

everybody counts.



WHAT IS BROKER COMPLIANCE?

In simple terms, compliance in real estate means following the rules and regulations set by authorities to ensure fairness and transparency in transactions. In California, the State Real Estate Association oversees brokers' payment of dues based on all licensees in the firm—even those who are not REALTORS®—recognizing that all agents benefit from the association's resources.

LEARN MORE



HOW TO IDENTIFY YOUR AGENTS

A REALTOR® licensed salesperson is a professional in the real estate industry who has become a member of the National Association of REALTORS® (NAR). This individual has joined the association, which entails paying the required REALTOR® dues, thus gaining access to a range of exclusive benefits and privileges that come with being a REALTOR®.



**REALTOR®
SALESPERSON**



**NON MEMBER
LICENSEE**

A non-member licensed salesperson holds a real estate license but isn't part of NAR or affiliated associations. They lack benefits & can't use the REALTOR® trademark. Brokers pay an assessment for each non-member licensee.

Transitioning from a REALTOR® brokerage involves license termination initiated by the broker, removal from DRE records, and selecting termination method. No assessment fees apply post-termination.



TERMINATION



**LIMITED FUNCTION
REFERRAL OFFICE**

Limited Function Referral Office (LFRO) membership status offers benefits for Referral Agents, exempting them from REALTOR® Dues and non-member assessment fees. This recognizes their valuable contributions to the real estate industry while reducing financial obligations.

Mortgage Loan Originators (MLO) seeking membership status may be exempt from dues if affiliated with licensees meeting specific criteria: valid MLO license, limited real estate activities, and non-participation in MLS. Submit MLO Certification Form for eligibility.



**MORTGAGE LOAN
ORIGINATOR**