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BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Course Outline Part A

School of Business
Program: Marketing
Option: Real Estate

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 Name~~****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, 1997

Revised by: _____
Instructor Name and Department (signature)

Date: _____

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

Start Date: _____



BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

School of Business
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Course Outline Part B

MKGT 3311
Real Estate Management

Effective Date

September, 1997

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 1997 (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)



BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

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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.		