

BUSINESS REAL ESTATE (BRE)

BRE 99 Introduction to Real Estate Careers (3.0 Units)

Introduction to Real Estate Careers is the first course in the real estate series and designed for real estate students new to the program. Topics covered include: 21 different real estate careers (residential, commercial, public), goal setting for success, academic path and expectation, modern job skills required, equity in housing, ethics and legal compliance, résumé preparation, and interview readiness. Students will complete the class with a finished résumé and a personal career goal report. Course is open to anyone considering about a part-time or full-time real estate career in sales, mortgage financing, appraisal, escrow, tax assessor, investment, or corporate real estate. No Acceptable for elective credit by Department of Real Estate (DRE) for salesperson license.

Recommended Preparation: ENGL 101.0

Lecture Hours: 54.0

Transfer: Not transferable

BRE 100 Real Estate Principles (3.0 Units)

This course covers fundamental real estate subjects with a focus on specific vocabulary terms. It is designed to prepare students to pass the California real estate exam and is a suggested or required Topics include legal descriptions, title, encumbrances, agency, disclosures, contracts, property management, escrow, mortgage financing, financial institutions, appraisal, subdivisions and government controls, fair housing, taxation, licensing, and professional associations. Course is required for the California Department of Real Estate Salesperson license and is an elective for the Real Estate Broker's license.

Recommended Preparation: ENGL 101.0

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 101 Real Estate Practices (3.0 Units)

This course covers fundamental real estate subjects with a focus on specific vocabulary terms and is a complement to the Real Estate Principles course. Its design is twofold: preparing students to pass the California real estate exam, and learning practical techniques applicable to the real estate professional. It is a suggested Topics include marketing, agency, listing agreements, buyer representation, purchase agreements, online searches, technology tools, financing & mortgages, escrow, title insurance, taxation, investing, property management, fair housing laws including implicit bias, licensing, ethics, professional associations, and disclosures and advisories. Course is required for both the California Department of Real Estate Salesperson license and the Real Estate Broker's license.

Recommended Preparation: BET 100 ENGL 101.0

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 110 Legal Aspects of Real Estate I (3.0 Units)

This advanced course explores real estate law topics with a focus on legal case studies. It is designed to reinforce basic real estate concepts from Real Estate Principles and Real Estate Practice, and then present intermediate and advanced real estate law topics. It is a complement to the Business Law course. Topics include: real property nature, estates, and ownership; agency law, duties, and disclosures; contract law and real estate contracts; alternatives to litigation; title, escrow, alienation, and closing; real estate financing; land use controls; civil rights & fair housing laws; and landlord / tenant law. Course is acceptable for salesperson license elective and is required for broker's license by the California Department of Real Estate (DRE).

Prerequisite(s): BRE 100 BRE 101

Recommended Preparation: ENGL 101.0

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 120 Real Estate Appraisal (3.0 Units)

This advanced course explores the many aspects of real estate appraisals in depth. It is designed to reinforce basic real estate concepts from Real Estate Principles and Real Estate Practice, and then present intermediate and advanced real estate appraisal topics. Topics include: understanding value, the appraisal process, property description, appraisal math, data collection and analysis, site valuation, residential construction, three classic approaches to value (cost approach, sales comparison approach, income approach), the appraisal report including reconciliation & opinion of value, special interests, the appraisal profession, and financial institutions & regulations. Course is acceptable for salesperson license elective and is required for broker's license by the California Department of Real Estate (DRE).

Prerequisite(s): BRE 100 BRE 101

Recommended Preparation: ENGL 101.0

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 121 Advanced Real Estate Appraisal: Income Property (3.0 Units)

Special emphasis given to income properties, how to obtain significant data and relate to the subject property, the importance of thorough research, and the introduction of capitalization methods. This class is an elective for California Real Estate Broker's license.

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 125 Real Estate Investing (3.0 Units)

Real Estate Investing is an introductory course for the novice investor. Students will learn four investment phases of a selected property: evaluation/selection; acquisition/financing; stabilization/profitability; and disposition/reinvestment. Students will exercise logic skills to calculate mathematical formulas on financial worksheets such as purchase budget, income statement, and investment return metrics. A comprehensive report will be prepared which includes detailing the phases and correct worksheet calculations. This course is designed for the aspiring real estate investor who has the time available, capital (or resources), and commitment to secure their first transaction, structure their passive income stream, and begin building their wealth portfolio successfully. No Acceptable for elective credit by Department of Real Estate (DRE) for license.

Recommended Preparation: ENGL 101.0 and BET 100

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 126 Real Estate Finance (3.0 Units)

This advanced course offers a practical, applied study and analysis of real estate financial topics. It is designed to reinforce basic real estate concepts from Real Estate Principles and Real Estate Practice, and then present intermediate and advanced real estate finance subjects. Topics include: the SAFE Mortgage Licensing Act and federal regulation (TILA/RESPA/TRID); the real estate cycle; loan funding sources for the primary market; the secondary mortgage market and federal credit agencies; ethics, fraud, consumer protection, and fair lending; the loan process and finance instruments; conventional alternative, and seller financing; FHA and VA government loan programs; qualifying the borrower and the property; and state licensing requirements. Course is acceptable for salesperson license elective and is required for broker's license by the California Department of Real Estate (DRE).

Prerequisite(s): BRE 100 BRE 101

Recommended Preparation: ENGL 101.0

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 127 Real Estate Office Administration (3.0 Units)

This intermediate course offers a practical approach to real estate office management and explores factors for the successful operation of a real estate brokerage, including recruiting and hiring with equity, diversity, and fair employment. Designed for aspiring real estate brokerage owners, managers, and entrepreneurs. Topics include: leadership and management skills; communication; analyzing the business environment and market; business plan; structuring the organization, business systems, and finances; business policies and procedures; marketing and advertising; recruiting and staffing; professional development; coaching performance; critiquing operations; and managing risk. Course is an elective for both the California Department of Real Estate Salesperson license and the Real Estate Broker's license.

Recommended Preparation: ENGL 101.0 BRE 100 BRE 101

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 138 Cooperative Education Business Real Estate (1-8 Units)

Cooperative Education is a key element of Victor Valley College's comprehensive approach to career development. Cooperative Education is a 16-, 12-, or 8-week course that enables students to receive college credit for paid or unpaid work opportunities. This course helps students gain valuable on-the-job work experience while providing practical education, best practices in professional development, and academic guidance through the course of their work opportunity. The combination of practical experience and curricular development empowers students to be more competitive, efficient and valuable employees upon completion of this program and/or their academic program trajectory. The course is ideal for students who are cross-training at their current worksite for upward mobility or seeking career changes, as well as those looking for entry-level occupational training through work-based learning experiences such as through an internship. Cooperative Education transforms community businesses, industries, and public agencies into expanded educational training laboratories. Credit is awarded on the basis of learning objectives completed and the number of hours the student trains. Students must create/complete new learning objectives each semester they enroll. Students may utilize their present work sites. More details are available in the Cooperative Education Office, (760) 245-4271, ext. 2281. The office, located in the Academic Commons, is open Monday-Thursday, 8:00 a.m.-1:00 p.m., 2:00-6:00 p.m., and by appointment.

Transfer: Transfers to CSU only

BRE 139 Real Estate Economics (3.0 Units)

This intermediate course offers a practical approach to real estate economics and studies the economic aspects that impact real estate values and land use. Designed for aspiring real estate career professionals, finance, and business students. Complements Micro Economics and Macro Economics courses. Topics include: economic principles, cycles, theories, measurements, and development; money and financing; cities and suburbs: origins, growth, and problems; government regulations and taxes; housing and nontraditional housing; farms, land, and nonresidential real estate; planning and land control, and fair housing regulations. Course is an elective for both the California Department of Real Estate Salesperson license and the Real Estate Broker's license.

Recommended Preparation: ENGL 101.0 BRE 100 BRE 101

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 140 Real Property Management (3.0 Units)

This intermediate course offers a professional approach to the principles and practices of managing income properties. Designed for property managers, real estate investors, and aspiring real estate career professionals. Topics include: property management plan; lease types & clauses; residential, retail, office, & industrial properties; liability & risk management; security & digital safety; maintenance & energy conservation; accounting, records, & controls; marketing, promotion, & advertising; fair housing & ethics; and tenant relations & office operations. Course is an elective for both the California Department of Real Estate Salesperson license and the Real Estate Broker's license.

Recommended Preparation: ENGL 101.0 BRE 100 BRE 101

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 142 Real Estate Marketing (3.0 Units)

This intermediate course offers a professional approach to the principles and practices of real estate marketing. Designed for current and aspiring real estate career professionals. Topics include: marketing concepts; market research; data analysis; client motivation; target marketing; technology, online marketing, and social media; the four P's of marketing; the marketing plan; ethics and real estate professionalism; understanding your clients; and personal selling.

Recommended Preparation: ENGL 101.0 BRE 100 BRE 101 BET 100

Lecture Hours: 54.0

Transfer: Transfers to CSU only