

## 1 VIRGINIA ACTS OF ASSEMBLY — CHAPTER

2 *An Act to amend and reenact § 54.1-2105 of the Code of Virginia, relating to the Real Estate Board;*  
3 *continuing education.*

4 [H 2260]

5 Approved

6 **Be it enacted by the General Assembly of Virginia:**7 **1. That § 54.1-2105 of the Code of Virginia is amended and reenacted as follows:**

8 § 54.1-2105. General powers of Real Estate Board; regulations; educational and experience  
9 requirements for licensure.

10 A. The Board may do all things necessary and convenient for carrying into effect the provisions of  
11 this chapter and may promulgate necessary regulations.

12 B. The Board shall include in its regulations educational requirements as conditions for licensure to  
13 ensure the protection of the public interest. The Board is authorized to regulate any school which is  
14 established to offer real estate courses except such schools as are regulated by another state agency.  
15 Such authority shall include, but not be limited to, qualification of instructors, approval of course  
16 curricula and the requirement that such schools submit evidence of financial responsibility to ensure that  
17 these schools protect the public health, safety and welfare. The Board shall have the discretion to waive  
18 any requirement under the regulations relating to education or experience when the broker or salesperson  
19 is found to have education or experience equivalent to that required. No regulation imposing educational  
20 requirements for initial licensure beyond those specified by law shall apply to any person who was  
21 licensed prior to July 1, 1975, and who has been continuously licensed since that time, except that  
22 licensure as a salesperson prior to such time shall not exempt a salesperson who seeks to be licensed as  
23 a broker from the educational requirements established for brokers. Regulations promulgated by the  
24 Board shall include the following requirements:

25 1. a. Every applicant to the Board for an initial license as a real estate salesperson shall have  
26 completed a course in the principles of real estate which carried an academic credit of at least three  
27 semester hours or six quarter hours (but not less than forty-five hours of classroom or correspondence or  
28 other distance learning instruction in any case). The course shall be one offered by an accredited  
29 university, college, community college, high school offering adult distributive education courses, or other  
30 school or educational institution offering an equivalent course.

31 b. However, on and after January 1, 1991, the academic credit required for the initial license as a  
32 real estate salesperson shall be at least four semester hours, but not less than sixty hours of classroom,  
33 correspondence or other distance learning instruction.

34 2. Every applicant to the Board for an initial license as a real estate broker shall have completed not  
35 less than twelve semester hours of classroom or correspondence or other distance learning instruction in  
36 real estate courses offered by an accredited university, college, community college, or other school or  
37 educational institution offering equivalent courses.

38 C. The Board shall establish criteria to ensure that prelicensure and broker licensure courses meet the  
39 standards of quality deemed by the Board to be necessary to protect the public interests. For  
40 correspondence and other distance learning instruction offered by an approved provider, such criteria  
41 may include appropriate testing procedures.

42 Noncollegiate institutions shall not be authorized to grant collegiate semester hours for academic  
43 credit.

44 The specific content of the real estate courses shall be in real estate brokerage, real estate finance,  
45 real estate appraisal, real estate law, and such related subjects as are approved by the Board.

46 D. The Board shall include in its regulations educational requirements as a condition for relicensure  
47 of brokers and salespersons to whom active licenses have been issued by the Board beyond those now  
48 specified by law as conditions for licensure. Brokers and salespersons to whom active licenses have  
49 been issued by the Board shall be required to satisfactorily complete courses of not less than eight hours  
50 of classroom or correspondence or other distance learning instruction during each licensing term, no less  
51 than two hours of which shall include training in fair housing laws and ~~state~~ real estate laws  
52 and regulations. If the licensee submits a notarized affidavit to the Board which certifies that he does  
53 not practice residential real estate and shall not do so during the licensing term, training in fair housing  
54 shall not be required; instead, such licensee shall receive training in other applicable federal and state  
55 discrimination laws and regulations. The remaining six hours shall include real estate-related subjects as  
56 are approved by the Board. For correspondence and other distance learning instruction offered by an

approved provider, the Board shall establish the appropriate testing procedures to verify completion of the course and require the licensee to file a notarized affidavit certifying compliance with the course requirements. The Board shall not require testing for continuing education courses completed through classroom instruction. For purposes of this chapter, "distance learning" means instruction delivered by an approved provider through a medium other than a classroom setting. Such courses shall be those offered by an accredited university, college, community college, high school offering adult distributive education courses, other school or educational institution, or real estate professional association or related entities.

*E. The Board shall include in its regulations, a procedure for processing applications of educational institutions, real estate professional associations, or related entities, to provide continuing education courses, which procedure, at a minimum, shall (i) provide for a broad range of subject matters suitable for the continuing education of licensed professionals in multi-family residential and commercial office, as well as single-family residential, sales, leasing and property management; (ii) acknowledge, in writing, receipt of such applications within ten calendar days after receipt; and (iii) provide written notification to the applicant, within seventy-five calendar days of receipt of the application, whether the application has been approved or disapproved, and if disapproved, the reasons therefor.*

*F. As of July 1, 1990, every applicant for relicensure as an active salesperson or broker shall complete the continuing education requirements prior to each renewal or reinstatement of his license. The continuing education requirement shall also apply to inactive licensees who make application for an active license. Notwithstanding this requirement, military personnel called to active duty in the Armed Forces of the United States may complete the required continuing education within six months of their release from active duty.*

*G. The Board shall also include in its regulations remedial educational requirements for any salesperson or broker who has been inactive for more than three years. The regulations shall require the applicant to meet the educational requirements for a salesperson or broker in effect at the time either becomes active.*

*H. When the license has been inactive for more than three years the Board may waive the educational requirements for reactivation of a license under the following conditions: (i) during the time the license has been inactive, the holder of such inactive license has been engaged in an occupation whereby the knowledge of real estate would be retained or (ii) the holder of such license is a member or the spouse of a member of the Armed Forces of the United States who has been permanently assigned outside Virginia for a portion of the time the license has been inactive, and the holder of the inactive license remained current in the field of real estate and demonstrates this fact to the satisfaction of the Board.*

*I. The Board shall develop a residential property disclaimer statement form and a residential property disclosure statement form for use in accordance with the provisions of § 55-519.*

**2. That the Real Estate Board shall examine the feasibility and desirability of establishing reciprocal agreements with neighboring states and the District of Columbia for the mutual recognition of continuing education courses approved by such states and the District of Columbia.**