OHIO REAL ESTATE CAREER STARTER GUIDE

Everything You Need to Know to Become a Licensed Real Estate Professional in Ohio

Thinking about starting a career in real estate? Ohio offers opportunities for individuals interested in residential sales, commercial real estate, property investment, and brokerage management.

This free guide walks you through the licensing process, education requirements, examinations, and ongoing obligations to help you get started.

1. OHIO REAL ESTATE COMMISSION

The Ohio Division of Real Estate and Professional Licensing oversees real estate licensing and regulation in the state.

Ohio Department of Commerce – Division of Real Estate and Professional Licensing

> **Address:** 77 South High Street, 20th Floor, Columbus, OH 43215-6133
>
> **Phone:** 614-466-4100
>
> **Email:** webreal@com.state.oh.us
>
> **Website:** https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers

2. HOW TO BECOME AN OHIO REAL ESTATE SALESPERSON

To become a licensed real estate salesperson in Ohio, applicants must meet the state's eligibility, education, application, and examination requirements.

Basic Eligibility Requirements

Applicants must:

- Be at least 18 years old.

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

- Be honest, truthful, and of good reputation.
- Be sponsored by an Ohio-licensed real estate broker.
- Meet the state's criminal history and eligibility requirements. Certain felony convictions or crimes involving moral turpitude may affect eligibility.
- Provide proof of a high school diploma or equivalent if born after 1950.

Required Pre-Licensing Education

Applicants must successfully complete **100 hours of approved real estate education**, divided into the following courses:

Required Course	Hours
Real Estate Principles and Practices	40
Ohio Real Estate Law	40
Real Estate Appraisal	10
Real Estate Finance	10
Total	**100**

The Ohio Real Estate Law course includes instruction in civil rights, housing discrimination, and desegregation issues.

Application and Examination

After completing the required education, applicants must:

- Secure sponsorship from an Ohio real estate broker.
- Submit the completed license application and applicable fees.
- Meet all state eligibility requirements.
- Pass both the national and Ohio state portions of the real estate licensing examination.

Important: Review the Ohio Division of Real Estate's current eligibility requirements before submitting your application.

Official licensing requirements:
https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers/guides-and-resources/requirements-for-an-ohio-real-estate-salespersons-license

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

3. HOW TO BECOME AN OHIO REAL ESTATE BROKER

Becoming a real estate broker is the next professional step for eligible real estate salespersons who want to advance their careers, manage a brokerage, or operate their own real estate business.

Experience Requirements

Applicants must:

- Hold an active salesperson license for at least two of the previous five years.
- Meet the applicable education requirements based on their original licensing date.
- Satisfy the state's transaction and experience requirements.

Education Requirements

The education requirements depend on when the applicant became licensed.

Applicants licensed before January 1, 1972:

- No additional education is required under the stated historical licensing provision.

Applicants licensed after January 1, 1972, but before January 3, 1984:

- Must have completed the required 120 hours, including the first four courses listed below.

Applicants licensed on or after January 3, 1984:

- Must complete the eight required courses.
- Must also have at least two years of post-secondary education or equivalent credit hours (60 semester hours or 90 quarter hours).

Required Broker Education

Required Course	Hours
Ohio Real Estate Law	40
Ohio Real Estate Principles and Practices	40
Real Estate Appraisal	10
Real Estate Finance	10
Financial Management	As required

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

Human Resources or Personnel Management	As required
Applied Business Economics	As required
Business Law	As required

Applicants must also meet the applicable post-secondary education requirement.

Experience and Transaction Requirements

The Ohio Division of Real Estate calculates an applicant's qualifying transactions to determine whether the required experience has been satisfied.

For the transaction formula and additional information, visit:

https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers/guides-and-resources/requirements-for-an-ohio-real-estate-brokers-license

4. SALESPERSON POST-LICENSING EDUCATION

After obtaining an Ohio real estate salesperson license, newly licensed professionals must complete additional education.

Requirement: 20 hours of post-licensing education

- Must be completed no later than 12 months after licensure.
- Licensees must submit proof of completion to the Ohio Division of Real Estate.

Where to submit your certificate:

Email a copy of your attendance certificate to: postcert@com.ohio.gov

5. BROKER POST-LICENSING EDUCATION

Newly licensed Ohio real estate brokers also have a post-licensing education requirement.

Requirement: 10 hours of post-licensing education

- Must be completed no later than 12 months after licensure.
- Licensees must submit proof of completion to the Ohio Division of Real Estate.

Where to submit your certificate: Email a copy of your attendance certificate to: postcert@com.ohio.gov

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

6. OHIO REAL ESTATE CONTINUING EDUCATION REQUIREMENTS

Maintaining an active Ohio real estate license requires completing continuing education and renewing your license on time.

License Renewal Schedule

- The first renewal occurs on the licensee's birthday, three years after the initial licensing date.
- Subsequent renewals occur every three years on or before the licensee's birthday.
- Renewals are completed online through the Ohio Elicensing system.
- Applicable renewal fees must be paid.

Required Continuing Education

Licensees must complete **30 hours of continuing education** during each renewal cycle.

The required education includes:

Required Subject	Hours
Ohio Real Estate Law and Recently Enacted State and Federal Laws	3
Municipal, State, and Federal Civil Rights Law	3
Canon of Ethics for the Real Estate Industry	3
Additional Approved Continuing Education	21
Total	**30**

Additional Broker Requirement:

A three-hour Broker Responsibility course is required for individuals licensed as brokers, brokers on deposit, or those acting as management-level licensees. This course is part of the applicable continuing education requirements.

How to Renew Your License

- Complete the required continuing education hours.
- Access the Ohio Elicensing system.
- Submit your renewal application.

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

- Pay the applicable renewal fee.
- Complete the renewal process before your expiration date.

If online renewal is unavailable, the licensee is responsible for ensuring that the mail-in renewal application is submitted on time.

Mail-in renewal information:

https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers/applications-and-forms/re-combined-renewal-application

Ohio Revised Code – Continuing Education:

https://codes.ohio.gov/ohio-revised-code/section-4735.141

7. OHIO REAL ESTATE LICENSING EXAMINATION

Ohio uses PSI Services LLC as its real estate licensing examination provider.

PSI administers the national and state portions of the real estate licensing examination.

PSI Examination Contact Information

Company: PSI

Phone: 800-733-9267

Email: examschedule@psionline.com

Examination Website: https://test-takers.psiexams.com/ohre

What to Do Before Scheduling Your Exam

- Complete your required pre-licensing education.
- Follow the Ohio application and eligibility procedures.
- Review the examination candidate information.
- Schedule your examination through PSI.
- Prepare for both the national and Ohio state portions.
- Pass the required examinations to move forward with licensing.

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

8. YOUR OHIO REAL ESTATE CAREER CHECKLIST

Use this checklist to track your progress toward becoming a licensed Ohio real estate salesperson.

Salesperson Licensing Checklist

- ☐ Confirm that you meet the minimum age requirement.
- ☐ Review the state's eligibility and background requirements.
- ☐ Obtain proof of your high school diploma or equivalent, if applicable.
- ☐ Complete 40 hours of Real Estate Principles and Practices.
- ☐ Complete 40 hours of Ohio Real Estate Law.
- ☐ Complete 10 hours of Real Estate Appraisal.
- ☐ Complete 10 hours of Real Estate Finance.
- ☐ Find an Ohio-licensed broker to sponsor you.
- ☐ Submit your completed application and applicable fees.
- ☐ Schedule your licensing examination with PSI.
- ☐ Pass the national and Ohio state examinations.
- ☐ Complete the required 20-hour post-licensing education within 12 months.
- ☐ Submit your post-licensing completion certificate to the Ohio Division of Real Estate.
- ☐ Keep track of your continuing education and renewal deadlines.

9. IMPORTANT OHIO REAL ESTATE RESOURCES

Keep these official resources handy throughout your real estate career.

Ohio Division of Real Estate and Professional Licensing
https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.

Ohio Salesperson Licensing Requirements
https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers/guides-and-resources/requirements-for-an-ohio-real-estate-salespersons-license

Ohio Broker Licensing Requirements
https://com.ohio.gov/divisions-and-programs/real-estate-and-professional-licensing/salespersons-and-brokers/guides-and-resources/requirements-for-an-ohio-real-estate-brokers-license

Ohio Continuing Education Law
https://codes.ohio.gov/ohio-revised-code/section-4735.141

PSI Examination Registration
https://test-takers.psiexams.com/ohre

START YOUR REAL ESTATE JOURNEY TODAY!

A career in real estate can offer professional growth, business opportunities, flexibility, and the chance to help people achieve their property goals.

Whether you want to become a real estate salesperson or eventually operate your own brokerage, understanding Ohio's licensing requirements is the first step.

Your real estate career starts with the right education and preparation!

© 2026 Elevate Real Estate Academy, LLC. All Rights Reserved.