



Victory Realty & Finance Academy

Licensed Real Estate School ZH1002491

Weekly Live Sessions at: Miramar Library & Education Center

Phone- (754) 234-8428

www.victoryrfa.com

Course Title: Florida Real Estate Salesperson Course (63 Hours)

Instructor: Vincent Burnett "Professor V" (victoryrfa@gmail.com)

Course Description:

This 63-hour Florida Real Estate Salesperson course offers comprehensive education and training for individuals aspiring to become licensed real estate salespersons in the state of Florida. The course covers essential topics preparing students for success in the real estate profession.

Course Objectives:

- Understand fundamental principles of real estate.
- Comprehend legal and ethical considerations in real estate transactions.
- Gain proficiency in real estate practices, including property valuation, contracts, and financing.
- Familiarize oneself with the laws and regulations governing real estate transactions in Florida.
- Prepare for the Florida Real Estate Sales Associate Examination.

Instructor Expectations:

- Students are expected to read the assigned textbook and watch the course YouTube videos available on the school webpage at [Victory Realty & Finance Academy - 63hr Videos](#).
- Practice exams and additional exam prep materials can be purchased at [VRFA Exam Prep](#). Students are encouraged to read the textbook and take practice exams prior to each live or Zoom class session.
- Live sessions will be held at Miramar Library Education Center, 2050 Civic Center Pl, Miramar, FL 33025, every Wednesday 4-8 pm, and Sunday Zoom sessions 4-8 pm.
- Students are encouraged to apply as soon as possible for licensure prior to course completion at [Florida DBPR License Application](#). Fingerprints can be obtained at <https://www.identogo.com/>
- Once deemed "test eligible" by DBPR, students can schedule their state exam online at a testing center facilitated by Pearson VUE, [Pearson VUE Florida Real Estate](#). Telephone 888-204-6230.
- Students must have in their possession the VRFA study manual, available at [VRFA 63-Hour Study Manual Highlights](#) for every class session, whether live or Zoom.
- Practice final exams and course PDF downloads can be found at [VRFA Real Estate PDF Downloads](#).
- Upon payment and registration, students must download and submit the course application form via email or SMS messaging. The application form is located at [VRFA Classroom School Registration](#).

72 Hour Broker Prelicensing Course * 63 Hour Real Estate Associate Course* 60 Broker Post Licensng * 45 Hour RE Post Licenng * 14 Hour CE (3 hrLaw)* Private Real Estate Industry Training * Homeownership Education * Commercial Property Tax Abatement

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Course Outline:

- Chapter 1: The Real Estate Business **1/100**
- Chapter 2: License Law and Qualifications for Licensure **6/100**
- Chapter 3: Real Estate License Law and Commission Rules **2/100**
- Chapter 4: Authorized Relationships: Duties and Disclosures **7/100**
- Chapter 5: Real Estate Brokerage Activities and Procedures **12/100**
- Chapter 6: Violations of License Law **2/100**
- Chapter 7: Federal and State Laws Pertaining to Real Estate **4/100**
- Chapter 8: Property Rights: Estates Tenancies, Condominiums, Coops, Time-Sharing **8/100**
- Chapter 9: Title, Deeds, and Ownership Restrictions **7/100**
- Chapter 10: Legal Descriptions **5/100**
- Chapter 11: Real Estate Contracts **12/100**
- Chapter 12: Real Estate Finance **9/100**
- Chapter 13: Types of Mortgages and Sources of Financing **4/100**
- Chapter 14: Real Estate-Related Computations and Closing of Transactions **6/100**
- Chapter 15: The Real Estate Market and Analysis **1/100**
- Chapter 16: Real Estate Appraisal **8/100**
- Chapter 17: Real Estate Investments and Business Opportunity Brokerage **2/100**
- Chapter 18: Taxes Affecting Real Estate **3/100**
- Chapter 19: Planning, Zoning, and Environmental Hazards **1/100**

State Exam Information:

- The state exam is a 100-question multiple choice test. A passing score is 75 out of 100.
- Students have an unlimited number of attempts to pass within their eligible testing period.

Additional Resources:

- YouTube course videos: [Victory Realty & Finance Academy - 63hr Videos](#)
- Exam prep materials: [VRFA Exam Prep](#)

Note: This syllabus is subject to adjustment based on the pace- needs of the class, as well as any updates to real estate laws/regulations in Florida.

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