



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

Ralph S. Northam
Governor

August 27, 2018

Brian Ball
Secretary of
Commerce and Trade

Dear Principal or Supervising Broker,

As a result of legislation passed during the 2018 Virginia General Assembly session, a number of important changes to the education requirements will go into effect on **January 1, 2019**. Please review the following information carefully, as the legislative changes will affect both current courses and licensee requirements.

1. Brokers are currently required to take eight hours of courses relating to broker supervision and management of real estate agents and management of real estate brokerage firms ("broker management") in order to meet the continuing education ("CE") requirements for renewal. The legislature has specified that at least two of the eight hours for broker management shall include an overview of the broker supervision requirements set by Virginia law and regulations.

Brokers who complete the eight hours of broker management courses before January 1, 2019, will be deemed to have met the CE broker management requirement and will not have to take the additional two-hour course. Brokers who complete the broker management CE courses on or after January 1, 2019, will be required to take a two-hour course on Virginia-specific broker supervision requirements.

2. Salespersons are currently required to complete thirty hours of post-license education ("PLE") within one year of obtaining their license. The new legislation requires that PLE be completed within one year from the last day of the month in which the license was issued.

Furthermore, the curricula for PLE will be required to include two hours of real estate-related finance.

Salespersons who complete the thirty-hour PLE curricula before January 1, 2019, will be deemed to have met the PLE requirement and will not have to take the additional two-hour course. Salespersons who complete the thirty-hour PLE curricula on or after January 1, 2019, will be required to take a two-hour course on real estate-related finance.

If you have any questions regarding these changes, please contact staff by email at reschool@dpor.virginia.gov or by phone at (804) 367-2406.

Sincerely,

Real Estate Board