

Office of Regulatory Management
Economic Review Form

Agency name	Real Estate Board
Virginia Administrative Code (VAC) Chapter citation(s)	18 VAC 135-20
VAC Chapter title(s)	Virginia Real Estate Board Licensing Regulations
Action title	Periodic Review
Date this document prepared	July 21, 2023
Regulatory Stage (including Issuance of Guidance Documents)	Periodic Review

Cost Benefit Analysis

Complete Tables 1a and 1b for all regulatory actions. You do not need to complete Table 1c if the regulatory action is required by state statute or federal statute or regulation and leaves no discretion in its implementation.

Table 1a should provide analysis for the regulatory approach you are taking. Table 1b should provide analysis for the approach of leaving the current regulations intact (i.e., no further change is implemented). Table 1c should provide analysis for at least one alternative approach. You should not limit yourself to one alternative, however, and can add additional charts as needed.

Report both direct and indirect costs and benefits that can be monetized in Boxes 1 and 2. Report direct and indirect costs and benefits that cannot be monetized in Box 4. See the ORM Regulatory Economic Analysis Manual for additional guidance.

Impact on Local Partners

Use this chart to describe impacts on local partners. See Part 8 of the ORM Cost Impact Analysis Guidance for additional guidance.

Description of Impact on Local Partners

- There are no local partners impacted by the Real Estate Board. The State Corporation Commission is impacted by the Board's requirement that business entities be properly registered, including sole proprietors properly registering their Doing Business As/Fictitious Names, which in theory drives up the use of that registration.

Impacts on Families

Use this chart to describe impacts on families. See Part 8 of the ORM Cost Impact Analysis Guidance for additional guidance.

Description of Impact on Families

- The Real Estate Board has several direct impacts on the family. Whether through purchasing, selling, or renting real property, most families in Virginia will interact with a Real Estate licensee. The professional standards implemented and enforced by the Board ensure that families legal rights are protected throughout their dealing with real estate salespersons, brokers, and real estate firms. Additionally, the Board enforces certain Fair Housing standards, which ensure members of protected classes are afforded all of their legal rights. By licensing real estate salespersons and brokers, the Commonwealth better ensures that real estate transactions are conducted fairly, consistently, with consumer protections governing the disclosure of information and handling of money. Families that are subject to financial loss due to bad acts by their real estate agent are also able to recuperate their losses through access to the Real Estate Recovery Fund, administered by the Board.

Impacts on Small Businesses

Use this chart to describe impacts on small businesses. See Part 8 of the ORM Cost Impact Analysis Guidance for additional guidance.

Description of Impact on Small Businesses

- Many Real Estate Firms are small businesses. These licensed entities employ brokers and salespersons and the Board's rules ensure that financial transactions are handled in accordance with state law and with consumer protection as the chief goal. This creates a stable environment for real estate transactions, facilitating consumer trust and efficient services in the marketplace.

Changes to Number of Regulatory Requirements

Table 5: Regulatory Reduction

Not Available.