



WHAT YOU'LL LEARN IN REAL ESTATE SCHOOL

— Preparing for the Virginia License Exam —



HCG REAL ESTATE SCHOOL PRE-LICENSING COURSE MODULES

Before applying for a Virginia real estate salesperson license, aspiring agents must complete state-approved pre-license education. The course introduces the national real estate principles and Virginia-specific laws that help students understand how property ownership, brokerage relationships and real estate transactions work.

The curriculum is broader than learning how to show homes. It covers legal concepts, contracts, financing, fair housing, ownership, valuation, closing procedures and the professional responsibilities that protect consumers and support lawful practice.

The following eight modules outline the subject areas included in HCG Real Estate School's Virginia Real Estate Pre-Licensing Course.

MODULE 1: REAL ESTATE FOUNDATIONS

The opening module establishes the language and legal framework used throughout the course:

- Introduction to the real estate business
- Real property and the law
- Fair housing
- Interests in real estate

Students begin distinguishing real property from personal property, learning how rights and interests can affect ownership, and understanding why fair housing responsibilities are central to professional real estate practice.

MODULE 2: OWNERSHIP, LAND AND PUBLIC RECORDS

- Forms of real estate ownership

- Land description
- Transfer of title and public records

This module explains how people and entities can hold title, how property is legally identified and how documents become part of the public record. These concepts help students understand who owns an interest, how that interest may be transferred and why accurate property descriptions matter.

MODULE 3: BROKERAGE, AGENCY AND CONTRACTS

- Real estate brokerage
- Real estate agency
- Client representation agreements
- Real estate contracts

Students examine the relationships among licensees, brokers, clients and customers. They also learn foundational contract principles and how written agreements establish duties, expectations and important transaction terms.

MODULE 4: TAXES, FINANCING AND VALUE

- Real estate taxes and other liens
- Real estate financing
- Government involvement in real estate financing
- Real estate appraisal

This module connects property obligations, lending and valuation. Students explore how liens can affect property, how common financing concepts support purchases and how appraisal principles help form an opinion of value.

MODULE 5: CLOSING, LEASING AND LAND USE

- Closing the real estate transaction
- Leases and property management
- Land-use controls and property development

Students follow the transaction toward settlement, then examine landlord-tenant and property-management concepts. Land-use controls introduce the ways public regulation and private restrictions may influence how property can be developed or used.

MODULE 6: ENVIRONMENTAL, INVESTMENT AND VIRGINIA LAW

- Environmental issues in real estate transactions
- Investing in real estate
- Virginia real estate law
- Brokerage relationships and agency

This module broadens the practical context of a transaction. Students consider environmental concerns, investment objectives and the state laws that shape a Virginia licensee's brokerage and agency responsibilities.

MODULE 7: APPLYING CORE TRANSACTION CONCEPTS

- Interests and forms of ownership
- Real estate taxes and other liens
- Real estate contracts
- Real estate financing

These topics reinforce concepts that frequently intersect in a transaction. Reviewing them together helps students connect ownership, obligations, agreements and financing instead of treating each subject as an isolated fact.

MODULE 8: VIRGINIA-SPECIFIC PRACTICE

- Transfer of title
- Virginia real estate license law
- Leasing real estate in Virginia
- Virginia fair housing law

The final module emphasizes Virginia requirements and consumer protections. Students review the laws governing licensure and practice, along with state-specific principles affecting leasing, fair housing and title transfer.

HOW THE COURSE SUPPORTS EXAM PREPARATION

Pre-licensing education is designed to help students build the knowledge needed to prepare for the national and Virginia portions of the licensing examination. Productive study involves more than memorizing terms. Students should connect definitions to scenarios, practice applying rules and review areas that require additional attention.

A structured learning plan may include:

- Attending and participating in live instruction
- Completing assigned reading and guided self-study
- Organizing notes by topic and reviewing them regularly
- Using practice questions to identify knowledge gaps
- Asking questions when a concept is unclear
- Creating a final review schedule before the examination

YOUR FIRST REQUIRED STEP STARTS WITH EDUCATION

HCG Real Estate School offers state-approved Virginia real estate pre-licensing education through live, instructor-led online classes. The structured format gives students an opportunity to ask questions, hear practical examples and develop a clearer understanding of both the course material and the licensing path ahead.

READY TO EXPLORE YOUR NEXT STEP?

Review HCG Real Estate School's Virginia pre-licensing course details, upcoming schedules and enrollment information.

[VIEW COURSE DETAILS](https://www.houstonconsultinggroup.com/hcg-real-estate-school)

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