



Sussex County Association of REALTORS®
23407 Park Avenue Georgetown, DE 19947

APPLICATION FOR SUSSEX COUNTY SPECIALIST DESIGNATION (SCS)

PURPOSE: As a Sussex County Specialist (SCS), a member REALTOR® will be recognized for their knowledge and expertise in matters specific to Sussex County, Delaware. This will provide customers and clients with the added assurance that their local specialist has obtained the education, experience, and recognition necessary to best serve their needs.

SECTION I

First Name	MI	Last Name
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Mailing Address

City	State	Zip
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Phone Number	E-Mail Address	M1 (NRDS #)
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SECTION II

Active Member of SCAOR (Primary or Secondary) since _____
(Year)

List 30 closed transactions within the last 3 years in Sussex County on the Transaction Detail Form (provided separately) and attach it to the application. Include both buyer and seller representation. "Entry Only / Courtesy Listings" in Bright MLS **MAY NOT** be included. Brokers/Managers qualify if they are responsible for reviewing all transactions and shall provide the form as listed above.

SECTION III

All required classes must be completed prior to submitting the application.

Required Classes

1. **Environmental Awareness (3 hours)**: Addresses various types of wetlands and their ecological benefits. Explore maps and delineations, delve into federal, state, and county regulations, flood insurance purchase guidelines, as well as preservation reasoning and considerations.

Date Completed: _____

2. **Financing (3 hours)**: The Financing Course is designed to equip you with essential knowledge for navigating the complexities of home financing. Topics covered will include qualifications and types of financing.

Date Completed: _____

3. **DUCIOA (1.5 hours) and Zoning / Understanding the County Land Use Plan (1.5 hours) (Total = 3 hours)**: DUCIOA regulates community living. It mandates transparency with Resale Certificates and Public Offering Statements, imposing rental restrictions, architectural guidelines, and financial evaluations. Zoning and Land Use definitions and regulations shape Sussex County's Land Use Plan, affecting seller and buyer dynamics amid evolving rules and community development oversight. Along with the definition of zoning types and constraints.

Date Completed: _____

4. **Unique Sussex Towns- East Meets West (Online - 2 hours)**: This online program covers essential topics such as the significance of tourism to Sussex County, and an introduction to SDT's mission and services. Participants will also discover the SouthDel Sidekick App, equipped with GPS functionality for immediate access to information.

Date Completed: _____

5. **Manufactured/Modular/Class C and Single-Wide Homes (1.5 hours):**
Discover the nuances of selling Mobile Homes, Manufactured Homes, Modular Homes and Class C Homes. Learn to distinguish these housing types, classifications, and general rules.

Date Completed: _____

6. **Septic Systems and Wells (1.5 hours) aka – The Scoop About Poop:** Gain essential knowledge about the intricacies of septic systems and Class H inspections. Learn who is responsible for the inspections, master techniques for researching septic records and historical documents, the different types of systems, and the options when a system fails.

Date Completed: _____

7. **New Construction (1.5 hours):** The New Construction course will cover key differences between new construction and resale properties, emphasizing the role of the REALTOR® in facilitating communication, managing buyer expectations and developing relationships with builders to understand all phases of the building process.

Date Completed: _____

8. **Rental Basics from the Landlord Tenant Code - Part 1 (~1.5 hours); From Long-Term Leases to the Short-Term Rental Business - Part 2 (~1.5 hours) (Total = 3 hours):** In Part 1, learn the basics of the Landlord Tenant Code, providing a comprehensive overview of the key legal aspects crucial for both landlords and tenants. Delve into rental agreements, managing deposits, landlord obligations and tenant's rights.

In Part 2, the highlights for the Short-Term Rental section will include the lucrative potential for buyers, emphasizing location near beaches or towns, HOA restrictions, property amenities, and the importance of understanding existing and upcoming legislation at municipal, county, and state levels.

Date Completed: _____

SECTION IV

By signing this form, I attest that the information on this form is true and accurate to the best of my knowledge.

Signature of Applicant

Date

Signature of Broker

Date

Signature of SCAOR Associate Receiving Application

Date

Signature of SCAOR Association Executive

Date

Date Sussex County Specialist Status Granted

Date

NOTE: All SCS holders must attend a refresher class at least every two (2) years to maintain the designation. This will be held as an SCS Designation Update and there will be a nominal fee for this course.