



PRINCE EDWARD ISLAND

REAL ESTATE ASSOCIATION

75 St. Peters Road
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Real Estate Pre-Licensing Course

The following information will help guide you through the process of becoming a real estate salesperson on Prince Edward Island. Should you have further questions on these requirements, please contact the Prince Edward Island Real Estate Association at (902) 368-8451 or office@peirea.com. You can also find more information on the Provincial Government website by clicking [here](#).

Obtaining Your License

To become a real estate salesperson and obtain your Salesperson License on PEI, you must:

Meet the following qualifications:

- Be at least 18 years of age;
- Qualify under Section 8(2) of the Prince Edward Island Real Estate Trading Act, which states:
Section 8 (2) The Registrar shall not issue a license to an individual unless the individual
 - a) is a citizen of Canada or has the status of permanent resident of Canada; and
 - b) appears to the Registrar to be otherwise suitable for licensing.
- Register for the Pre Licensing Course offered by the Prince Edward Island Real Estate Association (PEIREA), take the course, and pass the written exam. Passing mark is 75%. More information about the course can be found below.
- Complete a Salesperson License application form at the Provincial Department of Justice, and pay the licensing fee of \$200 for a two-year term. This fee must be paid each time you renew your license with the Province of PEI. In addition, you will be required to obtain a \$2,000 bond, to ensure compliance with the Real Estate Trading Act.

The PEI Real Estate Association and Holland College are happy to announce the dates for PEIREA's upcoming Pre-Licensing Course have been confirmed. The first day of classes will begin September 5th, 2017 with the Final Exam scheduled for November 14th, 2017. The schedule for class sessions can be found below. All classes will be scheduled for the evening.

The Pre-Licensing Course is delivered by Holland College using a blended delivery method. This means, in addition to the in-class sessions, students will be expected to complete online self-study at home. It is important that students are comfortable working with computers and technology as it is a major component of the Real Estate industry today. Not sure if online learning is for you? Click [here](#).

Those interested must fill out an application found on our website and make payment (non-refundable) by cheque or money order (payable to PEI Real Estate Association) for the amount of \$2,645.00 (\$2,300 for course & materials + HST) in order to secure enrollment.

**Seats are filled on a first pay first serve basis.
There is a very limited number of seats so act fast!**

The Pre Licensing Course covers the following topic areas:

- 1. Introduction to Real Estate – general overview including land, bundle of rights, real estate market, etc.**
Real Estate Trading Act/Condominium – awareness only
- 2. Professional Conduct** – privacy, competition act, money laundering, fraud
- 3. Agency Relationship** – termination, different forms of agency, duties of the agent, disclosure, commissions, duties of the sales person, etc.
- 4. Listing Agreements**
- 5. Purchase/Sale Agreements** – conditions and clauses, etc.
- 6. Appraisal Theory and Practical** – general overview including approaches to value
- 7. Mortgages** – general overview including basic math calculations
- 8. Land Regulations and Construction** – general overview
- 9. Advertising** – guidelines and trademarks

Please note: Attendance is **MANDATORY** in order to successfully complete the course.

Class	Date
Class Session 1	September 5 th
Class Session 2	September 19 th
Class Session 3	October 3 rd
Class Session 4	October 17 th
Class Session 5	October 31 st
Review Session	November 11 th
Final Exam	November 14 th

Thanks for your interest,

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