

Frequently Asked Questions About Getting Your Virginia Real Estate License

What is my first step in getting my Virginia Real Estate License?

**The State of Virginia requires that all applicants successfully complete an accredited course of 60 hours.*

Where can I find the best class to take?

**Coldwell Banker Elite of Fredericksburg VA offers, through its Northstar Real Estate Academy, the full 60 hours required by the state in an in-person classroom experience.*

Is there a difference between the in-person classroom experience and the online experience?

**The simple answer is “maybe.” While some students manage the online experience well, it’s important to match your learning style with the class style. The in-person experience offered by Coldwell Banker Elite allows for collaboration and Q&A with the instructors in real time, and as much of this material is new to students, that can be an important factor.*

Are the Coldwell Banker Elite/Northstar Real Estate Academy instructors licensed by the State of Virginia?

**Kevin McGrath & Deb Ellis have both been licensed by the Virginia Real Estate Board for many years and [you can view their licenses here.](#)*

Where are the classes held?

**Coldwell Banker Elite has two campuses in the Fredericksburg area.
100 Parkway Blvd Stafford VA 22554
4840 Southpoint Dr Fredericksburg VA 22407*

How much does the course cost?

***\$199**

Is this price competitive?

**Yes - but we encourage students to explore and compare all of their options and to evaluate courses on their full merit, & not just cost.*

Are there any other required fees other than the cost of the course?

**No. We supply all of the books and study guides needed to complete and pass the class at the \$199 cost. There are of course paid study guide options that exist, but they are not necessary.*

What are the approximate start up fees when getting into real estate?

**Launching any new business has start up costs; becoming a Realtor® comes with start up costs, after becoming licensed, & generally run between \$2000 & \$2500.*

What is the next step after completing the required course?

**All applicants for a Virginia Real Estate License are required to associate with a Brokerage located in Virginia, & the Brokerage chosen will complete & submit the application to the Virginia Real Estate Board.*

Can I register for the PSI exam before I complete the required course?

**No; the accredited school must submit the students information to PSI after completing the the class.*

How is the PSI Exam structured?

**The PSI is divided into two sections (National Real Estate (80 Questions) & Virginia Real Estate (40 Questions)).*

Where can I find out more information on the PSI Exam?

**Students can access the [PSI Information Bulletin HERE](#)*

How much does the PSI exam cost?

**PSI currently charges a fee of \$60.00, and this fee is charged when the applicant makes their appointment online @ PSI.*

What happens if I do not pass the PSI Exam on the first try?

**Applicants cannot retake the exam the same day, but can go online the same day and schedule another appointment. The \$60.00 fee applies each time the test is taken.*

Who can I contact if I have further questions?

**Students can email the school @ kmcgrath@cbeva.com*