

A REALTOR® is a licensed real estate agent or broker who pays dues to be a member of the National Association of REALTORS®, the largest trade group in the country. Not every agent or broker is a REALTOR®, but most are. REALTORS® are held to a higher ethical standard and must adhere to a strict Code of Ethics and complete ethics training courses on a regular basis.

Brokers in California must complete no less than eight college level courses in various aspects of real estate practice while an agent need only complete three. Additionally, a Broker must have a minimum of two years of full-time experience as a licensed agent before sitting for the broker exam to earn the higher level license.

An agent must work as a salesperson on behalf of a broker. A broker may form their own real estate agency and manage other agents or choose to work under another broker as a Broker Associate.