

Dave Moore and André Gravelle

Sauder School of Business: Real Estate Division



The UBC Faculty of Commerce and Business Administration's involvement in professional real estate-related education dates back to 1958.

It was then that the first licensing courses for real estate salespeople were offered directly by the Faculty's Division of Estate Management, a function delegated to the Faculty by the Real Estate Council of British Columbia, as authorized by the newly created *Real Estate Act*.

In 1966, the Faculty's Division of Estate Management divided into the Department of Urban Land Economics, which handled only the undergraduate and graduate programs, and the provision of the real estate licensing and diploma courses became a separate function handled by the Real Estate Division (RED). By 1981, the Real Estate Division was also administering the Notary Preparatory Course for The Society of Notaries Public of British Columbia.

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of stakeholders. The RED provides a variety of distance education courses at the degree, diploma, and certificate level and prepares and delivers licensing education programs for all aspects of real estate services, including trading services, property management, strata management, and mortgage brokerage.

Our external stakeholders include not only the individuals who take our courses, but also the numerous professional and regulatory organizations that rely on our educational programs and examination services to protect the integrity of their professions.

Locating the pre-licensing educational programs in the business school of the province's largest university made perfect sense, as the professors of the Urban Land Economics division were instrumental in providing the academic expertise needed to create the pre-licensing course materials. The academic resources available from the faculty have time and again proven to be invaluable; they are now complemented by the

RED's own professional staff and many contracted consultants.

Industry Links

The Real Estate Division's involvement in the education of aspiring Notaries Public has involved at various times the preparation, production, and delivery of course materials, the administration of a portion of the Notary Preparatory Course (NPC), and the coordination of some of the Statutory Examinations processes. The RED was also involved in the 1993 project to rewrite the Notary Preparatory Course and applauds The Society's current efforts to review, revise, and improve the NPC.

In addition to our long-standing relationship with The Society of Notaries Public, the Real Estate Division has also established relationships with other professional bodies. The relationship of greatest duration in this regard has been with the Real Estate Institute of British Columbia, a professional body which, for over 30 years, has required completion of the Diploma Program in Urban Land Economics for their RI designation.

Similarly, the Real Estate Institute of Canada and Institute of Real Estate Management recognize certain components of the Diploma Program as core educational requirements for their designations.

One of the most substantial links with the real estate professions has been RED's relationship with the Appraisal Institute of Canada. Beginning in 1997, RED became the main provider of credit-based courses leading to the AIC's CRA and AACI designations. This includes the responsibility for updating the content of ongoing educational programs, as well as responsibility for the program administration for approximately 2000 enrollments each year.

Program delivery to the AIC's students is primarily by distance education methods, but increasingly RED has partnered with other educators across the country to deliver AIC's education program in a classroom format.

Continuing Education

A commitment to lifelong learning is a hallmark of professionalism. To thrive in the increasingly competitive real estate industry, the real estate professional must continue to learn and must be open to newly emerging specializations. In support of this concept, the Real

Estate Division has developed a variety of continuing professional education opportunities designed to support continued competency and foster development of diverse skills.

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The Real Estate Division's Continuing Professional Education programs include the opportunity for real estate practitioners from all disciplines to return for further study in specialized real estate topics, for example, property development, appraisal, assessment, or management. The program is designed for graduates of UBC's Diploma in Urban Land Economics who wish to advance their studies into additional areas of expertise,

but is also appropriate for other real estate professionals from a variety of disciplines.

Other learning opportunities include a newly developed series of continuing professional development courses. These courses are packaged into "bite-sized" learning modules that address a wide variety of skills needed by real estate professionals.

For more information regarding any of the Real Estate Division's educational programs, visit our Website at www.realestate.ubc.ca. ▲

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