



# Victory Realty & Finance Academy

**Licensed Real Estate School ZH1002491**

*Weekly Live Sessions at: Miramar Library & Education Center*

**Phone- (754) 234-8428**

**[www.victoryrfa.com](http://www.victoryrfa.com)**

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**Course Title: Florida Real Estate Broker Course (72 Hours)**

**Instructor: Vincent Burnett "Professor V" ([victoryrfa@gmail.com](mailto:victoryrfa@gmail.com))**

## **Course Description:**

This 72-hour Florida Real Estate Broker course is designed to provide comprehensive education and training for individuals aspiring to become licensed real estate brokers in the state of Florida. The course covers advanced topics in the real estate profession. using the textbook: "Florida Real Estate Broker's Guide" by Linda Crawford.

## **Course Objectives:**

- Understand the role and responsibilities of a real estate broker in Florida.
- Comprehend advanced principles of real estate brokerage operations, law, and ethics.
- Gain proficiency in real estate finance, investment analysis, property management, and appraisal.
- Prepare for the Florida Real Estate Broker 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 - 72hr 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 or at a testing center facilitated by Pearson VUE, the state exam administrator. Telephone 888-204-6230.
- Students must have in their possession the VRFA study manual, available at [VRFA Study Manual](#) 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](#).

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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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## Part 1: Getting Started in the Real Estate Business (Chapters 1-5; 43 questions)

- Chapter 1: Becoming a Licensed Real Estate Broker
- Chapter 2: Opening a Real Estate Office
- Chapter 3: Owning, Managing, and Supervising a Real Estate Office
- Chapter 4: Escrow Management
- Chapter 5: Office Inspections and the Disciplinary Process

## Part 2: Valuing Real Property (Chapters 6-9; 9 questions)

- Chapter 6: Overview of Real Estate Valuation
- Chapter 7: Sales Comparison, Cost-Depreciation, and Income Approaches Chapter 8: Comparative Market Analysis
- Chapter 9: Basic Business Appraisal

## Part 3: Listing and Selling Real Property (Chapters 10-14; 38 questions)

- Chapter 10: Brokerage Relationships
- Chapter 11: Contracts
- Chapter 12: Financing Real Estate
- Chapter 13: Closing Real Estate Transactions
- Chapter 14: Federal Income Tax Laws Affecting Real Estate

## Part 4: Specialties (Chapters 15-19; 12 questions)

- Chapter 15: Investment Real Estate (8)
- Chapter 16: Zoning and Planning, Subdividing of Land, and Special Issues (1)
- Chapter 17: Environmental Concerns Affecting Real Estate Transactions (1)
- Chapter 18: Property Management (1)
- Chapter 19: Real Estate Market (1)

## Additional Resources:

- YouTube course videos: [Victory Realty & Finance Academy - 72hr Videos](#)
- Exam prep materials: [VRFA Exam Prep](#)
- For online commercial and industry training, students are encouraged to visit [VRFA Online Courses](#).

*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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