

## WHAT ARE THE COSTS OF ACQUIRING A SALESMAN'S LICENSE?

### REQUIREMENTS

### COSTS

Real Estate Course Tuition and Materials	
Minimum of 6 Courses @ \$100 each (Max. of 7 Courses).....	\$600 (to \$700)
TREC License Application Fee and Recovery Trust Account.....	\$150
<b>TOTAL .....</b>	<b>\$750 (to \$850)</b>

### WHAT DOES IT COST TO JOIN THE W.F.A.R. and the M.L.S.?

The costs below represent the amount needed to join the Wichita Falls Association of Realtors and Multiple Listing Service during *each quarter* of the current year. As you can see, the State, Local and National dues are prorated by quarter. Those same dues are assessed, and are payable in full, at the beginning of each calendar year.

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
	<b>Jan-Mar</b>	<b>Apr-Jun</b>	<b>Jul-Sep</b>	<b>Oct-Dec</b>
REALTOR Membership				
NAR Dues*	\$155.00	\$116.25	\$77.50	\$38.75
TAR Dues*	\$152.00	\$114.00	\$76.00	\$38.00
WFAR Local Dues*	\$230.00	\$172.50	\$115.00	\$57.50
Realtor Membership (1 Time Fee)	\$100.00	\$100.00	\$100.00	\$100.00
MLS Subscriber (1 Time Fee)	\$200.00	\$200.00	\$200.00	\$200.00
Quarterly MLS Dues**	\$143.43	\$143.43	\$143.43	\$143.43
Key Card Deposit (1 Time Fee)	\$25.00	\$25.00	\$25.00	\$25.00
Annual Keybox User Fee	\$250.00	\$187.50	\$125.00	\$62.50
<b>TOTAL (+ applicable sales tax)</b>	<b>\$1,312.26</b>	<b>\$1,115.51</b>	<b>\$918.76</b>	<b>\$722.01</b>

\* These Dues are paid ANNUALLY

\*\* These are paid QUARTERLY

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### WHAT ARE MY TYPICAL BUSINESS "START-UP" COSTS?

Business Cards (1000).....	approx. \$65.00
Name Riders for Signs (10).....	" 90.00
Personal Open House Sign.....	" 20.00
Miscellaneous Supplies (Desk supplies, etc.).....	" 50.00
(Personal Computer, Printer, etc.).....	(\$800 - \$1200)

*Note: Monthly marketing, advertising and business promotion expenses generated by agents are at the discretion of the agents and could range from a low of \$125 to as much as \$500 depending on each agent's business plan.*

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**www.HirschiRealtors.com** 940-692-8120 3631 Maplewood, Ste. 1, Wichita Falls, Tx 76308