as brokers follow the same practice outlined for salespersons above. There are, however, two differences. First, those seeking licensure as brokers must complete forty (40) hours of education at a Board approved real estate school (that is in addition to the salesperson education). Second, salespeople must work for a broker for at least three (3) years before they can move on to licensure as brokers (the work experience must either be current or completed no more than two (2) years prior to the time of broker examination and licensure). Once your education is complete the school will provide you with a "Candidate Handbook" and you may contact the Board's test administrator to take the examination. Upon passing the examination you will be licensed at the test center.

If you would like more information on licensure, please contact the Massachusetts Board of Registration of Real Estate Brokers and Salespersons at (617) 727-2373.

Do I need to take the exam if I am licensed in another state or as an attorney?

Massachusetts has reciprocity or expedited licensure with most States. Information on your specific state is available on this site under the Applications and Forms link entitled "[Reciprocal Licensure, Attorney Licensure](#) and [Educational Waivers](#)".

Who has to do continuing education and are there any exemptions?

All individuals licensed as real estate agents in the Commonwealth must demonstrate that they have completed the 12-hour continuing education requirement as a prerequisite to renewing their license as "active" (so they can work as agents). An "active" license entitles you to work. If you do not complete the 12-hour continuing education requirement by your scheduled license renewal date then the Board must, by law, renew your license as "inactive". You cannot work as an agent with an "inactive" license, though you may receive referral fees. Pre-licensure education cannot be used to satisfy continuing education. The increase in pre-licensure education hours only allows Board approved Real Estate Schools with additional instruction time to teach the pre-licensure course.

The new continuing education statute establishes one exemption from the new requirement. The exemption provides that Massachusetts attorneys who are currently licensed in good standing (not under any disciplinary action) and who are also real estate brokers are exempt from the continuing education requirement. Aside from this, a Massachusetts salesperson or broker who obtained his/her license in Massachusetts without examination based upon his/her licensure in another state (commonly referred to as reciprocity or reciprocal licensure) is exempt from the Massachusetts continuing education requirement, provided such agent completes his/her own state's continuing education requirement (regardless of how many hours the other state requirement contains). If such agent fails to complete their own states requirement or there is no such requirement then they must complete the Massachusetts continuing education requirement to renew their license as "active" in order to work as an agent. A corporate or partnership broker is not considered an individual and, therefore, there is no continuing education requirement for these entities. However, the continuing education requirement does apply to the individual real estate salespeople and brokers affiliated with corporate and partnership brokers unless one of the two exemption noted herein apply to the individual licensee.

Lastly, if you were originally grandfathered into licensure in Massachusetts you still must complete the 12-hour continuing education requirement to renew your license as "active" (so you can work as an agent).

If you obtained licensure as a salesperson or broker in Massachusetts without examination (usually referred to as reciprocity or reciprocal licensure) based upon your license in the other state and you complete the approved continuing education requirement of that other state (regardless of how many hours that state requires) then you have also satisfied the continuing education requirement in Massachusetts and will indicate as much, under the pains and penalties of perjury, on your Massachusetts license renewal application. Obviously, if you do not complete the other state's approved continuing education requirement, if the other state has no such requirement or you did not obtain your Massachusetts license without examination based upon your licensure in the other state you would then have to complete the continuing education requirement in Massachusetts. (You must complete the approved continuing education requirement in the other state - even if you are exempt- in order for it to satisfy the Massachusetts requirement).

Whether or not your Massachusetts continuing education as a real estate agent can be used in part or totally in satisfaction of a continuing education requirement that you must

fulfill for another type of license issued by Massachusetts or another state depends upon a determination which must be made by the licensing authority that issued your license in Massachusetts or another state. You should contact that licensing authority to determine whether they will accept all or part of the continuing education that you completed for your real estate agents license here in Massachusetts.

The Board must renew your license as "inactive" (as opposed to "active"). "Inactive" means you cannot work as a real estate agent, though you may receive a referral fee from an "active broker" for those individuals you have referred to such broker who, in turn, ultimately sell or buy real property through such "active broker". If you wish to do more than just receive referral fees then you must complete the 12-hour continuing education requirement by the time you are scheduled to renew your license. It is important to also note that you must complete all twelve (12) hours by the time you are scheduled to renew your license. Doing part or most of the twelve (12) hours does *not* entitle you to an "active" license. You must complete all 12 hours.

Brokers and/or a salespersons renewing license as "active" must complete twelve (12) hours of continuing education in different subjects that are contained in a curriculum developed by the licensing board. The continuing education **MUST** be completed **BEFORE** renewing your real estate license to active, current status (**NO EXCEPTIONS**). The twelve (12) hour requirement is for each license term (a license is good for two years).

If you wish to renew your license as "active" so that you may work as a real estate agent you must demonstrate that you have completed the twelve (12) hour continuing education requirement anytime during the 24 months **PRIOR** to renewing your real estate license (license renewals are every two years on your scheduled renewal date). The license renewal application has been modified to obtain such data via a question concerning the completion of continuing education. You either answer "Yes" if you have completed the requirement or "NO" if you have not completed the requirement. If you fail to answer the question your license will be renewed as "inactive", as noted in the instructions that are mailed with the license renewal application. The answer to this question, along with all the other information that you provide on the renewal application, is done so under the pains and penalties of perjury. Providing untruthful information may result in the suspension or revocation of your license pursuant to relevant law. By regulation, the Board also requires the approved real estate schools offering the 12-hour continuing education curriculum to keep records for each individual licensee who attends such school.

The 12-hour continuing education requirement consists of 12 hours of instruction in different subject matter areas (subjects) that were developed by the Board as a curriculum pursuant to the law on continuing education. The Board approved real estate schools (providers) agree to use this 12-hour subject matter curriculum to provide the information in such curriculum to licensees. Therefore the Board does not approve any courses. Rather, it has established a 12-hour subject matter curriculum to be used by the Board approved real estate schools. Please see the list of [List Of Authorized Real Estate Schools](#) on this site which contains the school names, locations and telephone numbers. A number of schools have multiple locations and you should check with the school to see if there is a location close to you. You may not use correspondence courses via the mail to complete the 12-hour

continuing education requirement. The Board does not approve such courses. Rather it has established a 12-hour subject matter curriculum pursuant to the continuing education statute. The Board approved schools (providers) agree to use that curriculum in covering the material in such curriculum for licensed real estate agents.