



# CONTINUING EDUCATION PRESIDENTIAL ADVISORY GROUP RECOMMENDATIONS

The following recommendations were developed by the Continuing Education Presidential Advisory Group and approved by the NJ REALTORS® Executive Committee. These recommendations will be proposed to the state legislature and are subject to the passage of legislation. If enacted, the changes would not take effect until July 1, 2027.

## SALESPERSON

### 18 CREDITS TOTAL

- **Mandatory Topic Areas**

- 3 Credits in Ethics
- 2 Credits in Agency
- 2 Credits in Fair Housing
- 2 Credits in Current Issues/Legal Updates
- 1 Credit in Safety

- Remaining credits can be in any approved topics (including topics not listed)
- Up to 2 credits in timely topics deemed necessary by REC prior to the start of each licensing cycle
- At least 2 credits of a mandatory topic area listed above, excluding Safety, must be at an in-person class or live webinar.

## BROKER & BROKER-SALESPERSON

### 18 CREDITS TOTAL

- **Mandatory Topic Areas**

- 3 Credits in Ethics
- 2 Credits in Agency
- 2 Credits in Fair Housing
- 2 Credits in Current Issues / Legal Updates
- 2 Credits in Fiduciary Responsibility
- 2 Credits in Broker Supervision
- 1 Credit in Safety

- Remaining credits can be in any approved topics (including topics not listed)
- Up to 2 credits in timely topics deemed necessary by REC prior to the start of each licensing cycle
- At least 2 credits of a mandatory topic area listed above, excluding Safety, must be at an in-person class or live webinar.

## REFERRAL

### 2 CREDITS TOTAL

- 2 Credits in Referral Responsibilities & Legal Update
  - Courses in this category do not qualify for credit for salespersons/brokers

- Proportionally increases the CE requirement to reactivate as a broker/salesperson from referral to coincide with the proposed 18 credits

## COURSE REQUIREMENTS

### Online Course Requirements

- Online, self-paced courses must include a test and to receive credit for completion a minimum score of 75% must be obtained

### Live, Webinar Requirements

- Interaction requirements via multiple check-ins

### In-Person Class Requirements

- No Change



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## PROVIDER REQUIREMENTS

- Remove the requirement that providers of real estate CE must post a \$15,000 bond; instead, there will now be penalty provisions if instructors violate the terms for instructor approval.
- Remove the requirement that the Director of a real estate school be a real estate instructor if the school uploads more than 20,000 CE course attendance records in a particular cycle.
- Remove the requirement that to be eligible for renewal, a CE instructor must have taught two classes in the previous licensing term.
- Removal of the ability for real estate CE providers to appraise their own courses if they upload 20,000 course completions in a licensing cycle. Instead, a time limit will be placed on the Volunteer Advisory Committee and the REC for approvals or denials.

## INSTRUCTOR REQUIREMENTS

- Incorporates current regulatory criteria for initial CE instructor license into law, while increasing the experience qualification from 3 years to 5 years of full-time experience in a profession, trade, or technical occupation in the real estate field related to the subject matter of proposed instruction
- To be eligible for renewal, an instructor must have taught at least two classes during the preceding licensing term
- Remove restriction that does not allow instructors to serve on the VAC