

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

COURSE OUTLINE

COURSE NAME Real Estate Management

COURSE NUMBER MKGT 3311 | DATE September 1996

Prepared by Gary Bailey | Taught to Second Year

School Business | School Business

Program Marketing | Program Marketing

Date Prepared August 1996 | Option Real Estate

Term 3 Hrs/Wk 4 Credits 6

No. of Weeks 14 Total Hours 56

Instructor(s) Gary Bailey Office S6-316 Local 6762

Office Hours Hours are posted on the office door

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

COURSE OBJECTIVES

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.

EVALUATION

Final Examination	<u>40</u> %	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 aegrotat mark to be awarded, students must satisfactorily complete at least 60% of the course mark allocation.
Mid Term Examination	<u>30</u> %	
Regular Tests	<u>20</u> %	
Class Participation	<u>10</u> %	

Attendance requirements will be enforced as per the BCIT policy on page 3 of the BCIT calendar (1996/97). Excessive absence may result in failure or immediate withdrawal from the course or program.

REQUIRED TEXT(S) AND EQUIPMENT

1. Real Estate Salesman & Sub-Mortgage Brokers Pre-Licensing Course 1996 (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 TEXTS AND RECOMMENDED EQUIPMENT

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

COURSE SUMMARY

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.

**COURSE OUTLINE
(continued)**

Lecture	Material Covered	References
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.	