

Boating Safety Unit
Yacht and Ship Licensing and Enforcement Program
Salesperson License
Division of Boating and Waterways
May 8, 2025

Summary:

A “**Salesperson**” refers to a natural person who, for compensation or in expectation of compensation, is employed by a licensed broker in California to do one or more of the acts below:

1. Sells or offers to sell, buys or offers to buy, solicits or obtains listings of, or negotiates the purchase, sale, or exchange of yachts, and who does not own those yachts.
2. Leases or rents, offers to lease or rent, places for rent, solicits a listing of a yacht for rent, or negotiates the purchase, sale, or exchange of a lease on a yacht, for a rental or lease period of more than 90 consecutive days to any one person or business during any 12-month period, and who does not own that yacht.

Eligibility:

To be eligible, an applicant must be sponsored by a licensed California yacht and ship broker who plans to employ the individual.

The applicant must also pass a Department of Justice (DOJ) and Federal Bureau of Investigation (FBI) background check before a license can be issued.

Fees:

\$ 25.00	Temporary Salesperson's License (optional)
\$ 25.00	Written examination
\$ 100.00	Yacht and Ship Salesperson's License
\$ 150.00	Total

Total Sales Licenses:

As of April 2, 2025, there are **596** active salespersons in the yacht brokerage industry in California.