



Virginia Real Estate Principles Syllabus

Course Hours: 60

Instructional Mode

Distance Education

Textbooks / Learning Resources

Virginia Real Estate Principles, 4th edition

Course Description

Virginia Principles of Real Estate course is a 60-hour online course. The course covers basic real estate principles and Virginia-specific information. Upon completion of this course, you will be able to identify real estate terminology and to recognize Virginia's real estate laws and principles. This course will also assist you in preparing your real estate licensing exam.

Course Objectives

After completing this course, you will be able to:

1. Recall the characteristics of Virginia that make it unique—climate, geography, demographics, economy, and housing market.
2. Identify the bundle of rights and types of property, categorize estates, designate methods of holding property ownership, and recall how to safeguard ownership through the recording process.
3. Recall the types of encumbrances and the ways to acquire or convey title to real property.
4. Recognize the various brokerage relationships and agreements and the law of agency upon which they are based.
5. Specify basic characteristics of contracts and identify the types of contracts used in real estate transactions.
6. Specify various disclosures required for Virginia real estate transactions.
7. Classify the types of real property taxes and the possible income tax benefits of ownership in real property.
8. Recall the specific aspects of real estate finance, including loans and lending institutions.
9. Recognize the appraisal process and principles of valuation.
10. Recall the principles of land use planning, development, and construction and the types of building styles.
11. Characterize brokerages and their day-to-day activities, recall factors for choosing a brokerage, recognize ethical and legal behavior expected of real estate licensees, and identify specialized fields in real estate.
12. Indicate how to obtain and keep a real estate license based on the provisions of the Real Estate Law.

Grading/Evaluation Policy

Performance is measured by successful completion of online lesson exercises, unit exams, and a final examination. To successfully complete this course, students must complete: 16 units including all reading and exercises, and successfully pass 16 unit exams and a final exam. A minimum passing score of 70% or better is required on all assignments. Assignments with scores below 70% must be retaken until the score meets or exceeds 70%. If you do not pass the final exam, you are allowed to retake it.

Contact Information

Help Ticket: www.alliedschools.com/support.shtml

Instructional Support Toll Free: 888-751-2303

Student Services Toll Free: 888-925-4282

International: 949-707-5044

Fax: 800-898-9188

Hours: Monday - Friday, 7:00 a.m. to 6:00 p.m. PST



Virginia
Real Estate Principles
Syllabus

Course Outline and Grading Criteria

Unit Title	Hours	Assignment Title	Points Possible	Required to Pass
1: Virginia's Diversity	3.25	Unit Exam	10	7
2: Property, Estates, & Ownership	3.50	Unit Exam	15	11
3: Encumbrances & Transfer of Ownership	3.25	Unit Exam	15	11
4: Contracts: The Basics	2.75	Unit Exam	15	11
5: Agency Law & Brokerage Relationships	4.25	Unit Exam	15	11
6: Real Estate Contracts	3.25	Unit Exam	10	7
7: Disclosures in Real Estate Transactions	3.00	Unit Exam	10	7
8: Settlement & Closing the Transaction	3.25	Unit Exam	15	11
9: Tax Aspects of Real Estate	2.75	Unit Exam	10	7
10: Real Estate Finance: Loans	4.00	Unit Exam	15	11
11: Real Estate Finance: Lending Institutions	4.00	Unit Exam	15	11
12: Valuation & Appraisal	4.50	Unit Exam	15	11
13: Land Use, Subdivisions, & Housing	4.50	Unit Exam	15	11
14: Real Estate Brokerage	4.25	Unit Exam	15	11
15: Real Estate Specialization	3.00	Unit Exam	10	7
16: Getting & Keeping Your License	4.00	Unit Exam	15	11
Final Exam	2.50	Multiple-Choice	100	70
Total	60.00		315	226

Proctor Requirement

The final exam for this course requires a proctor. See the **About the Final Exam** page in the course for more detail.

Student Integrity and Academic Honesty Policy

Allied Schools strives to encourage a spirit of honesty and integrity. This policy was created to foster a climate that promotes the most stringent academic standards. Violations of this policy will be dealt with using fair and consistent methods. Committing one or more of the following actions is considered unacceptable and constitutes a violation of this policy:

- Intentionally using or attempting to use unauthorized materials in any academic exercise;
- Intentionally aiding or attempting to aid another student to commit any act of academic dishonesty;
- Bribing or attempting to bribe, or making threats against any individual, with the intention of affecting a grade or an evaluation of academic performance;
- Falsifying any documents;
- Accessing the institution's computer systems or files without proper authorization.