


BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY School of Business

COURSE OUTLINE FOR: MKTG 4330 – Real Estate Practice	DATE: January 5, 1999
TAUGHT BY: Marketing Management	
TAUGHT TO: Second Year <i>Program: Marketing Management</i> <i>Option: Commercial Real Estate</i>	

Hours/Week :	2	Total Hours:	40	Term/Level:	4
<i>Lecture:</i>					
<i>Lab:</i>	2				
<i>Other:</i>		Total Weeks:	20	Credits:	2.5

Instructor: Dave Westcott	
Office No. SE 6 – 316	Phone: 451 – 6763
E-Mail: dwestcot@bcit.bc.ca	Fax: 439-6700
Office Hours: AS POSTED	

Pre-requisites: Successful completion of all Term 3 courses.

Course Description and Goals: This is a "lab" course which provides the student with skills in analyzing title documents, legal documents, and in writing contracts. Basic blueprint reading is covered as well as an introduction to commercial leases. Students carry out a "title-searching" project to demonstrate their proficiencies.

Final Examination	35	%
Project	25	%
Midterm Test	25	%
Quiz	10	%
Other	5	%
Total	100	%

Required texts:

Contract of Purchase and Sale Guide: Real Estate Division, UBC.
Clauses and Phrases Booklet for Contracts of Purchase and Sale: British Columbia Real Estate Association.
 Prepared Lab Text, documents and forms by Instructor
 Total Cost of the above - \$40.00



*** This schedule is subject to change at the discretion of the instructor.**

DATE	LABS - TUESDAY	Chapter
Jan. 5	Legal Descriptions of Land	1
	Maps	
Jan. 12	Blueprints	2
Jan. 19	Title Search - C of T's	3
Jan. 26	Restrictive Covenants	4
	Building Schemes	
	Easements	
Feb. 2	Quiz	
	Easements, Builders Lien Act	
Feb. 9	Mortgages	5
	Mortgage Transfer	
	Lis Pendens	
Feb. 16	Misc. Documents	6,7
Feb. 23	Misc. Documents	6,7
Mar. 2	Exercise	
Mar. 9	Mid-Term	
Mar. 16	SPRING BREAK	
Mar. 23	Listing Contracts, Agency	8
Mar. 30	Listing Contracts, Agency	
	MLS Forms	
Apr. 6	Contract of Purchase and Sale	
Apr. 13	Cash Offer	
	Pt II of Sales Manual	
	Phrases and Clauses Manual	
Apr. 20	Offers/Counter-offers	
	Subject Offer	
Apr. 27	Purchaser's Cash-Flow Req'ts, GST	
May. 4	Directed Studies Presentations	
May. 11	Commercial Leases and Offers	
May. 18	Review	
	Final Exam	