

# BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

## COURSE OUTLINE

COURSE NAME <u>REAL ESTATE MANAGEMENT</u>	
COURSE NUMBER <u>MKTG 3311</u>	DATE <u>September 1994</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 1994</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."

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## **REQUIRED TEXT(S) AND EQUIPMENT**

1. Real Estate Salesman & Sub-Mortgage Brokers Pre-Licensing Course 1994 (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 1995. 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.

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## **REFERENCE TEXTS AND RECOMMENDED EQUIPMENT**

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

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## **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
7	MID TERM EXAM Financial Statements (a brief review)	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  FINAL EXAM	Chapter 15  2 Hours
	<b>Note:</b> Students are to have read applicable chapter "prior to" attending the lecture or lab.	