

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

COURSE OUTLINE

COURSE NAME <u>Real Estate Management</u>	
COURSE NUMBER <u>MKTG 3311</u>	DATE <u>September 1995</u>
Prepared by <u>Gary Bailey</u>	Taught to <u>Second</u> Year
School <u>Business</u>	School <u>Business</u>
Program <u>Marketing</u>	Program <u>Marketing</u>
Date Prepared <u>August 1995</u>	Option <u>Real Estate</u>
Term <u>3</u> Hrs/Wk <u>4</u> Credits <u>6</u>	
No. of Weeks <u>14</u> Total Hours <u>56</u>	
Instructor(s) <u>Gary Bailey</u> Office <u>S6-316</u> Local <u>6762</u>	
Office Hours <u>Hours are posted on the office door</u>	

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 7 of the calendar. Excessive absence will be deemed to be missing more than 2 labs for reasons within the student's control. Upon notification of excessive absence and failure to provide adequate explanation, the student will be disqualified from writing the final examination."

REQUIRED TEXT(S) AND EQUIPMENT

1. Real Estate Salesman & Sub-Mortgage Brokers Pre-Licensing Course 1995 (BCIT Bookstore)
2. Condominium Act (Bookstore)
3. Residential Tenancy Act (Bookstore)
4. Real Estate Act and Regulations under the Real Estate Act (Bookstore)
5. A Texas Instruments Student Business Analyst (BA-35) Financial Calculator will be required in January 1996. Students electing the acquisition of a calculator other than the BA-35 will be responsible for clarifying operational differences which may exist. Note: The University of British Columbia will only permit the use of a BA-35 calculator during the writing of the Pre-Licensing examination.

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	Mortgage Law	Chapter 15
	FINAL EXAM	2 Hours
	Note: Students are to have read applicable chapter “prior to” attending the lecture or lab.	