



Realfinity's Dual-License Program

A comprehensive guide for real estate agents to obtain an NMLS license and offer mortgage services.

This guide provides a comprehensive overview of the steps involved to become a dual-licensed agent with Realfinity.

Offering mortgage services to homeowners and homebuyers increases revenue and client loyalty by positioning you as a trusted advisor in the real estate transaction.

BECOMING DUAL-LICENSED UNLOCKS A MULTITUDE OF OPPORTUNITIES

A dual-licensed real estate agent with Realfinity compares mortgage rates from different wholesale lenders to find the best deals for their clients.

Working in a dual-capacity role allows an individual to be compensated for serving as a real estate agent and mortgage originator on a single transaction – like a convenient one-stop shop.



Provide a seamless, **end-to-end real estate experience** for your clients



Earn more money on each transaction from helping clients with their mortgage



Save time helping your clients since you **own the home-buying process**

WHY IS NOW THE RIGHT TIME TO BECOME DUAL-LICENSED?



Real estate is **changing**.

Class-Action Lawsuits

Triggering a reevaluation of the commission structure of buy-side real estate agents.

HUD's Mortgage Letter 2022-22

Government and regulators are preparing for real estate agents to broaden their services to homeowners and homebuyers.

FHA - Regulatory Change

Issued guidelines for individuals holding multiple roles in FHA transactions, enabling them to be both real estate agents and mortgage originators.

Dual Licensing Expansion

Now legal in 45 states, marking a significant industry shift.

STEPS TO GET DUAL-LICENSED

The Nationwide Multistate Licensing System (NMLS) provides oversight, ensuring professionals in the mortgage industry meet consistent and standardized criteria.

○ Step 1: Request your NMLS Account

Click [here](#) and select 'Individual.' If you already have an NMLS account and are looking to add a new state to your mortgage license, skip to step 3.

○ Step 2: Receive your personal NMLS ID number

Use your individual NMLS ID number throughout your career as a licensed loan officer.

○ Step 3: Review state-specific mortgage licensing requirements

Access through NMLS State Licensing website. Select the state you are planning to do business in and click 'New Application' under Individual Licenses to view the full list of requirements. Questions? Reach out to support@realfinity.io

○ Step 4: Complete pre-licensing mortgage coursework

- **National:** 20 hours of pre-license education, covering a range of topics from mortgage industry fundamentals and financial regulations to ethics and professional conduct.
- **State-specific:** Pre-licensing education may vary from state to state. In Florida, 2 additional hours of work must be completed that are dedicated to state-specific laws and regulations.

Request at support@realfinity.io to be set up with Realfinity's licensing partner.

○ Step 5: Learn for the national mortgage SAFE exam

Time to get ready for the Secure and Fair Enforcement (SAFE) exam. Realfinity grants you access to a broad library of study materials and test exams to ensure you're best prepared.

○ Step 6: Schedule and pass the national SAFE exam

You'll need to pass the [NMLS's SAFE Mortgage Loan Originator Test](#) with a score of 75% or higher. The SAFE exam is 190 minutes long, and costs \$110. If you don't pass the exam on your first attempt, you'll have to wait 30 days before re-taking the SAFE exam.

○ Step 7: Complete a background check and get fingerprinted

Both can be initiated through your NMLS portal. The current cost of both the background check and the fingerprinting is \$36.25.

○ Step 8: Submit your mortgage license application to NMLS

To submit your application, head to your [NMLS portal](#) to complete your Individual Form (MU4) and pay your NMLS fees. The cost to submit your license may vary state-by-state (\$200-300).

○ Step 9: Get sponsored by Realfinity Mortgage

Initiate the sponsorship process by submitting the company's credentials to the NMLS for verification. As soon as NMLS gives final approval – congrats, you officially have your mortgage loan officer license and are ready to get started with [Realfinity Mortgage](#).

Need help? Reach out to support@realfinity.io at anytime.

THE PROMISE

Realfinity covers your licensing expenses and pays you an additional \$1,000 if you obtain your NMLS license within 30 days.

Missing out on additional commission?

Increase revenue with each transaction.

Now, real estate agents can also
become mortgage loan officers.

GET IN TOUCH.



Realfinity is a loan origination and processing platform, making it easy to offer mortgage services— for any brand.



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