

MODULE ITINERARY

IN-PERSON CLASSROOM | 2953 VA. BEACH BLVD., VA. BEACH

(Subject to change: Please check for updates)

While course modules can be completed in a matter of weeks, students do have a six-month enrollment period to attend all modules and successfully complete final course exam(s).

Due to limited classroom size, missed in-person modules can be made up by attending the class as it comes back around in our **Zoom classroom**. Please see Zoom Classroom Module Itinerary here [Student Resources](#) |. Email us at support@learntosellhouses.com to request Zoom access link, if needed. **Dates highlighted in green will be held via livestream only.**

Tuesdays, Wednesdays and Thursdays

| Session Start Dates/ Student Entry | Modules | | Day Session 10:00 a.m. – 2:00 p.m. | Night Session 6:00 p.m. - 10:00 p.m. |
|---------------------------------------|------------|--|---------------------------------------|---|
| New Student Entry Point | National 1 | Chapters 1 and 2 <i>The Real Estate Business / Rights in Real Estate</i> | June 4 or July 9 | June 24 or July 30 |
| | National 2 | Chapters 3 and 5 <i>Interests and Estates / Encumbrances and Liens</i> | June 5 LS or July 10 | June 25 or July 31 |
| | National 3 | Chapters 4 & 6 <i>Ownership / Transferring and Recording Title to Real Estate</i> | June 10 or July 15 | June 26 or August 5 |
| | National 4 | Chapters 7 & 8 <i>Leasing Essentials / Land Use Planning and Control</i> | June 11 or July 16 | July 1 or August 6 |
| | National 5 | Chapters 9, 10 and 14 <i>Legal Descriptions / Fundamentals of Contract Law / Overview of Conveyance Contracts</i> | June 12 or July 17 | July 2 or August 7 |
| | National 6 | Chapters 11 & 12 <i>National Agency / Listing Agreements: An Overview</i> | June 17 or July 22 LS | July 3 or August 12 |
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| | | | Day Session 10:00 a.m. – 2:00 p.m. | Night Session 6:00 p.m. - 10:00 p.m. |
| New Student Entry Point | National 7 | Chapters 13 and 15 <i>General Brokerage Practices Real Estate Market Economics</i> | June 18 or July 23 LS | June 3 or July 8 |
| | National 8 | Chapters 16 and 18 <i>Appraising And Estimating Market Value Real Estate Investment</i> | June 19 or July 24 LS | June 4 or July 9 |
| | National 9 | Chapters 17 and 19 <i>Real Estate Finance Real Estate Taxation</i> | June 24 or July 30 | June 5 LS or July 10 |
| | National 10 | Chapters 20 & 21 <i>Professional Practices Closings</i> | June 25 or July 31 | June 10 or July 15 |
| | National 11 | Chapters 22 and 23 <i>Risk Management Property Management</i> | June 26 or August 5 | June 11 or July 16 |
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| New Student Entry Point | Va. Law 1 | Chapter 25 <i>Virginia Licensing Regulation</i> | July 1 or August 6 | June 12 or July 17 |
| | Va. Law 2 | Chapters 26 & 28 <i>Va. Brokerage Regulation & Disclosures \ Va. Sales Contracts</i> | July 2 or August 7 | June 17 or July 22 LS |
| | Va. Law 3 | Chapters 27 <i>Virginia Agency and Agency Disclosure</i> | July 3 or August 12 | June 18 or July 23 LS |
| | Va. Law 4 | Chapter 29 <i>Va. Fair Housing and Other Va. Laws</i> | July 8 or August 13 | June 19 or July 24 LS |