



WHERE TO GO NEXT?



Real Estate Pre-License Schools

Scan the QR Code to find a list of approved providers.

How to Obtain a License

After you have met the eligibility requirements and passed the examination, you may apply for your real estate salesperson license. You must submit your application for licensing to the Missouri Real Estate Commission within six months of completing your 48-hour pre-examination course. If no education is required, proof of satisfactory completion of BOTH portions of the required examination must be completed within six months before the application for licensing is submitted to the Missouri Real Estate Commission. Follow the instructions on the reverse side of your passing score report to apply for your salesperson or broker license.

All applicants for original Missouri licensing are required to be fingerprinted for a state and federal criminal history background check. All new applicants must contact the company IDEMIA for fingerprinting before applying for a license.

Questions About Licensing

Questions regarding license applications or licensing requirements should be directed to:

Missouri Real Estate Commission

3605 Missouri Boulevard
Jefferson City, MO 65102

Phone: 573-751-2628

Fax: 573-751-2777

Email: realestate@pr.mo.gov

ABOUT US

St. Louis REALTORS® is a progressive and established, not-for-profit trade association providing mission-critical services to over 9,000+ members, which includes REALTORS® and affiliates in St. Louis City and County.

Our Vision

St. Louis REALTORS® is the voice for real estate in the greater St. Louis area.

Our Mission

To provide knowledge, guidance, and resources to our members—promote diversity and growth within our region, encourage professionalism, and protect private property rights.



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CAREERS IN REAL ESTATE

Explore the challenging and rewarding world of real estate.

The real estate industry encompasses many professionals, including brokers, team leaders, salespeople, trainers, property managers, office assistants, and more. Most practitioners concentrate on either the residential or commercial side of the industry—some even work in both areas. **It is important to remember that not all real estate professionals are REALTORS®.** A REALTOR® is a trademarked term that explicitly identifies someone as a member of the National Association of REALTORS®.

The information in this brochure is designed to help you get started on your journey!

Visit us online at stlrealtors.com

What Does a Career in Real Estate Mean?

To better visualize your options, look at the wide range of residential properties around you—existing single-family homes, condos, townhouses, farms, new construction, and apartment complexes. Additionally, commercial properties include warehouses, retail, office buildings, mixed-use and industrial factories. Most of these property transactions were likely serviced by a REALTOR®. In addition to providing extensive services that help buyers and sellers reach their real estate goals, there are many related specialties such as appraisal, urban planning, mortgage financing, property management, and more.

Who Are REALTORS®?

In addition to being a licensed professional and NAR member who facilitates property transactions, REALTORS® are also typically involved members of their community. They are individuals who care about the future and protecting property rights. Subsequently, REALTORS® contributions extend to a variety of community services and involvement, such as school boards, city and county commissions, neighborhood revitalization groups, and non-profits that promote equity and well-being for all.

There is a high demand for REALTORS® because of their expertise, wide range of services, and adherence to a Code of Ethics that sets the gold standard for professionalism. Successful REALTORS® enjoy the freedom of setting their own schedules and are self-motivated and goal-oriented—all with the client being centric to their motivation for delivering the highest and best service possible. Hard work, honesty, and building trust will maximize the results and income a real estate professional achieves.

However, there is no shortcut to success. Professional development and experience are required, and acquiring both takes time, focus, and effort.

REAL ESTATE SPECIALTIES

The following is a brief description of select real estate specialties. Remember, you do not have to limit yourself to just one specialty. The more you know about real estate, the more effective and successful you become!

Residential Brokerage

The largest and most traditional real estate field involves the sale of single-family homes, including townhouses and condominiums. Residential sales will provide you with the background you will need if you choose to engage in another specialty.

Property Management

A property manager is responsible for apartment complexes, condominiums, office buildings, and retail spaces. Their responsibility is to produce the highest possible financial return for the owner while professionally supervising leases, tenant relations, repairs, maintenance, accounting, and advertising.

Commercial Brokerage

When you specialize in marketing and selling income-producing properties such as apartment complexes, office buildings, corporate farms, warehouses, and retail spaces, you are known as a commercial broker.

Land Development (New Build)

Land developers find it challenging to turn raw land into marketable, profitable properties, be it subdivisions or industrial parks. Skills required include selecting sites, analyzing costs, securing financing, contracting for physical buildings, supervising the construction, and promoting the finished development to prospects.

When Is a Real Estate Agent a REALTOR®?

Only real estate professionals who are members of the National Association of REALTORS® (NAR) can call themselves REALTORS®. All REALTORS® adhere to a strict Code of Ethics based on professionalism and public protection. That's why all real estate licensees are NOT the same.

Membership in a local association of REALTORS® automatically extends your membership to the state association (Missouri REALTORS®) and national association (National Association of REALTORS®).

Membership in the National Association of REALTORS®

Professionalism is an integral part of being a real estate salesperson or broker. Once licensed, you may choose to join a professional organization such as St. Louis REALTORS®, which is affiliated with Missouri REALTORS® and the National Association of REALTORS® (NAR).

Organized in 1908, NAR has been a moving force in developing real estate education and ethics. It boasts the largest membership of any trade association—1,400,000+ strong! NAR serves as the voice for the real estate industry. Only members of NAR have the right to use the term REALTOR® to identify themselves as real estate professionals.

