

BUSINESS REAL ESTATE

The Business Real Estate Program is designed to provide the student with the comprehensive knowledge needed to enter or invest in the real estate industry. A progressively challenging course curriculum begins with learning the vocabulary terms in both the principles and practices courses. Completing both of these state-mandated courses will help prepare students for real estate salesperson and broker license exams.

Students seeking to progress to a real estate broker's license can select from an array of robust **Real Estate electives** at Victor Valley College, include Finance, Law, Appraisal, Economics, Marketing, Office Administration, and Property Management courses. Prospective real estate investors, community members, and those desiring career employment in various real estate professions are welcome to enroll in one or more courses to supplement their career path.

Victor Valley College offers an Associate of Science (<https://catalog.vvc.edu/degrees-certificates/business-real-estate/real-estate-business-as/>) (**A.S.**) **degree** in Business Real Estate. Also, the two certificate programs provide structured approaches to the coursework. The **9-unit Certificate** includes the three courses and electives necessary to take the state's Real Estate Salesperson's examination, while the **18-unit Certificate** is designed to lead to the complementary A.S. degree. Courses are offered in convenient formats, including an evening schedule for face-to-face classes, online, and remote learning.

Real estate professionals fulfill needed services in the local community and can take advantage of many career benefits. Students may choose sales careers because of the time freedom, flexible schedule, and unlimited earning potential. The real estate industry contributes positively to the U.S. economy and offers many income opportunities for professionals. Besides sales, real estate agents and brokers can also manage or develop a property, working in either the residential or commercial property sectors. Victor Valley courses help prepare students to meet the career demand in the local marketplace.

While land ownership is a tenet of the American Dream, a home fulfills the basic need for shelter, and homeownership can help families build generational wealth. The sale or purchase of a home (or other real property) is often the single largest business transaction for most people. Consequently, they often seek the professional opinions and assistance of real estate salespersons, brokers, and appraisers. These professionals are familiar with the various forms of financing available in any given market. Real estate professionals keep abreast of their county or city planners' actions and become familiar with the zoning laws, tax laws, and real estate contract laws to serve their clients better.

Opportunities abound in the finance, real estate, insurance, rental, and leasing industry, which added the most value to the gross domestic product (GDP) in the U.S. economy. (Reference: statista (<https://www.statista.com/statistics/247991/value-added-to-the-us-gdp-by-industry/>)). The Occupational Outlook from the U.S. Bureau of Labor Statistics predicts strong future demand for real estate agents and brokers based on market trends. (Reference: US Bureau of Labor Statistics - Occupational Outlook Handbook (<https://www.bls.gov/ooh/sales/real-estate-brokers-and-sales-agents.htm>)).

Career Opportunities

Real Estate Careers that require formal education and/or licensing include: Real Estate salesperson/broker (residential), real estate salesperson/broker (commercial), real estate brokerage owner,

the property manager (residential), asset manager/leasing agent (commercial), real estate assistant, transaction coordinator (TC), mortgage lender/loan broker, appraiser, and HOA community manager.

Other real estate professional careers include corporate employee, escrow officer/rep, home inspector, inside sales agent (ISA), investor, mortgage lender (mortgage banker or mortgage broker), natural hazard disclosure rep, property tax assessor (county), settlement agent, title officer/rep, and resident manager.

Real estate related industries include: Attorney (specializing in real estate), marketing / social media, photography / aerial drones, construction / building & repairs, staging / interior design, architecture / building design, urban planning & design and property cleaning/maintenance.

Faculty

Pierce Brown, Regina

Transfer

Not usually a transfer major. Many Business Escrow and Business Real Estate courses transfer as electives or fulfill subject credit requirements. Students in this program often choose to pursue a bachelor's degree in Business Administration. See **Business Administration 2.0, AS-T** for transfer requirements.

Programs of Study

- Real Estate Business, AS (<https://catalog.vvc.edu/degrees-certificates/business-real-estate/real-estate-business-as/>)
- Real Estate Career Professional Certificate of Achievement (<https://catalog.vvc.edu/degrees-certificates/business-real-estate/real-estate-career-professional-ca/>)
- Real Estate Management Professional Certificate of Achievement (<https://catalog.vvc.edu/degrees-certificates/business-real-estate/real-estate-management-professional-ca/>)
- Real Estate Sales Professional Certificate of Achievement (<https://catalog.vvc.edu/degrees-certificates/business-real-estate/real-estate-sales-professional-ca/>)

Program Learning Outcomes

Program Learning Outcomes (PLOs) are statements of the kind of learning a program hopes a student will achieve. The PLOs describe the knowledge, skills, problem-solving, communication and values that apply to all certificates and/or degrees within that program.

Upon completion of this program, students should be able to:

- Identify and effectively communicate real estate concepts, demonstrating a breadth of knowledge regarding principles and practice of real estate, legal compliance, financing structures, valuation methods, investing, economics, property management, administration, escrow, computer applications, and marketing strategies.

Business Real Estate Courses

BRE 010 Real Estate Career Exploration (0.0 Units)

Students will explore the many real estate industry fields and discover a prospective career path as a real estate professional.

Lecture Hours: 18.0

Transfer: Not transferable

BRE 020 Real Estate Office Assistant (0.0 Units)

Students learn how to start their real estate career as an administrative assistant, working for a broker or seasoned agent in a top producing real estate office.

Lecture Hours: 18.0

Transfer: Not transferable

BRE 025 Real Estate Transaction Coordinator (0.0 Units)

Students learn how to start their real estate career as a transaction coordinator, working for a broker or seasoned agent in a top producing real estate office.

Lecture Hours: 18.0

Transfer: Not transferable

BRE 030 Notary Public Examination Preparation (0.0 Units)

One-day (8-hour) educational course preparing for Notary Public exam as required by California Secretary of State, plus state exam afterward.

Lecture Hours: 9.0

Transfer: Not transferable

BRE 031 Mobile Notary Public Career (0.0 Units)

One-day educational course preparing a Notary Public to become a mobile notary. Students will learn how to complete traveling assignments, including supplies, automobile, professional organizations, marketing, budgeting, and profitability. Additional source of notary income will also be covered.

Lecture Hours: 18.0

Transfer: Not transferable

BRE 032 Notary Loan Signing Agent (0.0 Units)

Two-day educational course preparing a Notary Public to become a loan document signing agent. Students will learn how to identify, print, and return real estate mortgage loan documents, including notarization that adheres to legal compliance. Also covers: obtaining loan signing business, preparing with equipment, collecting fees, bookkeeping, and profitability.

Lecture Hours: 18.0

Transfer: Not transferable

BRE 045 Real Estate Investor Start-Up (0.0 Units)

Introduction to earning income as a real estate investor and steps required to get started.

Lecture Hours: 18.0

Transfer: Not transferable

BRE 050 Real Estate Estate Examination^{1/2}preparation (0.0 Units)

Review of the California real estate exam prepares students to pass the state exam on the first attempt, for either salesperson or broker's license.

Lecture Hours: 18.0

Transfer: Not transferable

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. Competency in college-level English is strongly recommended. 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 prerequisite for real estate elective courses. 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. CSU

Recommended Preparation: ENGL 101.0

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 101 Real Estate Practice (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 prerequisite for real estate elective courses. 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, implicit bias, licensing, ethics, professional associations, disclosures and advisories.

The fair housing component includes implicit bias and a participatory interactive component required per SB 1495. 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). CSU

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). CSU

Prerequisite(s): BRE 100 BRE 101

Recommended Preparation: ENGL 101.0

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 prerequisites; however, a basic understanding of real estate and competence in college-level mathematics is strongly recommended. Acceptable for elective credit by Department of Real Estate (DRE) for license. CSU

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). CSU

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. CSU

Recommended Preparation: ENGL 101.0 BRE 100 BRE 101

Lecture Hours: 54.0

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. CSU

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. CSU 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. CSU

Recommended Preparation: ENGL 101.0 BRE 100 BRE 101 BET 100

Lecture Hours: 54.0

Transfer: Transfers to CSU only

BRE 149 Independent Study (3.0 Units)

Assigned projects involving research, laboratory work, or directed study for selected students who are interested in furthering their knowledge of real estate on an independent study basis. For each unit earned, students are required to devote three hours per week throughout the semester. Enrollment limited to those who meet independent study criteria. Prior to registration, a contract must be prepared. See instructor for details.

Lecture Hours: 54.0

Transfer: Transfers to CSU only