

# Class & Licensing FAQs

## How Do I Obtain a NC Real Estate License?

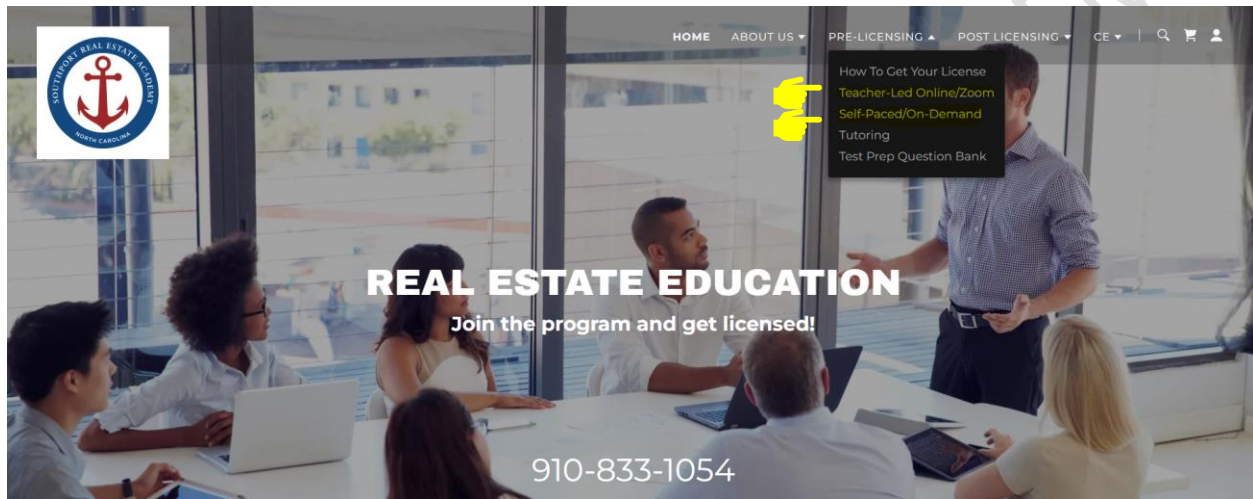
The entire licensing process and all requirements are provided in the Commission's [Real Estate Licensing in NC \(RELINC\)](#) booklet.

## What are the fees associated with getting a license?

Pre-Licensing course registration fee, application fee, exam registration fee, & criminal background check. See [RELINC](#) for details.

## Where Can I Sign Up for A Broker Pre-Licensing Course?

[www.SouthportRealEstateAcademy.com](http://www.SouthportRealEstateAcademy.com)



## What Are the Available Class Formats For Pre-Licensing?

There are two course formats to choose from:

- Teacher-Led Online/Zoom
- Self-Paced/On Demand

### 1. Teacher-Led Online/Zoom

Classes are scheduled and conducted via Zoom with a live class and teacher walking the students through the course materials. This is a preferable format for students that like to talk-through concepts and have a teacher better explain the materials.

You can view the upcoming scheduled courses, read more about this format, and register here:

[Teacher-Led Online/Zoom \(spreacademy.com\)](http://spreacademy.com)

## 2. Self-Paced/On Demand

There is no teacher or classmates for this format. The student will participate in an online program that will walk them through the materials. This format is best for the self-learners that do not require assistance.

You can view more about this format and register here: [Self-Paced/On-Demand \(spreacademy.com\)](https://spreacademy.com)

### **How Long Is the Pre-Licensing Course?**

This is a 75-hour course. Each format has different schedules to choose from in which to complete the 75-hour course.

#### Timeframe for the Teacher-Led Online/Zoom Courses

Classes are usually 1.5-2.5 months long depending on the class schedule provided. This is a great format for a student that wants to quickly complete the course and get started with their real estate career.

#### Self-Paced/On Demand

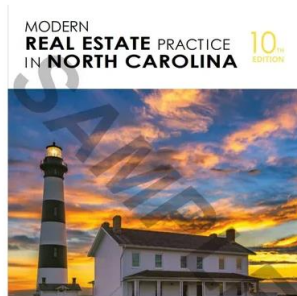
Students have up-to six (6) months to complete the course which includes passing the final exam. On average, a self-paced student usually completes the course within four (4) to five (5) months. This is a great format for a student that would like to take their time completing the course and has the flexibility to complete the course on their own time.

### **How Much Is the Pre-Licensing Course With Southport Real Estate Academy?**

\$399 for either format you choose.

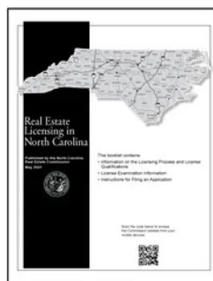
### **What Materials Comes with The Pre-Licensing Course If I Take The Course Through Southport Real Estate Academy?**

Both course formats come with the following course materials:



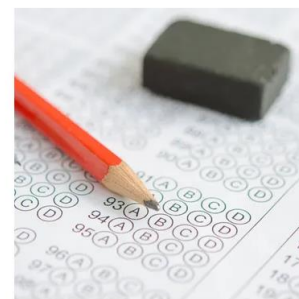
#### **Hard Copy Textbook**

The only way to pass this class is to have the textbook to highlight along the way. You will receive an email from Southport Real Estate Academy ([Admin@SPREAcademy.com](mailto:Admin@SPREAcademy.com)) to confirm your mailing address to ship your book. Your text book will arrive within 5 business days of registration. Please check your spam account for our email.



#### **RELINC**

Real Estate Licensing in North Carolina tells you how to gain your license in NC.



#### **QBANK\***

Each student will receive a 6-month subscription to the North Carolina Question Bank which comes with 525-questions.

\*Available starting February 2022

## **What If I Don't Like the Course. Is There a Refund Policy?**

### Teacher-Led Online/Zoom Courses

A student who wishes to terminate their enrollment in the Teacher-Led Online/Zoom course format must provide Southport Real Estate Academy with a written notice of termination no later than the third (3) day of the Teacher-Led Online/Zoom class to [admin@SPREAcademy.com](mailto:admin@SPREAcademy.com). Refund details are described below.

### Self-Paced/On Demand

A student who wishes to terminate their enrollment in the Self-Paced/On Demand course format must provide Southport Real Estate Academy with a written notice of termination no later than thirty (30) days within the course purchase to [admin@SPREAcademy.com](mailto:admin@SPREAcademy.com). It does not matter if the student never started the course or only spent a few hours within the course. Students have thirty (30) days to provide a written notice to Southport Real Estate Academy to terminate. Refund details are described below.

### Refund Details:

Southport Real Estate Academy has several refund options for student:

1. Refund of the course tuition of \$399 and student must return all provided course materials (unmarked). A refund will only be applied once the course materials have been received by Southport Real Estate Academy. Mailing costs is at the expense of the student. Mailing Address for return of course materials:  
Southport Real Estate Academy  
1523 Celtic Court SE  
Bolivia, NC 28422
2. Refund of the course tuition minus the cost of the provided materials should the student not be able to return course materials or has already marked up the course material books. Refund amount \$351.69
3. Apply tuition to another course.

## **What Does "Apply Tuition to Another Course" Mean?**

Students that are enrolled in the Teacher-Led Online/Zoom course can request to move to another scheduled course that best fits their schedule. No transfer fees.

Students that are enrolled in the Self-Paced/On Demand course can request to move to a scheduled Teacher-Led Online/Zoom course if they have decided that the Self-Paced/On Demand is not for them. No transfer fees.

## How Does the Final Exam Work?

North Carolina requires Pre-Licensing students to successfully pass the end-of-course exit exam and the Licensing Exam. Essentially, students must pass two (2) exams to gain a real estate license.

### End-Of-Course Exit Exam

Southport Real Estate Academy's end of course exam has 112 questions. Students must make a 75% comprehensively or better to pass. This means that the student must get 84 questions correct to pass. Both Pre-Licensing course formats allows the student to two (2) attempts to pass the end-of-course exit exam.

- Teacher-Led Online/Zoom end-of-course exit exam is held the last day of the scheduled class. Students have up-to four (4) hours to complete the exam. The exam will be held via Zoom just like the entire scheduled course had been conducted. There are no exam proctor fees. This is a closed-book exam. Students will receive their exam score the same day. Students must make sure that they are able to attend the scheduled final exam date and the makeup test date if they failed the first exam attempt. No exceptions can be made. Both dates are viewable for each scheduled class on Southport Real Estate Academy's website: [Teacher-Led Online/Zoom \(spreacademy.com\)](https://www.spreacademy.com)
- Self-Paced/On Demand end-of-course exit exam must be completed within the six (6) month course period. No extensions allowed. Students will be given a way to schedule their exam proctor to facilitate their end-of-course exit exam. Students have up-to four (4) hours to complete the exam. There are no exam proctor fees. The end-of-course exit exam will be taken on the student's computer. Student's cannot use a phone or tablet. Students must be in a quiet, office-like setting with no disruptors. This is a closed-book exam. Students must make sure that they are able to attend the exam date that they scheduled for. A \$25 exam fee will be applied to students who miss their scheduled exam date. Students will receive their exam score the same day.

## What Happens If I Don't Pass the End-Of-Course Exit Exam?

Students who failed both attempts to pass the end-of-course exit exam will be able to sign up for the course again at a discounted price of \$280. This discounted price does not include new course materials. The student can choose either course format to retake their course. Students cannot sit for the Licensing Exam nor get their license until they have passed the Pre-Licensing end-of-course exit exam.

## I Passed the Pre-Licensing Course. Now What?

You may apply for a seat for the Licensing Exam. See [RELINC](#) for details.

## How Do I Schedule for My Seat For The Licensing Exam?

Once you submit your application, wait to receive a Notice of Exam Eligibility from the North Carolina Real Estate Commission. This is usually emailed to the student with one to five business days. Once you have received the Notice of Exam Eligibility from the North Carolina Real Estate Commission, wait one (1) business day following receipt of the Exam Eligibility Notice and visit <http://www.psiexams.com/ncrc> to create an account and schedule a testing appointment or call 855.579.4638. See [RELINC](#) for details.

### **What Does the Licensing Exam Look Like?**

There are two (2) sections to the Licensing Exam, National & State. The Licensing Exam is a four (4) hour exam that includes 120 questions. 80 questions are on the National section and 40 questions are on the State section. The remaining ten to fifteen are called pre-test questions and are unscored. See [RELINC](#) for details.

Both sections are timed and scored separately.

The Licensing Exam is broken down into 180-day segments. This means that a student has 180-days to pass both sections of the Licensing Exam. See [RELINC](#) for details.

### **What If I Pass the National Section But Not The State Section?**

It depends. If you pass only one section within the same 180-period, you only need to re-take the section that you failed. This means that you can keep re-taking the failed section within your 180-day exam eligibility period. However, if you have exceeded 180-day exam eligibility period, you must re-apply and take the entire exam (both sections) again. You must pass both sections within the same 180-day period. See [RELINC](#) for details.

### **How Many Times Can I Take the Exam During My 180-Day Exam Eligibility Period?**

Students can keep re-taking the both sections, or just the failed section within the 180-day exam eligibility period. Each failed attempt requires a ten (10) calendar day waiting period before the student can schedule another exam attempt. Other than that waiting period, there is no limit to the number of attempts during the 180-day eligibility period. See [RELINC](#) for details.

### **How Long Do I Have to Take the Licensing Exam?**

Your Broker Pre-Licensing Course Certificate of Completion is good for three (3) years. This means you have up-to three (3) years to apply and pass the Licensing Exam. You can keep re-applying for a new 180-day period up-to three (3) years.

### **What Is the Passing Score Required for The National Section Of The Licensing Exam?**

71.25% minimum passing score required to pass this section. 57 of the 80 National Section scored questions must be answered correctly to pass. See [RELINC](#) for details regarding exam format & content.

Students will have 2.5 hours to complete this section of the exam.

### **What Is the Passing Score for The State Section Of The Licensing Exam?**

72.5% minimum passing score is required to pass this section. 29 of the 40 State Section scored questions must be answered correctly to pass. See [RELINC](#) for details regarding exam format & content.

## **Is There a Background Check On The North Carolina Commission's License Application?**

Yes! The North Carolina Real Estate Commission is looking for any "Character Issues."

### **What Is A "Character Issue"?**

The [RELINC](#) book describes "character issues" as the following:

Any person who has a criminal record report showing a criminal conviction (including any serious traffic offense, especially DWI) or who answers (or should have answered) "Yes" to any one of questions on the license application relating to criminal offenses, Real Estate Licensing in North Carolina professional licensure disciplinary actions and liens/unpaid judgments is considered to have a "character issue." It should be noted that the Commission may also consider any other information that is pertinent to an applicant's character.

Each application with a character issue or issues will be reviewed and evaluated on a case-by-case basis. If the character issue is a criminal conviction, the law requires the Commission specifically consider the following factors:

1. The level and seriousness of the crime.
2. The date of the crime.
3. The age of the person at the time of the crime.
4. The circumstances surrounding the commission of the crime, if known.
5. The nexus between the criminal conduct and the prospective duties of the applicant as a licensee.
6. The prison, jail, probation, parole, rehabilitation, and employment records of the applicant since the date the crime was committed.
  - 6a. The completion of, or active participation in, rehabilitative drug or alcohol treatment.
  - 6b. A Certificate of Relief granted pursuant to N.C.G.S. § 15A-173.2.
7. The subsequent commission of a crime by the applicant.
8. Any affidavits or other written documents, including character references.

The applicant should submit any information relating to the above factors that the applicant would like to be considered with the application.

The North Carolina Real Estate Commission will not look at your background check until the student has successfully passed the Licensing Exam. Every application is considered individually. If character issues were reported, the application is first evaluated by the License Application Analyst and Executive Director. If necessary, the application may be then referred to the Commission for review at the next monthly Commission meeting. The Commission may make a decision regarding licensure at that meeting or may choose to invite an applicant to the Commission office for a "character conference" the following month. An applicant will be notified in writing of the Commission's decision.

## **Can The Real Estate Commission Look at My Background Check Before I Take The Pre-Licensing Course?**

Yes! An individual with a criminal history may petition a board at any time, including before an individual starts or completes any mandatory education or training requirements, for a predetermination of whether the individual's criminal history will likely disqualify the individual from obtaining a license.

The [Petition for Predetermination is available on the Commission's website](#). The fee to submit a petition is \$45.

The Commission is required to provide a determination within 45 days of receipt of a petition and the determination is binding for the Commission. In other words, if the Commission determines today that an individual's criminal history will not prevent that individual from obtaining a license, the Commission must honor the decision whether that individual files an application today or 30 years from today.

## **I Passed the License Exam! When Will I Get My License?**

Once you pass the exam, the character section of your application is reviewed. If there are no issues relating to character, your license will be promptly issued and should be received in the mail within 7-10 business days of the examination date. If there is any issue relating to character, your application will be reviewed by Commission staff and may be referred to the Commission for further consideration. This process may become quite lengthy. See [RELINC](#) for details.

## **Can I Work on My Own Once I Get a Real Estate License?**

No. You will have an entry level license called a Provisional Broker License. Provisional Brokers (PB) must be supervised by BICs (Broker-in-Charge) and complete Post-Licensing education to maintain an Active license. A BIC is a manager of a real estate firm.

## **When Can I Work on My Own?**

Once a PB successfully completes and passes the Post-Licensing courses, then the real estate broker becomes a Full Broker and can either choose to continue working with the real estate firm that they are with or go off and work on their own.

## **What are Post-Licensing Classes?**

After you gain your entry level license, additional courses are required. Each class has a course exit exam that students must pass. There are three (3) 30-hr courses that PBs are required to complete within 18 months of gaining their license:

301: Broker Relationships & Responsibilities

302: Contracts and Closings

303: License Law and Commission Rules

**What Are the Fees Associated With Keeping An Active License?**

All Brokers must pay NCREC's annual renewal fee (\$45), registration fees for CE courses per year, and NC's Privilege License annual fee (\$50). Provisional Brokers that are taking the Post-Licensing courses must also pay registration and textbook fees for those courses.

SOUTHPORT REAL ESTATE ACADEMY