

## MICHIGAN REAL ESTATE LICENSING GUIDE

### ELIGIBILITY FOR LICENSING – SALESPERSON

- Complete 40 hours of approved prelicensure education courses which includes at least 4 hours of civil rights law and equal opportunity in housing. A list of approved sponsors may be found at [www.michigan.gov/realestate](http://www.michigan.gov/realestate).
- Submit an application at [www.michigan.gov/icola](http://www.michigan.gov/icola).
  - Applicants must be at least 18 years of age and of good moral character. The fee due at the time of application is \$88.
- Pass the required examination administered by PSI Services, LLC (PSI). The cost of the examination is \$76.

### ELIGIBILITY FOR LICENSING – BROKER OR ASSOCIATE BROKER

- Complete 90 hours of approved prelicensure education courses which includes 9 hours of civil rights law and equal opportunity in housing. A list of approved sponsors may be found at [www.michigan.gov/realestate](http://www.michigan.gov/realestate).
- Submit an application at [www.michigan.gov/icola](http://www.michigan.gov/icola).
  - Applicants must be at least 18 years of age, be of good moral character, and have at least 3 years of acceptable real estate related experience in the business of real estate or in a field that is determined by the department to be relevant and related to the business of real estate, such as:
    - a real estate salesperson or broker
    - a licensed builder
    - an investor
    - a land or condominium developer
    - a loan or trust officer of a federal or state-regulated depository institution
    - a loan or trust officer of a mortgage company
    - a real estate office of a corporation
    - a title insurance company officer engaged in the closing of escrow accounts and real estate closings
    - a staff or real property appraiserThe fee due at the time of the application is \$143.
- Pass the required examination administered by PSI Services, LLC (PSI). The cost of the examination is \$76.