

# THE PATH TO BECOMING A REAL ESTATE AGENT



VA

RESHAWNA LEAVEN

## YOUR REAL ESTATE CAREER

If you're considering getting your real estate license in Virginia, it's important to understand both the process and the investment involved.

- **Type of Agent:** Full Time, Part Time or Referral Agent
- **Speciality:** Residential, Commerical, Leases, Sales, New Construction, Military Relocation, Short Sales, Foreclosures (REO) and more.
- **Continuing Education:**
  - 30 Hours Required for 1<sup>st</sup> renewal
  - 16 Hours Required for 2<sup>nd</sup> renewal and on-going

## GET YOUR VA REAL ESTATE SALESPERSON LICENSE

- Complete 60 Hours of Pre-Licensing Education
  - Approved Real Estate Schools - [click here](#)
- Pass the Course Final Exam
- Schedule and Pass the PSI Licensing Exam
  - PSI Exam Study Guide - [click here](#)
  - Register for PSI Exam - [click here](#)
- Get Fingerprinted at the PSI Test Center
- Complete Your Background Check
- Choose a Real Estate Brokerage
- Apply for Your Real Estate License
- Join the MLS and Local Realtor Association
- Invest in Your Business Tools



# EXPENSES TO GET STARTED IN REAL ESTATE

EXPENSE	COST RANGE
Principles of Real Estate Course	\$300 - \$500 (Ask me about free course)
PSI Exam Fee	\$60 - \$70
Application for Real Estate License	\$50 - \$75
Joining a Real Estate Brokerage	Varies (\$50-\$200 monthly)
MLS Membership Fees	\$400 - \$600 annually
Local Realtor Association Dues	\$700 - \$1,000 annually
Business Cards	\$20 - \$100
Taxes (State/Federal/BPOL)	Agent must pay their own taxes
Health/Dental Insurance	Agent must pay their own

## QUICK REMINDER

### Fingerprinting & Background Check

- Must be completed within 45 days of applying

### Stay Organized

- Timing matters to avoid delays in your licensing process

## LEARN REAL ESTATE WITH ME

- I'm Certified Moseley Trainer - [See my next available class](#)
- After you get your license, I'm a Mentor - [click here](#)
- My Book - The Cost to Close - [www.costtoclose.com](http://www.costtoclose.com)

## BONUS RESOURCE

Buy my book, "The Cost to Close," for a full breakdown of startup costs, success tips, and tools to help you launch your real estate career. If you buy the book from me, you'll get an autographed copy!

Download my contact card - [click here](#)