New York State Association of REALTORS®, Inc.

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MEMORANDUM IN SUPPORT

S.5426 by Senator James Skoufis
Status: Passed Senate on 6/13/25

A.7691 by Assemblymember Ed Braunstein
Status: Passed Assembly on 6/16/25

Date: June 2025
Contact: Michael Kelly

The New York State Association of REALTORS®, Inc. **strongly supports S.5426 (Skoufis)/A.7691 (Braunstein)**, which would increase the experience requirements to obtain a real estate broker's license in New York State from two to five years.

New York's current requirements for obtaining a real estate broker's license are lower than that of comparable states such as California, New Jersey, and Pennsylvania. In 2021, new laws were enacted that increased the number of hours in the broker's qualifying course from 45 to 75. However, a real estate agent can still obtain a broker's license after just two years of practicing as a licensed salesperson.

Real estate brokers have considerable responsibilities, and the practice of real estate has become increasingly complex, particularly in New York State. Additional laws and regulations pertaining to fair housing, increased activity from unlicensed real estate professionals, and ongoing constraints on housing supply all contribute to more complexity in the real estate profession. Increasing the years of experience required to obtain a broker's license from two to five would help ensure that newly licensed brokers have additional experience as an agent prior to taking on the duty of overseeing agents and operating a real estate business.

Raising the bar to become a licensed real estate broker would also better align the experience requirements for brokers with that of office managers. Due to a law passed in 2021, associate brokers are required to have at least two years of experience as a licensed real estate broker before being designated an office manager. This bill will also ensure that the experience requirements to become a licensed real estate broker exceed that of the office managers that report to them.

For these reasons, the New York State Association of REALTORS® strongly urges passage of **S.5426(Skoufis)/A.7691 (Braunstein).**

The New York State Association of REALTORS® is a not-for-profit trade organization representing more than 62,000 of New York State's real estate professionals. The term REALTOR® is a registered trademark, which identifies real estate professionals who subscribe to a strict code of ethics as members of the National Association of REALTORS®. These REALTORS® are also members of the New York State Association of REALTORS® as well as their local board or association of REALTORS®.

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