

PDP Courses – Search Export

Search criteria Course Type: PDP Accredited External Vendor Course

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Accounting Basics for Business Brokers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Accounting Basics for Business Brokers is recommended for new brokers without accounting experience. The business broker will learn about key accounting principles that will help to analyze and recast financial statements as well as get an introduction to the basics of recasting, a key business brokerage skill. A brief introduction to comparative ratios will also be included. Participants, with assistance of engaged practice in various exercises, will leave this workshop with a clearer understanding of accounting and how it ties into their new profession.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME International Business Brokers Association - Canada

LENGTH OF COURSE 8 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR <http://www.ibbacanada.com/>

WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

Commercial Real Estate Negotiations

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learn and apply the CCIM Internet-based Negotiations Model to your most challenging transactions. Learn new, proven strategies to client acceptance that will get you out of the “high/low game” and other tactics that can derail a successful transaction.

Internet-based negotiation is a 3-step process that brings discipline to your negotiation strategies. It involves identifying:

1. What parties are involved in the negotiation, and what are they seeking?
2. What can we do to get the other parties what they need, so that we can satisfy our clients' needs?
3. What happens if there is no agreement?

Through an interactive case study format and role play, you will learn to:

- Satisfy the interests of parties involved in the negotiation (without sacrificing your clients)
- Develop strategies for identifying and addressing challenges in a principled, transparent manner
- Maintain a collaborative approach to negotiations
- Effectively communicate the consequences of not reaching an agreement

This course satisfies the CCIM's 8-hour negotiation education requirement in earning the CCIM designation.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME CCIM Institute

LENGTH OF COURSE 9 hrs

PDP CREDITS 6

DELIVERY MODE Face to Face

INSTRUCTORS TBA

ADDITIONAL INFO Contact your member board for more information

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

CPD 109 Lease Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is intended to explore the principles and techniques of commercial and residential lease analysis. It assumes no particular background for the reader, other than an interest in commercial real estate and a desire to learn. After reading the course materials, the reader will have a good basic knowledge of lease analysis theory and its practices. Lesson 1 explains the types of tenure, lease clauses, lease definitions, and provides an overview of commercial tenancy law. Lesson 2 expands on the mathematics of lease analysis as well as reviewing several standard leases.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME Real Estate Division - Sauder School of Business

LENGTH OF COURSE 8 hour webinar (2 Days)

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO

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MORE INFO

Financial Analysis for Commercial Investment Real Estate

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide participants with a thorough understanding of financial analysis tools, concepts and calculations. It provides them with the foundation they will need to take subsequent CCIM courses. Topics covered include: investment fundamentals; cash flow model; time value of money; finance; appraisal; investment value.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	CCIM Institute
LENGTH OF COURSE	4 Days
PDP CREDITS	9 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
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FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Introduction to Business Brokerage

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course highlights the business broker's role and responsibilities, as well as a step-by-step process for business brokerage success is examined. As you learn about each phase of the business brokerage process and the associated steps and tasks involved, you will be engaged in a variety of exercises that allow you to practice using brokerage skills. You will leave with a clear process to follow, and samples to help you get started.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	International Business Brokers Association - Canada
LENGTH OF COURSE	8 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
REGISTER WITH EXTERNAL VENDOR	
WATCH VIDEO	
MORE INFO	

Introduction to Commercial Investment Real Estate Analysis

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Tax considerations play a major role in commercial real estate transactions. Many licensees are either uninformed or misinformed regarding tax issues related to commercial real estate investment properties such as apartment buildings, industrial buildings and small retail properties. This course introduces licensees to basic tax legislation (PTT, HST and Income Tax) and After Tax Discounted Cash Flow Analysis. Licensees will become more aware of the complexities of tax issues and how to counsel their clients.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	CCIM Institute
LENGTH OF COURSE	2 Days
PDP CREDITS	9 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
REGISTER WITH EXTERNAL VENDOR	
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Introduction to Commercial Leasing

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The importance of commercial leasing to the real estate profession cannot be overstated as it can be a very profitable activity for licensees. This course provides preliminary knowledge to prepare licensees to assist clients with commercial leasing transactions for commercial properties such as warehouses, offices, shops, industrial units, and small businesses. A great first exposure for most residential REALTORS® to commercial leases, the commercial leasing process and the MLS® commercial leasing forms.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	Real Estate Board of Greater Vancouver
LENGTH OF COURSE	6 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
REGISTER WITH EXTERNAL VENDOR	
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MORE INFO	

Introduction to Commercial Real Estate Investment Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Many licensees expand their practice by helping existing clientele buy and sell commercial investment properties such as apartment buildings, industrial buildings, and small retail properties. This course introduces real estate practitioners to the fundamental knowledge of commercial real estate investment.

It provides basic financial analysis skills to analyze commercial real estate investment opportunities. Learners will walk away from the class with hands-on experience in investment analysis using mobile real estate investment analysis Apps.

The calculation exercises are designed to consolidate understanding of both the terminology and the analysis process as well as develop skills utilizing a spreadsheet or App for commercial real estate financial analysis.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	Real Estate Board of Greater Vancouver
LENGTH OF COURSE	6 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	Face-to-Face
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
REGISTER WITH EXTERNAL VENDOR	http://www.rebgv.org
WATCH VIDEO	
MORE INFO	

Introduction to Listing & Selling Commercial Development Sites

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course will introduce licensees to the basics of the development process: zoning/rezoning and development permits. Using a case study, the licensee will learn the required steps when working with a commercial development site and will be able to recognize the major issues regarding listing and selling commercial development sites. Upon successful completion, participants should be able to: explain the commercial development process; explain valuation of commercial development sites; recognize major issues regarding listing and selling of commercial development sites; prepare MLS® listing documentation; and prepare an enforceable contract including appropriate clauses to protect both the buyer and the seller.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	Real Estate Board of Greater Vancouver
LENGTH OF COURSE	6 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
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Introduction to Listing & Selling Commercial Investment Property

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course will have licensees examine the listing and selling process of commercial investment properties by working through two case studies: one listing a commercial investment property and the second selling a commercial investment property. Upon successful completion of the course, participants should be able to identify, obtain and verify required listing information; properly complete MLS® listing documentation; identify, obtain and verify information required when selling commercial investment property; explain and use the Contract of Purchase and Sale for Commercial Real Estate; and explain and support the due diligence process for Commercial investment property transactions.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	Real Estate Board of Greater Vancouver
LENGTH OF COURSE	6 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
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Introduction to Pricing Small Businesses

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course provides an overview of three approaches to valuation:

- 1) the Income Approach
- 2) the Asset Approach
- 3) the Market Approach

Participants are introduced to the term “most probable selling price,” (MPSP), central to the goal of the course. Additional content in this course will include a revisit to recasting, where participants are asked to complete three exercises on the basis of information they are provided regarding a business called “Rejected Electronics, Inc.” (REI). REI will also be the source of information for two other exercises using market data from databases. A brief review of statistics will be included as a refresher.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	International Business Brokers Association - Canada
LENGTH OF COURSE	8 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
REGISTER WITH EXTERNAL VENDOR	http://www.ibbacanada.com/
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Introduction to Pricing Small Businesses Level 2

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course highlights the methods for application of the other two valuation approaches:

- 1) the Income Approach, and
- 2) the Asset Approach.

A brief review of the DMDM follows the main discussion. The course then requires participants to apply various methods to find the most probable selling price (MPSP) of "Rejected Electronics, Inc."

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	International Business Brokers Association - Canada
LENGTH OF COURSE	8 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
REGISTER WITH EXTERNAL VENDOR	http://www.ibbacanada.com/
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Introduction to Taxation & Analysis of Commercial Investment Property

PDP ACCREDITED EXTERNAL VENDOR COURSE

Tax considerations play a major role in commercial real estate transactions. Many licensees are either uninformed or misinformed regarding tax issues related to commercial real estate investment properties such as apartment buildings, industrial buildings and small retail properties. This course introduces licensees to basic tax legislation (PTT, HST and Income Tax) and After Tax Discounted Cash Flow Analysis. Licensees will become more aware of the complexities of tax issues and how to counsel their clients.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	Real Estate Board of Greater Vancouver
LENGTH OF COURSE	6 hours
PDP CREDITS	6 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
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Investment Analysis for Commercial Investment Real Estate (CI 104)

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course is designed to provide participants with a thorough understanding of the life cycle of a real estate investment. Topics covered include: investment objectives; ownership entities; financing; investment valuation; risk analysis; asset management; taxation; disposition alternatives; and a series of case studies.

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	CCIM Institute
LENGTH OF COURSE	4 Days
PDP CREDITS	9 PDP Credits
DELIVERY MODE	TBA
INSTRUCTORS	TBA
ADDITIONAL INFO	Contact your member board for more information
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Managing Transactions

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course provides an overview of a transaction, including events that occur from the time an offer is written and presented until the transaction closes with a brief review of how the offer initially got to the table. Major topics include: preparing and presenting an offer, managing offer and counter-offer negotiations, managing an offer after it is signed both ways, managing a closing, and following up with all parties after the transaction. Participants are introduced to various formats for presenting an offer, and they learn how to decide which one to use. They are presented with sample contingencies, conditions, seller obligations, and lease/landlord issues that could likely be encountered as a broker.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 8 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO International Business Brokers Association
www.ibbacanada.org

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Market Analysis for Commercial Investment Real Estate

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course is designed to provide participants with a thorough understanding of market analysis tools, concepts and calculations. It builds on the foundation required for subsequent CCIM courses. Topics covered include: the aggregate market; market research; forecasting demand; supply factors; supply and demand dynamics; gap analysis; disaggregation; location and site feasibility; modeling different property types; financial feasibility; as well as a case study.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 4 Days

PDP CREDITS 9 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR

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MORE INFO

Micro Foundations of Real Estate Economics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course introduces the basic principles of microeconomics and applies these concepts to current real estate issues. Topics covered include opportunity costs, supply and demand, elasticity, market equilibrium, efficiency and equity, the role of the government, consumer choice, externalities, imperfect competition, and monopolies. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Mathematics

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course introduces the techniques of investment and statistical analysis in a real estate context. Topics include: statistical techniques, cash flow analysis, discounting, compounding, and the mathematics of real estate finance and investment analysis. There is also a brief overview of graphing and surveying.

*Please note: a personal computer with spreadsheet software is required for the course projects, a Hewlett Packard (HP) 10B II calculator must be brought to the first class.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE TBA

PDP CREDITS TBA

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604-323-5409 Email: jneulsolangara.bc.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Understanding Financials

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Understanding Financials is offered to participants who have limited experience and/or confidence in their knowledge of the accounting area. To be able to comprehend IBBA's Recasting Course (IBBA 210), participants should have a good knowledge of the basic accounting terms and principles. This course offers accounting concepts that are described from first principles and should give participants a good grasp of where the numbers come from that go into financial statements.

Participants will use the knowledge gained from this course to increase their professionalism in understanding accounting principles and financial statements, including both the income statement and the balance sheet. It will help them when dealing with clients, accountants, and other business professionals.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO International Business Brokers Association
www.ibbacanada.org

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Urban and Real Estate Economics

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course introduces the techniques of investment and statistical analysis in a real estate context. Topics include: statistical techniques, cash flow analysis, discounting, compounding, and the mathematics of real estate finance and investment analysis. There is also a brief overview of graphing and surveying. A personal computer with spreadsheet software is required. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal Institute of Canada-BC Chapter. Please refer to website for more information: www.realestate.ubc.ca/AIC

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

User Decision Analysis for Commercial Investment Real Estate

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide participants with a thorough understanding of the leasing process. Topics covered include: transaction management and the user decision process; common lease terminology; comparing commercial spaces and leases; valuing leases; comparing leasing and owning alternatives; alternative user decisions; and a series of case studies.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE TBA

PDP CREDITS

DELIVERY MODE

INSTRUCTORS TBA

ADDITIONAL INFO

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WATCH VIDEO

MORE INFO

Advanced Market Analysis for Commercial Real Estate

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course teaches market timing by showing where the economy is positioned in the current business cycle. Participants will identify the indicators showing where the economy is next headed and how long it will take to get there.

Knowing the economic cycle will allow learners to forecast future demand for property types in their specific market area. Using sophisticated market analysis tools, including STDBonline, this course will explore markets, submarkets, and sites to identify the best locations for specific types of properties.

8 hours instruction + 30 minute exam

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 1 Day

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Certified Commercial Investment Member (CCIM) www.ccim.com Please contact CCIM or your local real estate board for more information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Business Enterprise Valuation

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course explores the reasons that business valuations are required and the basic principles of business valuations, including accounting fundamentals. The materials and case studies emphasize both asset-based and earnings/cash-flow based valuations. The liquidation method is analyzed as well as valuation approaches applicable to going-concern businesses, including goodwill.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 2 Webinars

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

Commercial Property Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers the underlying theory and techniques used in the design, construction, and inspection of commercial properties. The course will examine office, retail, apartment, commercial, and agricultural properties, as well as environmental issues and space measurement. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Critical Analysis and Forecasting in Real Estate

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course develops the real estate professional's capacity to offer high-level advisory services. With a focus on critical analysis, the course will delve into two quantitative decision making methodologies: decision analysis and forecasting. These methodologies will be explored through a problem solving framework. Textbooks sold separately; requires the use of a personal computer and statistical software (software sold separately). (Prerequisite BUSI 121; Recommend BUSI 330 and 344 or 444) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Green Value - Valuing Sustainable Commercial Buildings

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course explores how contemporary environmental issues impact real estate decision-making. It describes architectural design and building construction practices that contribute to a building's "green-ness," international standards for rating green buildings, the business case for green building investments, and whether or not green features add to real estate's market value.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 1 webinar

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal Institute of Canada-BC Chapter. Please refer to website for more information: www.realestate.ubc.ca/AIC

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Hotel Valuation

PDP ACCREDITED EXTERNAL VENDOR
COURSE

These lessons introduce hotel appraisal, examining the reliability of each of the three approaches to value and the supply and demand factors which affect a hotel's income producing potential. The second lesson provides a practical demonstration of hotel valuation, focusing on the identification and analysis of relevant market factors, and the application of the income approach (discounted cash flow) and direct comparison approach.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 1 webinar

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Introduction to Brownfield Redevelopment

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This introductory course will give participants from all backgrounds an overview of brownfields and brownfield redevelopment. It will examine brownfields, both locally and globally and illustrate the components, stakeholders and framework required in order for a project to be a success. Where appropriate, case studies of local projects will be used in the course.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 8 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO British Columbia Institute of Technology
www.bcit.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

It's a Whole New Business - Creating and Sponsoring Real Estate Investment Groups

PDP ACCREDITED EXTERNAL VENDOR COURSE

Investors frustrated with the stock market are looking for asset strategies they can believe in. While the single-family investment game is over, the group investment business presents new opportunities in a new economy.

This comprehensive workshop provides an overview on how to establish real estate investment groups, including security rules you need to know, entity structures you will use, how to draft offering documents, steps to take in creating your own group, avoiding the mistakes of other sponsors, and investment analysis presentation.

Each registrant will receive a copy of "It's a Whole New Business," by Mr. Gene Trowbridge. The book contains comprehensive samples of two complete private-placement memorandums, one for a specific property and one for a blind pool and a Sample Tenant In Common agreement.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 1 Day

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Certified Commercial Investment Member (CCIM) www.ccim.com Please contact CCIM or your local real estate board for more information.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Land Development and the Real Estate Market of Brownfield Redevelopments

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This third course in a series of five will enable participants to examine the topics of land development and real estate sales and marketing in the context of brownfield redevelopment.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 2 Full Days

PDP CREDITS 9 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO British Columbia Institute of Technology
www.bcit.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Legal and Finance for Brownfield Redevelopment

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This fourth course in a series of five will enable participants to explore the legal and financial issues surrounding brownfield redevelopment projects. Case study examples and course resources focus on liability and risk assessment in addition to funding sources, and financing options, working with lenders and current incentives for redevelopment.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 2 Full Days

PDP CREDITS 9 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO British Columbia Institute of Technology
www.bcit.ca

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MORE INFO

Managing the Due-Diligence Process

PDP ACCREDITED EXTERNAL VENDOR COURSE

Managing the Due-Diligence Process details the informal and formal step-by-step process that business brokers/intermediaries use to facilitate buyer's due diligence. A brief section on "due diligence" that the broker conducts on the buyer and vice versa is also included. Participants will leave with a clear process to follow for buyer due-diligence, and some example checklists to help them get started. The course aims to increase broker/intermediary's efficiency by the early uncovering of problems with potential clients and deals, and to develop a buyer due-diligence process that will increase the percentage of closed transactions.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO International Business Brokers Association
www.ibbacanada.org

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WATCH VIDEO

MORE INFO

Mult-Family Property Valuation

PDP ACCREDITED EXTERNAL VENDOR
COURSE

These two lessons offer an overview of the inspection and valuation of multi-family properties. The first lesson discusses physical requirements, methods of construction, and physical defects commonly found in multifamily buildings. The second lesson applies the various approaches to value to these properties. Practical case studies are used throughout to help emphasize valuation methods and considerations.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 1 webinar

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

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WATCH VIDEO

MORE INFO

Office Property Valuation

PDP ACCREDITED EXTERNAL VENDOR
COURSE

These two lessons introduce students to the theory and methods used in the inspection and appraisal of office properties. The first lesson offers an overview of how the physical aspects of office properties influence their value, examining construction types, physical requirements, and methods of construction, with special regard to factors governing layout and functional requirements. The second lesson introduces appraisal concepts and techniques specific to multi-tenanted office projects. The use and application of the discounted cash flow (DCF) and direct capitalization methods of valuation are covered through the use of a sample case study.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 1 webinar

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

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EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Planning and Environment (Sustainability)

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This second course in a series of five will give participants from all backgrounds an introduction to the planning and environmental issues related to brownfield redevelopment. Planning is explored at the local, regional and provincial levels with a focus on sustainability initiatives and the current political context.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 6 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO British Columbia Institute of Technology
www.bcit.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Finance in a Canadian Context

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The supply of and demand for mortgage funds in the Canadian mortgage market is examined. Students will apply the principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing, and creative real estate financing methods. Students will learn the evolution of financing techniques in light of both the inherent risks in mortgage lending and the external influences of inflation and government policy. (Prerequisite BUSI 121)

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Investment Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers valuation techniques for income-producing real estate, including the income method of appraisal, tax consequences of real property ownership, and portfolio analysis methodology.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604-323-5409 Email: jneulsolangara.bc.ca

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EXTERNAL VENDOR**

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MORE INFO

Seniors Facilities Valuation

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course examines the valuation of seniors' housing and health care facilities. The lesson offers an overview of the specialized data and specific techniques needed in valuing this specialized property type.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 1 webinar

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal
Institute of Canada-BC Chapter. Please
refer to website for more information:
www.realestate.ubc.ca/AIC

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WATCH VIDEO

MORE INFO

Statistical & Computer Applications in Valuation

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course explores creative, practical uses of statistical and computer applications in determining and analyzing real estate value. Through case studies and hands-on computer work (e.g., using SPSS, NCSS, Excel), students will learn the fundamentals of exploratory data analysis and appraisal valuation modeling (AVMs). (Recommend BUSI 121 and 330) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division and the Appraisal Institute of Canada-BC Chapter. Please refer to website for more information: www.realestate.ubc.ca/AIC

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EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Technical and Environmental Strategies for Brownfield Redevelopment

PDP ACCREDITED EXTERNAL VENDOR COURSE

This fifth and final course in a series of five will enable participants to examine the technical and environmental strategies for brownfield redevelopment. It will focus on the process for determining the potential of developing a brownfield site and identifies strategies for achieving a successful redevelopment.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 1 Full Day + 1 Evening

PDP CREDITS 9 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO British Columbia Institute of Technology
www.bcit.ca

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Agency for Property Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This one-day course addresses agency as it is associated to rental and strata property management practice. Rental property managers will have a greater understanding of agency to include detailed information about the agency relationships, fiduciary relationships and duties, conflict duties under the Real Estate Services Act (RESA), service agreements, and disclosure.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents (PAMA) www.pama.ca. Please contact PAMA for more information. Contact number: 604.267.0476 Email: admin@pama.ca

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Agricultural Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

An agriculturally-focused version of BUSI 499 Income Property Guided Case Study course. This course also fulfills the Appraisal Institute of Canada's requirement for an Income Demonstration Appraisal Report. (Prerequisite BUSI 330, 331, 442, & 452) [WTI, WTII, STI]

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Broker`s Licensing Course and Exam

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The course is designed to provide the licensing education requirements for those individuals who wish to become licensed as a brokerage, managing broker or associate broker. Managing a successful real estate brokerage demands both a strong background as a representative and an understanding of how to operate a business, including: basic business accounting, administration of salaried staff, leading and motivating licensed representatives, and progressive marketing in a highly energized industry. In short, this course introduces all aspects of the operation of a real estate brokerage.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 200 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

Canadian Real Property Law and Real Estate Ethics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers similar topics as BUSI 111, but focuses on the application of real property law across Canada and in sectors of real estate other than sales. However, please note that the majority of cases relied upon are from British Columbia. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Case Studies in Appraisal I

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course illustrates the practical application of techniques of real estate appraisal. The case studies build upon foundational appraisal principles in examining a wide range of valuation assignments, including: multiple-unit residential buildings, industrial uses, office buildings, retail properties, land valuation, agricultural uses, expropriation, and review appraisal. Investment decisions will be analyzed from various perspectives. (Prerequisites BUSI 121, 330, & 331) [WTI, WTII, STI (subject to enrollment)]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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EXTERNAL VENDOR**

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MORE INFO

Case Studies in Appraisal II

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course continues BUSI 442's study of practical applications of real estate appraisal techniques. The case studies build upon appraisal principles in examining a wide range of valuation assignments, including: business valuation, machinery and equipment, hotels, impaired properties, market analysis/feasibility studies, and an assortment of special purpose properties. The readings conclude with an examination of various specialized areas in real estate valuation practice. (Prerequisites BUSI 121, 330, & 331; Recommend BUSI 442) [WTI, WTII, STI (subject to enrollment)]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Computer-Assisted Mass Appraisal

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course presents a hands-on approach to computer-assisted mass appraisal techniques. Students use a personal computer and statistical software to develop models designed to improve the consistency and quality of real property assessments. (Prerequisite BUSI 121 & 344; Recommend BUSI 330 & 443) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Foundations of Real Estate Appraisal

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is an introduction to concepts and techniques for appraising the value of real estate. This course begins with an introduction to the appraisal profession in Canada and summarizes the appraisal process. The three classic approaches to value are presented and analyzed as they may be applied to single-family and small, multi-family residential properties. Textbook sold separately required for BUSI 330 and recommended for BUSI 331, 442, and 452. (Recommend BUSI 121; note that BUSI 121 is not required for AIC's CRA designation) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
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MORE INFO

Income Property Guided Case Study

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This two term course will guide students through the income property appraisal process, focusing both on valuation techniques as well as general research and report writing skills. This course also fulfills the Appraisal Institute of Canada's requirement for an Income Demonstration Appraisal Report. (Prerequisites BUSI 330, 331, 442, & 452) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

**REGISTER WITH
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WATCH VIDEO

MORE INFO

Insurance for Strata Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers such areas as property insurance; liability insurance; other insurance policies; other strata corporation obligations requiring insurance; premiums and deductibles; and other insurance issues.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents
(PAMA) www.pama.ca. Please contact PAMA
for more information. Contact number:
604.267.0476 Email: admin@pama.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Micro Foundations of Real Estate Economics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course introduces the basic principles of microeconomics and applies these concepts to current real estate issues. Topics covered include opportunity costs, supply and demand, elasticity, market equilibrium, efficiency and equity, the role of the government, consumer choice, externalities, imperfect competition, and monopolies. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Mortgage Broker in BC Supplemental Course and Exam

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is designed for students who want to satisfy the minimum educational requirements to become registered as a sub-mortgage broker in British Columbia. Learners will develop a thorough understanding of mortgage financing fundamentals and techniques that will enable them to handle complex mortgage problems.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Property Management Residential

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Learn the principles and practices of professional rental and strata management. Topics include: property types, licensing and trust accounts, the Residential Tenancy Act, the Strata Property Act, management agreements, rental marketing, tenancy applications and agreements, budgets and controls, maintenance and security planning, insurance, and employee relations.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
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MORE INFO

Real Estate Appraisal

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Learn concepts and techniques for appraising real estate value. Topics include: the appraisal profession, the appraisal process, property analysis, market and use analysis, valuation methods, value reconciliation, and report writing.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
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MORE INFO

Real Estate Development I

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course introduces the student to the real estate development process, providing an overview from the project idea to the cursory feasibility stage. The steps in development planning that will be investigated are analysis, design, and evaluation. Topics include evaluating development potential, land acquisition, and site planning. (Recommend BUSI 330 and 331) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Real Estate Development II

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course continues the analysis of the real estate development process introduced in BUSI 445, with an examination of economic feasibility studies, approval processes, project financing, construction, project management, and marketing phases. (Prerequisite BUSI 445) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate E&O Insurance Legal Update for Strata Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course reviews changes to the law affecting strata property managers, including amendments to the Strata Property Act, court decisions regarding the Strata Property Act and common law affecting strata corporations, the law relating to the employer-employee relationship, Human Rights Tribunal decisions relating to strata corporations, and the impact of the Personal Information Protection Act and the Privacy Guidelines for Strata Corporations and Strata Agents published by the Office of the Information and Privacy Commissions (OIPC). This course allows a strata manager to stay current with changes to the law and see how those changes impact their day-to-day practice.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents
(PAMA) www.pama.ca. Please contact PAMA
for more information. Contact number:
604.267.0476 Email: admin@pama.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Errors & Omission Legal Update for Rental Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

The management of residential rental properties is not only impacted by the Residential Tenancy Act, but also the Personal Information Protection Act, the Human Rights Code, employment law, and insurance law. This one-day course provides both fundamental concepts of these area of law, as well as recent changes that affect landlords and rental managers. In addition, this course will highlight the responsibilities of landlords and rental managers arising from the Privacy Guidelines for Landlords and Tenants published by the Office of the Information and Privacy Commissions (OIPC) in October 2010.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents (PAMA) www.pama.ca. Please contact PAMA for more information. Contact number: 604.267.0476 Email: admin@pama.ca

REGISTER WITH EXTERNAL VENDOR <http://www.pama.ca/pama/pama3>

WATCH VIDEO

MORE INFO

Real Estate Finance

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learners will apply principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing and creative real estate financing methods.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
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MORE INFO

Real Estate Finance in a Canadian Context

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The supply of and demand for mortgage funds in the Canadian mortgage market is examined. Students will apply the principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing, and creative real estate financing methods. Students will learn the evolution of financing techniques in light of both the inherent risks in mortgage lending and the external influences of inflation and government policy. (Prerequisite BUSI 121)

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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MORE INFO

Real Estate Investment Analysis and Advanced Income Appraisal

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course explores valuation techniques for income real estate, including income method of appraisal, tax consequences of real property ownership, and portfolio analysis methodology. A personal computer with spreadsheet software is required for this course. (Prerequisite BUSI 121 & 330)

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

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MORE INFO

Real Estate Law

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learn about British Columbia real estate law and professional standards of conduct. Topics include: the judicial system, torts, contracts, agency, interests in land, title registration, property transactions, mortgages, stratas, residential and commercial tenancies, land use regulation, and professional responsibility.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

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MORE INFO

Real Estate Management

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course builds upon the topics covered in BUSI 441, applying concepts in a practical setting. Additional topics covered include tenant relations, budgeting, marketing, insurance, and remedying disputes. (Prerequisite BUSI 331; Recommend BUSI 441) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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MORE INFO

Real Property Assessment Administration

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course examines the basis for real property taxation systems and the administration of the mass appraisal function. Topics include assessment law, records and data systems, quality assurance, mapping, and human resource management. The course offers background on computer-assisted mass appraisal, outlining valuation foundations, issues in system selection, and GIS integration. (Recommend BUSI 330) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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MORE INFO

Rental Property Management Supplemental Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide the licensing education requirements for those candidates wishing to act as licensed property managers in British Columbia. This course combines the general components of the Real Estate Trading Services Licensing Course with curriculum which is focused on property management.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca Please contact the
Sauder School of Business for more
information.

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MORE INFO

Residential Construction

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to give real estate professionals a working knowledge of the physical aspects of residential properties. Explore how houses are sited, designed and constructed in Canada, as well as how factors such as design, material selection, and construction type affect their value. Also covered will be the identification and evaluation of problems due to design, construction or deterioration, their effect on value, and how problems should be reported.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Residential Property Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is designed to give real estate professionals, particularly appraisers, a working knowledge of the physical aspects of residential properties. The course covers how houses are sited, designed, and constructed in Canada, as well as how factors such as design, material selection, and construction type affect their value. Also covered will be the identification and evaluation of problems due to design, construction, or deterioration, their effect on value, and how problems should be reported. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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MORE INFO

Residential Property Management

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is devoted to topics relevant to real estate management at a senior level. The fundamentals of accounting, property management, leasing, development, planning, and building audit are taught. (Prerequisite BUSI 331; Recommend BUSI 400) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Residential Tenancy Law for Property Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

The management of rental housing in BC is becoming progressively more complex and renters are increasingly asserting their rights through the Residential Tenancy Act dispute resolution mechanism and the courts. Considering the changing nature and increasing complexity, this course is designed to ensure that property managers properly understand the law and are abiding by it in their daily practice. This one-day intensive course addresses both the foundational concepts and application of Residential tenancy law in British Columbia.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO

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MORE INFO

Single-Family Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course guides students through the residential appraisal report writing process ending with the submission of a full-scale single-family demonstration appraisal report. In this course, candidates benefit from interim feedback on portions of the report as well as additional instruction in areas such as report writing techniques, research ability, and critical thinking. Note that as part of this course, students are expected to choose their own property to appraise as well as research all of the data necessary to support the appraisal. (Prerequisite BUSI 330) [WTI, WTII, STI]. Not for UBC credit; for AIC membership credit only.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Strata Management Supplemental Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide the licensing education requirements for those candidates wishing to act as licensed strata managers in British Columbia. Learners explore the general components of the Real Estate Trading Services Licensing Course with curriculum which is focused on strata management.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
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MORE INFO

Agency for Property Managers

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This one-day course addresses agency as it is associated to rental and strata property management practice. Rental property managers will have a greater understanding of agency to include detailed information about the agency relationships, fiduciary relationships and duties, conflict duties under the Real Estate Services Act (RESA), service agreements, and disclosure.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents (PAMA) www.pama.ca. Please contact PAMA for more information. Contact number: 604.267.0476 Email: admin@pama.ca

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Agricultural Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

An agriculturally-focused version of BUSI 499 Income Property Guided Case Study course. This course also fulfills the Appraisal Institute of Canada's requirement for an Income Demonstration Appraisal Report. (Prerequisite BUSI 330, 331, 442, & 452) [WTI, WTII, STI]

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Broker`s Licensing Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

The course is designed to provide the licensing education requirements for those individuals who wish to become licensed as a brokerage, managing broker or associate broker. Managing a successful real estate brokerage demands both a strong background as a representative and an understanding of how to operate a business, including: basic business accounting, administration of salaried staff, leading and motivating licensed representatives, and progressive marketing in a highly energized industry. In short, this course introduces all aspects of the operation of a real estate brokerage.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 200 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

Canadian Real Property Law and Real Estate Ethics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers similar topics as BUSI 111, but focuses on the application of real property law across Canada and in sectors of real estate other than sales. However, please note that the majority of cases relied upon are from British Columbia. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Case Studies in Appraisal I

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course illustrates the practical application of techniques of real estate appraisal. The case studies build upon foundational appraisal principles in examining a wide range of valuation assignments, including: multiple-unit residential buildings, industrial uses, office buildings, retail properties, land valuation, agricultural uses, expropriation, and review appraisal. Investment decisions will be analyzed from various perspectives. (Prerequisites BUSI 121, 330, & 331) [WTI, WTII, STI (subject to enrollment)]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Case Studies in Appraisal II

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course continues BUSI 442's study of practical applications of real estate appraisal techniques. The case studies build upon appraisal principles in examining a wide range of valuation assignments, including: business valuation, machinery and equipment, hotels, impaired properties, market analysis/feasibility studies, and an assortment of special purpose properties. The readings conclude with an examination of various specialized areas in real estate valuation practice. (Prerequisites BUSI 121, 330, & 331; Recommend BUSI 442) [WTI, WTII, STI (subject to enrollment)]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Computer-Assisted Mass Appraisal

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course presents a hands-on approach to computer-assisted mass appraisal techniques. Students use a personal computer and statistical software to develop models designed to improve the consistency and quality of real property assessments. (Prerequisite BUSI 121 & 344; Recommend BUSI 330 & 443) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Foundations of Real Estate Appraisal

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is an introduction to concepts and techniques for appraising the value of real estate. This course begins with an introduction to the appraisal profession in Canada and summarizes the appraisal process. The three classic approaches to value are presented and analyzed as they may be applied to single-family and small, multi-family residential properties. Textbook sold separately required for BUSI 330 and recommended for BUSI 331, 442, and 452. (Recommend BUSI 121; note that BUSI 121 is not required for AIC's CRA designation) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Income Property Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

This two term course will guide students through the income property appraisal process, focusing both on valuation techniques as well as general research and report writing skills. This course also fulfills the Appraisal Institute of Canada's requirement for an Income Demonstration Appraisal Report. (Prerequisites BUSI 330, 331, 442, & 452) [WTI, WTII, STI]

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Insurance for Strata Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers such areas as property insurance; liability insurance; other insurance policies; other strata corporation obligations requiring insurance; premiums and deductibles; and other insurance issues.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents
(PAMA) www.pama.ca. Please contact PAMA
for more information. Contact number:
604.267.0476 Email: admin@pama.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Micro Foundations of Real Estate Economics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course introduces the basic principles of microeconomics and applies these concepts to current real estate issues. Topics covered include opportunity costs, supply and demand, elasticity, market equilibrium, efficiency and equity, the role of the government, consumer choice, externalities, imperfect competition, and monopolies. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Mortgage Broker in BC Supplemental Course and Exam

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is designed for students who want to satisfy the minimum educational requirements to become registered as a sub-mortgage broker in British Columbia. Learners will develop a thorough understanding of mortgage financing fundamentals and techniques that will enable them to handle complex mortgage problems.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Property Management Residential

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Learn the principles and practices of professional rental and strata management. Topics include: property types, licensing and trust accounts, the Residential Tenancy Act, the Strata Property Act, management agreements, rental marketing, tenancy applications and agreements, budgets and controls, maintenance and security planning, insurance, and employee relations.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca. Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Appraisal

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Learn concepts and techniques for appraising real estate value. Topics include: the appraisal profession, the appraisal process, property analysis, market and use analysis, valuation methods, value reconciliation, and report writing.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
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WATCH VIDEO

MORE INFO

Real Estate Development I

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course introduces the student to the real estate development process, providing an overview from the project idea to the cursory feasibility stage. The steps in development planning that will be investigated are analysis, design, and evaluation. Topics include evaluating development potential, land acquisition, and site planning. (Recommend BUSI 330 and 331) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Development II

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course continues the analysis of the real estate development process introduced in BUSI 445, with an examination of economic feasibility studies, approval processes, project financing, construction, project management, and marketing phases. (Prerequisite BUSI 445) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
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information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate E&O Insurance Legal Update for Strata Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course reviews changes to the law affecting strata property managers, including amendments to the Strata Property Act, court decisions regarding the Strata Property Act and common law affecting strata corporations, the law relating to the employer-employee relationship, Human Rights Tribunal decisions relating to strata corporations, and the impact of the Personal Information Protection Act and the Privacy Guidelines for Strata Corporations and Strata Agents published by the Office of the Information and Privacy Commissions (OIPC). This course allows a strata manager to stay current with changes to the law and see how those changes impact their day-to-day practice.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents
(PAMA) www.pama.ca. Please contact PAMA
for more information. Contact number:
604.267.0476 Email: admin@pama.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Errors & Omission Legal Update for Rental Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

The management of residential rental properties is not only impacted by the Residential Tenancy Act, but also the Personal Information Protection Act, the Human Rights Code, employment law, and insurance law. This one-day course provides both fundamental concepts of these area of law, as well as recent changes that affect landlords and rental managers. In addition, this course will highlight the responsibilities of landlords and rental managers arising from the Privacy Guidelines for Landlords and Tenants published by the Office of the Information and Privacy Commissions (OIPC) in October 2010.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents (PAMA) www.pama.ca. Please contact PAMA for more information. Contact number: 604.267.0476 Email: admin@pama.ca

REGISTER WITH EXTERNAL VENDOR <http://www.pama.ca/pama/pama3>

WATCH VIDEO

MORE INFO

Real Estate Finance

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learners will apply principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing and creative real estate financing methods.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Finance in a Canadian Context

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The supply of and demand for mortgage funds in the Canadian mortgage market is examined. Students will apply the principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing, and creative real estate financing methods. Students will learn the evolution of financing techniques in light of both the inherent risks in mortgage lending and the external influences of inflation and government policy. (Prerequisite BUSI 121)

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
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MORE INFO

Real Estate Investment Analysis and Advanced Income Appraisal

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course explores valuation techniques for income real estate, including income method of appraisal, tax consequences of real property ownership, and portfolio analysis methodology. A personal computer with spreadsheet software is required for this course. (Prerequisite BUSI 121 & 330)

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Real Estate Law

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learn about British Columbia real estate law and professional standards of conduct. Topics include: the judicial system, torts, contracts, agency, interests in land, title registration, property transactions, mortgages, stratas, residential and commercial tenancies, land use regulation, and professional responsibility.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
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MORE INFO

Real Estate Management

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course builds upon the topics covered in BUSI 441, applying concepts in a practical setting. Additional topics covered include tenant relations, budgeting, marketing, insurance, and remedying disputes. (Prerequisite BUSI 331; Recommend BUSI 441) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
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Sauder School of Business for more
information.

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MORE INFO

Real Property Assessment Administration

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course examines the basis for real property taxation systems and the administration of the mass appraisal function. Topics include assessment law, records and data systems, quality assurance, mapping, and human resource management. The course offers background on computer-assisted mass appraisal, outlining valuation foundations, issues in system selection, and GIS integration. (Recommend BUSI 330) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
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MORE INFO

Rental Property Management Supplemental Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide the licensing education requirements for those candidates wishing to act as licensed property managers in British Columbia. This course combines the general components of the Real Estate Trading Services Licensing Course with curriculum which is focused on property management.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division on behalf of the
Real Estate Council of BC.
www.sauder.ubc.ca Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
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WATCH VIDEO

MORE INFO

Residential Construction

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is designed to give real estate professionals a working knowledge of the physical aspects of residential properties. Explore how houses are sited, designed and constructed in Canada, as well as how factors such as design, material selection, and construction type affect their value. Also covered will be the identification and evaluation of problems due to design, construction or deterioration, their effect on value, and how problems should be reported.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO Langara College (with course equivalency for UBC Diploma in Urban Land Economics) www.langara.bc.ca Please contact Langara College for more information. Contact number: 604.323.5409 Email: jneuls@langara.bc.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Residential Property Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is designed to give real estate professionals, particularly appraisers, a working knowledge of the physical aspects of residential properties. The course covers how houses are sited, designed, and constructed in Canada, as well as how factors such as design, material selection, and construction type affect their value. Also covered will be the identification and evaluation of problems due to design, construction, or deterioration, their effect on value, and how problems should be reported. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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MORE INFO

Residential Property Management

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is devoted to topics relevant to real estate management at a senior level. The fundamentals of accounting, property management, leasing, development, planning, and building audit are taught. (Prerequisite BUSI 331; Recommend BUSI 400) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Residential Tenancy Law for Property Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The management of rental housing in BC is becoming progressively more complex and renters are increasingly asserting their rights through the Residential Tenancy Act dispute resolution mechanism and the courts. Considering the changing nature and increasing complexity, this course is designed to ensure that property managers properly understand the law and are abiding by it in their daily practice. This one-day intensive course addresses both the foundational concepts and application of Residential tenancy law in British Columbia.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents
(PAMA) www.pama.ca. Please contact PAMA
for more information. Contact number:
604.267.0476 Email: admin@pama.ca

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Single-Family Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course guides students through the residential appraisal report writing process ending with the submission of a full-scale single-family demonstration appraisal report. In this course, candidates benefit from interim feedback on portions of the report as well as additional instruction in areas such as report writing techniques, research ability, and critical thinking. Note that as part of this course, students are expected to choose their own property to appraise as well as research all of the data necessary to support the appraisal. (Prerequisite BUSI 330) [WTI, WTII, STI]. Not for UBC credit; for AIC membership credit only.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the Sauder School of Business for more information.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Strata Management Supplemental Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide the licensing education requirements for those candidates wishing to act as licensed strata managers in British Columbia. Learners explore the general components of the Real Estate Trading Services Licensing Course with curriculum which is focused on strata management.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Additional Info: Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Homes of Different Ages

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course aims to help REALTORS® better prepare their clients for the purchase of both newer and older homes. It covers the characteristics of homes that are 10 to 20 years old, the typical life cycle of common home components, as well as some environmental considerations. The course also explores the characteristics of older homes, from squeaky floors to lead water mains, and includes a focus on managing buyer expectations.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 3 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS TBA

ADDITIONAL INFO TBA

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Accredited Buyers Representative®



PDP ACCREDITED EXTERNAL VENDOR COURSE

The Accredited Buyer's Representative® (ABR®) Designation Course prepares real estate professionals to represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. During this course, you will offer ideas and methods for building a buyer representation business, and develop a self-customized tool for conducting a buyer counseling session.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 2 Days

PDP CREDITS 9 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS Pili Meyer
(<http://learningpaths.bcrea.bc.ca/InstructorDetail.aspx?id=36>)

ADDITIONAL INFO Contact your Board for course availability.

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

An Unfriendly Environment - Damp Basements & Health Hazards in the Home

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course identifies the four most common health hazards in a home (i.e., UFFI, lead, mould and wet basements) and discusses appropriate actions one can take to deal with them. The intent is to help REALTORS® dispel myths and to arm themselves and their clients with accurate technical information about “sick” homes. The course also includes a strong focus on wet basements, the various options for controlling problems with dampness, and tips for handling clients’ expectations with regard to how the basement on a given house should perform.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 3 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS TBA

ADDITIONAL INFO Pillar to Post www.pillartopost.com For more information please contact Pillar to Post, or your local real estate board.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Getting To Green - Efficient and Sustainable Housing

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is to help consumers, real estate professionals, and government “get to green” - by which we mean recognizing the benefits of energy efficient and sustainable real estate and then pursuing these benefits. A significant portion of a building’s “green-ness” derives from its construction and building systems, so the course focuses on “Building Science 101,” explaining exactly how the components of a home work together to control the flow of air, heat, and moisture to maintain healthy indoor environments. The course also investigates the economic, governmental, and market mechanisms that are driving the green building market forward, while also examining challenges and barriers to this burgeoning industry.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME UBC Real Estate Division

LENGTH OF COURSE

PDP CREDITS 6 PDP Credits

DELIVERY MODE online or face-to-face course

INSTRUCTORS TBA

ADDITIONAL INFO Additional Info: Credit Programs and Professional Development Courses - UBC Real Estate Division. Please refer to website for more information:
http://www.sauder.ubc.ca/Programs/Real_Estate_Division/Licensing_Courses/Professional_Development_-_BCREA

REGISTER WITH EXTERNAL VENDOR http://www.sauder.ubc.ca/Programs/Real_Estate_Division/Licensing_Courses/Professional_Development_-_BCREA

WATCH VIDEO

MORE INFO

Grow Ops and Mould

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers two popular topics—grow ops and mould. First, it aims to equip REALTORS® with basic information regarding mould, its effects, how it propagates, how to control it, how to clean it, and why insurance companies and mortgage lenders are concerned about it. The course also covers grow ops and encourages REALTORS® to know what they are, how they operate, how they affect the property, how to recognize them and finally how they can be inspected and remediated.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 3 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS TBA

ADDITIONAL INFO Pillar to Post www.pillartopost.com For
more information please contact Pillar to
Post, or your local real estate board.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Private Wells: What REALTORS® Should Know

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learn how to best inform agents and their clients about private wells and water systems during a property transaction. Groundwater provides 23 per cent of the population in BC with drinking water. When purchasing a home with a water well, there are three key factors to consider; the well system, water quantity and water quality. A poorly-constructed well or water system can pose a health risk and could lead to costly repairs or replacement. Understanding the basic principles of private water systems and water treatment will enable you to assist your clients to identify potential problems and risks, thus avoiding delays and potential litigation in selling a home.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 3 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS TBA

ADDITIONAL INFO E.D.S. Pumps and Water Treatment Ltd.
www.edspumps.com

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Seniors Real Estate Specialist®



PDP ACCREDITED EXTERNAL VENDOR
COURSE

Focus on the demographics and specialized needs of mature clientele and their specific motives around the purchasing and selling of real estate. During this course, you will increase your knowledge about senior living options, expenses and resources, develop strategies and sensitivities to relationship-building and communicating with the senior market, understand the particular concerns associated with the senior population when providing services, and understand the implications of tax laws, probate, and estate planning.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 2 Days

PDP CREDITS 9 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS TBA

ADDITIONAL INFO Contact your Board for course availability.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

The REALTOR®'s Role in Encouraging Age-Friendly Cities

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This engaging course will prepare REALTORS®, through an inspirational learning experience to deliver common sense housing solutions that will increase housing value and solve the “access for all” and aging-in-place senior’s issues in our communities.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Classroom

INSTRUCTORS TBA

ADDITIONAL INFO SAFERhome Standards Society
www.saferhomesociety.com

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Urban and Real Estate Economics

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course introduces the techniques of investment and statistical analysis in a real estate context. Topics include: statistical techniques, cash flow analysis, discounting, compounding, and the mathematics of real estate finance and investment analysis. There is also a brief overview of graphing and surveying. A personal computer with spreadsheet software is required. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Agency for Property Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This one-day course addresses agency as it is associated to rental and strata property management practice. Rental property managers will have a greater understanding of agency to include detailed information about the agency relationships, fiduciary relationships and duties, conflict duties under the Real Estate Services Act (RESA), service agreements, and disclosure.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Agricultural Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

TBAAn agriculturally-focused version of BUSI 499 Income Property Guided Case Study course. This course also fulfills the Appraisal Institute of Canada's requirement for an Income Demonstration Appraisal Report. (Prerequisite BUSI 330, 331, 442, & 452) [WTI, WTII, STI]

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Broker's Licensing Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

The course is designed to provide the licensing education requirements for those individuals who wish to become licensed as a brokerage, managing broker or associate broker. Managing a successful real estate brokerage demands both a strong background as a representative and an understanding of how to operate a business, including: basic business accounting, administration of salaried staff, leading and motivating licensed representatives, and progressive marketing in a highly energized industry. In short, this course introduces all aspects of the operation of a real estate brokerage.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 200 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Canada's Anti-Spam Legislation: Guidance for REALTORS®

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Electronic marketing is a common practice within the Canadian real estate industry and is a significant means to helping REALTORS® connect with prospective clients. Effective July 1, 2014, Canada's Anti-Spam Legislation came into effect. Canada's Anti-Spam Legislation: Guidance for REALTORS® provides an overview of this legislation and describes how it will affect the real estate industry in Canada, as well as how to ensure that you know how to be compliant with the new law. The course provides an overview of this legislation and describes how it affects the real estate industry in Canada. With respect to commercial electronic messages, it also reviews the components that businesses and organizations must put in place in order to comply with the new law.

Upon completion of this course you will be able to:

Describe the new law regarding commercial electronic messages
Describe the elements required for compliance with the new law
Explain how the law and compliance requirements affect your business as a real estate professional

COURSE CATEGORY	Category B
EXTERNAL VENDOR NAME	REvia: The Real Estate Knowledge Network
LENGTH OF COURSE	3-4 hours
PDP CREDITS	3 PDP Credits
DELIVERY MODE	Online Course
INSTRUCTORS	TBA
ADDITIONAL INFO	Please see the REvia course catalogue for more information - https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007
REGISTER WITH EXTERNAL VENDOR	http://www.revia.ca/
WATCH VIDEO	
MORE INFO	https://learn.revia.ca/course/canadas-anti-spam-legislation-guidance-for-realtors-2007

Canadian Real Property Law and Real Estate Ethics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course covers similar topics as BUSI 111, but focuses on the application of real property law across Canada and in sectors of real estate other than sales. However, please note that the majority of cases relied upon are from British Columbia. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Case Studies in Appraisal I

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course illustrates the practical application of techniques of real estate appraisal. The case studies build upon foundational appraisal principles in examining a wide range of valuation assignments, including: multiple-unit residential buildings, industrial uses, office buildings, retail properties, land valuation, agricultural uses, expropriation, and review appraisal. Investment decisions will be analyzed from various perspectives. (Prerequisites BUSI 121, 330, & 331) [WTI, WTII, STI (subject to enrollment)]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Case Studies in Appraisal II

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course continues BUSI 442's study of practical applications of real estate appraisal techniques. The case studies build upon appraisal principles in examining a wide range of valuation assignments, including: business valuation, machinery and equipment, hotels, impaired properties, market analysis/feasibility studies, and an assortment of special purpose properties. The readings conclude with an examination of various specialized areas in real estate valuation practice. (Prerequisites BUSI 121, 330, & 331; Recommend BUSI 442) [WTI, WTII, STI (subject to enrollment)]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Computer-Assisted Mass Appraisal

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course presents a hands-on approach to computer-assisted mass appraisal techniques. Students use a personal computer and statistical software to develop models designed to improve the consistency and quality of real property assessments. (Prerequisite BUSI 121 & 344; Recommend BUSI 330 & 443) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

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EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

FINTRAC: Compliance for REALTORS®, Brokers and Broker Managers

PDP ACCREDITED EXTERNAL VENDOR COURSE

This FINTRAC course is designed as the foundation course for REALTOR® members to understand and meet their legal obligations under PCMLTFA. Developed by REvia with subject matter experts and the assistance of the Canadian Real Estate Association, and based on FINTRAC guidelines, this 4 hour online course has streams for both sales representatives and Broker Managers. The course addresses the following subject areas:

Overview of the Compliance Regime
Risk Assessment, Mitigation and Monitoring
Client Identification, Record Keeping, and Third Party Determination
Reporting and Record Keeping
FINTRAC's Roles and Responsibilities

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME REvia: The Real Estate Knowledge Network

LENGTH OF COURSE 4 hours

PDP CREDITS 3 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Please see the REvia course catalogue for more information - <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

REGISTER WITH EXTERNAL VENDOR <http://www.revia.ca/>

WATCH VIDEO

MORE INFO <https://learn.revia.ca/course/complying-with-anti-money-laundering-and-counter-terrorist-financing-2018>

Foundations of Real Estate Appraisal

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is an introduction to concepts and techniques for appraising the value of real estate. This course begins with an introduction to the appraisal profession in Canada and summarizes the appraisal process. The three classic approaches to value are presented and analyzed as they may be applied to single-family and small, multi-family residential properties. Textbook sold separately required for BUSI 330 and recommended for BUSI 331, 442, and 452. (Recommend BUSI 121; note that BUSI 121 is not required for AIC's CRA designation) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Income Property Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR COURSE

This two term course will guide students through the income property appraisal process, focusing both on valuation techniques as well as general research and report writing skills. This course also fulfills the Appraisal Institute of Canada's requirement for an Income Demonstration Appraisal Report. (Prerequisites BUSI 330, 331, 442, & 452) [WTI, WTII, STI]

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Insurance for Strata Managers

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course covers such areas as property insurance; liability insurance; other insurance policies; other strata corporation obligations requiring insurance; premiums and deductibles; and other insurance issues.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Micro Foundations of Real Estate Economics

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course introduces the basic principles of microeconomics and applies these concepts to current real estate issues. Topics covered include opportunity costs, supply and demand, elasticity, market equilibrium, efficiency and equity, the role of the government, consumer choice, externalities, imperfect competition, and monopolies. [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 260 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Mortgage Broker in BC Supplemental Course and Exam

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course is designed for students who want to satisfy the minimum educational requirements to become registered as a sub-mortgage broker in British Columbia. Learners will develop a thorough understanding of mortgage financing fundamentals and techniques that will enable them to handle complex mortgage problems.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Property Management Residential

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Learn the principles and practices of professional rental and strata management. Topics include: property types, licensing and trust accounts, the Residential Tenancy Act, the Strata Property Act, management agreements, rental marketing, tenancy applications and agreements, budgets and controls, maintenance and security planning, insurance, and employee relations.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Appraisal

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

Learn concepts and techniques for appraising real estate value. Topics include: the appraisal profession, the appraisal process, property analysis, market and use analysis, valuation methods, value reconciliation, and report writing.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

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EXTERNAL VENDOR**

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MORE INFO

Real Estate Development I

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course introduces the student to the real estate development process, providing an overview from the project idea to the cursory feasibility stage. The steps in development planning that will be investigated are analysis, design, and evaluation. Topics include evaluating development potential, land acquisition, and site planning. (Recommend BUSI 330 and 331) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

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MORE INFO

Real Estate Development II

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course continues the analysis of the real estate development process introduced in BUSI 445, with an examination of economic feasibility studies, approval processes, project financing, construction, project management, and marketing phases. (Prerequisite BUSI 445) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate E&O Insurance Legal Update for Rental Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The management of residential rental properties is not only impacted by the Residential Tenancy Act, but also the Personal Information Protection Act, the Human Rights Code, employment law, and insurance law. This one-day course provides both fundamental concepts of these area of law, as well as recent changes that affect landlords and rental managers. In addition, this course will highlight the responsibilities of landlords and rental managers arising from the Privacy Guidelines for Landlords and Tenants published by the Office of the Information and Privacy Commissions (OIPC) in October 2010.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR** <http://www.pama.ca/pama/pama3>

WATCH VIDEO

MORE INFO

Real Estate E&O Insurance Legal Update for Strata Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course reviews changes to the law affecting strata property managers, including amendments to the Strata Property Act, court decisions regarding the Strata Property Act and common law affecting strata corporations, the law relating to the employer-employee relationship, Human Rights Tribunal decisions relating to strata corporations, and the impact of the Personal Information Protection Act and the Privacy Guidelines for Strata Corporations and Strata Agents published by the Office of the Information and Privacy Commissions (OIPC). This course allows a strata manager to stay current with changes to the law and see how those changes impact their day-to-day practice.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Finance

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learners will apply principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing and creative real estate financing methods.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Finance in a Canadian Context

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The supply of and demand for mortgage funds in the Canadian mortgage market is examined. Students will apply the principles of real estate financial analysis to a variety of topics, including: residential and commercial loan underwriting, loan refinancing, and creative real estate financing methods. Students will learn the evolution of financing techniques in light of both the inherent risks in mortgage lending and the external influences of inflation and government policy. (Prerequisite BUSI 121)

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Investment Analysis and Advanced Income Appraisal

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course explores valuation techniques for income real estate, including income method of appraisal, tax consequences of real property ownership, and portfolio analysis methodology. A personal computer with spreadsheet software is required for this course. (Prerequisite BUSI 121 & 330)

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Real Estate Law

PDP ACCREDITED EXTERNAL VENDOR
COURSE

Learn about British Columbia real estate law and professional standards of conduct. Topics include: the judicial system, torts, contracts, agency, interests in land, title registration, property transactions, mortgages, stratas, residential and commercial tenancies, land use regulation, and professional responsibility.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Estate Management

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course builds upon the topics covered in BUSI 441, applying concepts in a practical setting. Additional topics covered include tenant relations, budgeting, marketing, insurance, and remedying disputes. (Prerequisite BUSI 331; Recommend BUSI 441) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Real Property Assessment Administration

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course examines the basis for real property taxation systems and the administration of the mass appraisal function. Topics include assessment law, records and data systems, quality assurance, mapping, and human resource management. The course offers background on computer-assisted mass appraisal, outlining valuation foundations, issues in system selection, and GIS integration. (Recommend BUSI 330) [WTI, WTII, STI]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Rental Property Management Supplemental Course and Exam

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is designed to provide the licensing education requirements for those candidates wishing to act as licensed property managers in British Columbia. This course combines the general components of the Real Estate Trading Services Licensing Course with curriculum which is focused on property management.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Residential Construction

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course is designed to give real estate professionals a working knowledge of the physical aspects of residential properties. Explore how houses are sited, designed and constructed in Canada, as well as how factors such as design, material selection, and construction type affect their value. Also covered will be the identification and evaluation of problems due to design, construction or deterioration, their effect on value, and how problems should be reported.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 39 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE TBA

INSTRUCTORS TBA

ADDITIONAL INFO

REGISTER WITH EXTERNAL VENDOR

WATCH VIDEO

MORE INFO

Residential Property Analysis

PDP ACCREDITED EXTERNAL VENDOR
COURSE

tba

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE

PDP CREDITS

DELIVERY MODE

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Residential Property Management

**PDP ACCREDITED EXTERNAL VENDOR
COURSE**

This course is devoted to topics relevant to real estate management at a senior level. The fundamentals of accounting, property management, leasing, development, planning, and building audit are taught. (Prerequisite BUSI 331; Recommend BUSI 400) [WTI, WTII]

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

**REGISTER WITH
EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Residential Tenancy Law for Property Managers

PDP ACCREDITED EXTERNAL VENDOR
COURSE

The management of rental housing in BC is becoming progressively more complex and renters are increasingly asserting their rights through the Residential Tenancy Act dispute resolution mechanism and the courts. Considering the changing nature and increasing complexity, this course is designed to ensure that property managers properly understand the law and are abiding by it in their daily practice. This one-day intensive course addresses both the foundational concepts and application of Residential tenancy law in British Columbia.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 5 hours

PDP CREDITS 6 PDP Credits

DELIVERY MODE Online Course

INSTRUCTORS TBA

ADDITIONAL INFO Professional Association of Managing Agents
(PAMA) www.pama.ca. Please contact PAMA
for more information. Contact number:
604.267.0476 Email: admin@pama.ca

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EXTERNAL VENDOR**

WATCH VIDEO

MORE INFO

Single-Family Guided Case Study

PDP ACCREDITED EXTERNAL VENDOR
COURSE

This course guides students through the residential appraisal report writing process ending with the submission of a full-scale single-family demonstration appraisal report. In this course, candidates benefit from interim feedback on portions of the report as well as additional instruction in areas such as report writing techniques, research ability, and critical thinking. Note that as part of this course, students are expected to choose their own property to appraise as well as research all of the data necessary to support the appraisal. (Prerequisite BUSI 330) [WTI, WTII, STI]. Not for UBC credit; for AIC membership credit only.

COURSE CATEGORY Category B

**EXTERNAL VENDOR
NAME**

LENGTH OF COURSE 130

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO UBC Real Estate Division & the Appraisal
Institute of Canada - BC Chapter
www.sauder.ubc.ca. Please contact the
Sauder School of Business for more
information.

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MORE INFO

Strata Management Supplemental Course and Exam

PDP ACCREDITED EXTERNAL VENDOR COURSE

This course is designed to provide the licensing education requirements for those candidates wishing to act as licensed strata managers in British Columbia. Learners explore the general components of the Real Estate Trading Services Licensing Course with curriculum which is focused on strata management.

COURSE CATEGORY Category B

EXTERNAL VENDOR NAME

LENGTH OF COURSE 130 hours

PDP CREDITS 12 PDP Credits

DELIVERY MODE Distance Education

INSTRUCTORS TBA

ADDITIONAL INFO

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MORE INFO

Contact your member board for upcoming schedules

