



California agent licensing checklist

Use this worksheet to plan licensing, interview brokerages, and compare costs. Educational only: it is not a license application, employment offer, agreement, or income guarantee.

1. Complete the California licensing pathway

- ☐ Review DRE eligibility and disclosures. You must be at least 18 to receive the license; a college degree is not required.
- ☐ Complete three qualifying courses: Principles, Practice, and an approved elective (135 hours through approved private schools). Practice must include the required implicit-bias and interactive fair-housing components.
- ☐ Follow DRE application and fingerprint instructions. Prepare for the 150-question, three-hour salesperson exam (70% to pass), and obtain DRE licensing approval. Processing times vary.
- ☐ Before licensed work, confirm your valid salesperson license and required responsible-broker relationship. Passing the exam or signing with an office does not by itself authorize practice.

State fees and separate expenses (Licensing fees reviewed: 2026-10-17)

Item	Amount or budgeting note
Salesperson examination	\$100
Original salesperson license	\$350
Fingerprint processing	\$49
State-fee subtotal	\$499

The combined \$450 exam/license payment replaces the separate \$100 and \$350 fees; do not count both. The \$499 state subtotal excludes courses, the provider's fingerprint rolling charge, retakes, and business startup costs. Verify current DRE fees before paying.

Official DRE: salesperson requirements: <https://www.dre.ca.gov/Examinees/RequirementsSales.html>

Official DRE: current fees: <https://www.dre.ca.gov/licensees/fees.html>



Brokerage interview worksheet

Ask every office the same questions. Write the answers and request written terms. Sponsorship never replaces DRE licensing requirements.

1. Who reviews my first contracts and disclosures? How do I reach the responsible broker when a deadline is urgent?

2. What does mentorship include, how often do we meet, and are there separate mentoring or referral charges?

3. How are leads assigned? What availability, follow-up, referral fees, and lead-ownership rules apply?

4. List every desk, monthly, technology, transaction, E&O, MLS, association, and marketing charge. Which are recurring?

5. Does the office accept my actual full-time, part-time, or remote schedule? Who covers client deadlines and showings?

6. What happens to pending transactions, contacts, marketing materials, and fees if I leave? Which terms are in writing?

Separate recurring costs from closing charges

Recurring budget: ask about monthly desk/technology fees, MLS and association dues, marketing, insurance, and license renewal/continuing education. Confirm amounts, billing frequency, and what is optional.

Per transaction: confirm E&O, transaction/franchise charges, referral or lead fees, and any paid coordination or mentoring. These are questions, not a statement that every fee applies at Home Central Realty. Request an itemized written schedule.

Do not assume guaranteed leads, a salary, earnings, acceptance, or a no-desk-fee policy. Confirm the actual agreement and verify the broker's status using California DRE.

Verify a broker: California DRE: <https://www.dre.ca.gov/Consumers/>



Compare the split after charges

Example: the brokerage receives \$10,000 on one transaction. Client commissions are negotiable; the agent/broker split is a separate calculation. These figures are arithmetic examples, not standard commission rates or take-home pay.

Calculation	80/20 example	90/10 example if eligible
Commission received by brokerage	\$10,000	\$10,000
Agent share before charges	\$8,000	\$9,000
Illustrative E&O deduction	\$150	\$150
Remaining before other charges, expenses and taxes	\$7,850	\$8,850

At Home Central Realty, E&O is a minimum \$150 per closed transaction. Actual applicable charges and eligibility are governed by the written agreement. Client commissions are negotiable; an agent/broker split is a different calculation.

Home Central Realty: discuss your fit

Yes. New agents can discuss the standard 80/20 track with Miguel, including transaction shadowing and one-on-one mentorship at no charge. There is no closed-transaction quota on the standard track. Acceptance, affiliation, and all applicable terms must be confirmed before you begin licensed work.

The standard track is 80/20 with no closed-transaction quota. The 90/10 performance track is for a proven production record, generally 12 or more closed transactions a year, subject to discussion with Miguel. A minimum \$150 errors-and-omissions charge applies per closed transaction. Review the written agreement and all applicable fees; a split is not a take-home earnings guarantee.

My separate recurring costs: _____

My per-transaction costs: _____

My questions before signing: _____

A higher split is not automatically a better fit. Compare supervision, support, total costs, and your actual schedule. No conversation or worksheet authorizes unlicensed work or guarantees approval, affiliation, clients, or income.

Read the brokerage-comparison guide

Review agent tracks and the application

Call or text Miguel: (562) 881-9811