



Salesperson's License Requirements

- Be at least 18 years of age.
- Must have a High School Diploma or Equivalent, effective July 1, 2006.
- If licensed in another state, be in good standing in any state where licensed.
- Have a good reputation for honesty, truthfulness, and fair dealing and be competent to transact real estate business in such a manner as to safeguard the public interest.
- Not have been found guilty of violating the fair housing laws of any jurisdiction.
- Meet the current educational requirements****(listed below)** by achieving a passing grade in all required courses before sitting for the licensing exam.
- Pass a written license examination approved by the Virginia Real Estate Board.
- Not have had a real estate license revoked or suspended in any state.
- Not have been convicted anywhere for a misdemeanor involving moral turpitude, sexual offense, drug distribution, physical injury or any felony.

****Current Virginia Education License Requirements**

The Virginia Real Estate Board currently requires anyone wishing to obtain a real estate license to complete, with a passing grade of a State approved 60 hour course called "The Principles of Real Estate." This course is to cover the principles and practices of real estate as well as Virginia real estate law.

Pass the Licensing Exam

PSI Examination Services is the testing company currently contracted by the Real Estate Board in Virginia to administer the licensing examination. In Hampton Roads the test is given daily by appointment at the Centura Bank building at Military Circle. The test consists of two sections:

- The National portion, which consists of 80 questions and tests knowledge areas which are required for real estate professionals in every state.
- The Virginia State portion, which consists of 40 questions and tests knowledge areas for the Virginia real estate professional.

You must achieve a minimum of 70% on the NATIONAL portion and a 75% on the STATE portion in order to receive a passing grade. If you fail one of the two, you only need to retake that portion. You may take the exam as many times as necessary as long as you are willing to pay the required fee each time. (\$60.50 mail-in, \$65.50 online, \$75 walk-in). You are allowed 105 minutes to complete the exam (105 minutes for the national portion and 45 minutes for the state portion).

The examination is administered on the computer and the two sections taken separately. You may have up to 2.5 hours to complete the entire test. Once completed, the results are given immediately.

Call me for more information,

Doug Wolfe
757-499-5911