



BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

School of Business

Program: Marketing

Option: Commercial Real Estate



IN: REF. DEPT. LIBRARY

Course Outline **Part A**

MKGT 3311

Real Estate Management

Hours/Week:	4	Total Hours:	56	Term/Level:	3
Lecture:		Total Weeks:	14	Credits:	6
Lab:					
Other:					

Prerequisites

MKGT 3311 is a Prerequisite for:

Course No.

Course No.

Course Name

This is a second year course and is required by all Real Estate Option students.

Course Goals

The Real Estate Council of British Columbia permits BCIT **graduates** who have successfully completed this course **and** MKTG 411, to challenge the Real Estate Salesman and Sub-Mortgage Brokers Pre-Licensing examination given by the University of British Columbia. Successful completion of this examination will qualify the student to become licensed as a real estate salesperson or sub-mortgage broker, or to become an employee in a property management department.

Course Description

The main text was written as an academic preparation for people planning a career as a real estate salesperson or a sub-mortgage broker. Because it is very thorough and comprehensive, it provides an excellent foundation for a student contemplating working in any facet of the real estate industry.

Evaluation

Final Examination	40%	Note that tests may be administered in either lecture or lab sessions. Absences without a medical doctor's certificate will result in a mark of zero. For an aggregate mark to be awarded, students must satisfactorily complete at least 60% of the course mark allocation.
Mid Term Examination	30%	
Regular Tests	20%	
Class Participation	10%	
TOTAL	100%	

Attendance requirements will be enforced as per the BCIT policy on page 3 of the BCIT Calendar (1997/98). Excessive absence may result in failure or immediate withdrawal from the course or program.

Course Outcomes and Sub-Outcomes

Course Record

Developed by: Gary Bailey
Instructor Name and Department (signature)

Date: August, 1998

Revised by: _____
Instructor Name and Department (signature)

Date: _____

Approved by: _____
Associate Dean / Program Head (signature)

Start Date: _____



BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

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Course Outline Part B

MKGT 3311
Real Estate Management

Effective Date

September, 1998

Instructor(s)

Gary Bailey

Office No.: S6-316

Phone: Local 6762

Office Hrs.: Hours are posted on the office door

Text(s) and Equipment

Required:

1. Real Estate Salesman & Sub-Mortgage Brokers Pre-Licensing Course 1998 (BCIT Bookstore)
2. Condominium Act (Bookstore)
3. Residential Tenancy Act (Bookstore)
4. Real Estate Act **and** Regulations under the Real Estate Act (Bookstore)
5. Texas Instrument BA II Plus Calculator

Reference Text and Recommended Equipment:

CCH Canadian Limited – British Columbia Real Estate Law Guide (BCIT Library)



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Schedule

MKGT 3311

Real Estate Management

Lecture	Material Covered	Reference/Reading
1	Introduction to Real Estate Fundamentals of Law	Preface Chapter 1
2	Real Estate Act	Chapter 2
3	Estates and Interests in Land	Chapter 3
4	Title Registration	Chapter 4
5	Tort Law	Chapter 5
6	Commercial and Residential Tenancies	Chapter 6
MID TERM EXAM		
7	Financial Statements	Chapter 8
8	Condominiums and Co-operatives	Chapter 7
9	The Law of Contract	Chapter 10
10	Contracts for Real Estate Transaction	Chapter 11
11	Law of Agency	Chapter 12
12	Local Government Law	Chapter 18
FINAL EXAM		2 Hours
Note: Students are to have read applicable chapter “prior to” attending the lecture or lab.		