



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?

**\$599 for the required 90-hour live course and that includes your book and the online practice testing program Compucram.
\$559 for the required 90-hour online course. (\$60 additional for Compucram.)**

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 (plus \$10 for RE Recovery Fund)**

4. How long is the class?

The live class is 90 hours. We meet Monday through Thursday (sometimes Friday) from 5:30 to 8:30 for the evening schedule. It takes approximately 7.5 weeks to complete the 90 hours. Then the students 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.

Students work at their own pace with the online version of the course.

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 195 questions.

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

The students will have five hours 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 eight to ten 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? (figures subject to change)

**\$350 one-time application fee
\$569 annual membership fee
\$260 Annual Multiple Listing Service Fees
\$50 Deposit for lockbox key/\$21 monthly service fee
\$115 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.

There are continuing opportunities for education. 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.

Our class sponsors are:



An advertisement for Allied First Bank. At the top left is the Allied First Bank logo, a blue circle with a white triangle inside. Below it, the text reads 'ALLIED FIRST BANK' and 'Quality person who puts clients first'. A list of services follows: '20+ years Lending Experience in Property Financing', 'Broker, Banker, Investor, and Portfolio Lines', and 'FHA/VA/USDA Reverse & Conventional Mortgages'. It also states 'Approved with over 50 Wholesale Lenders in ALL 50 States' and 'Local, Available, Loves Golf'. A phone number '912-243-1212' and website 'www.alliedfirst.com/vnorthrup' are provided. On the right, there is a photo of William F. Northrup IV, a man in a white shirt and tie, smiling. Below the photo, it says 'William F. Northrup IV—NMLS ID 120055' and 'Typically, zero origination. Ask about our credits toward closing costs. It's important to have a solid mortgage professional in your corner.'