



OCT 13 1999

## Course Outline

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Operating Unit: Business

Program: Marketing

Option: Commercial Real Estate

**MKGT 3311**

**Real Estate Management**

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**Start Date:** September, 1999

**End Date:**

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**Course Credits:** 4.0

**Term/Level:** 3

**Total Hours:** 56

**Total Weeks:** 14

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<b>Hours/Week:</b> 4	<b>Lecture:</b>	<b>Lab:</b>	<b>Shop:</b>	<b>Seminar:</b>	<b>Other:</b>
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### Prerequisites

**MKGT 3311 is a Prerequisite for:**

**Course No. Course Name**

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

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### Course Calendar 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.

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### Course Goals

The Real Estate Council of British Columbia permits BCIT **graduates** who have successfully completed this course **and** MKTG 4411, 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. After completion of MKTG 4414, a graduate may also challenge the Property Management Pre-Licensing examination.

## 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 aegrotat 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. Excessive absence may result in failure or immediate withdrawal from the course or program.

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## Course Learning Outcomes/Competencies

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## Course Content Verification

I verify that the content of this course outline is current, accurate, and complies with BCIT Policy.

 instructor  
\_\_\_\_\_  
Program Head/Chief Instructor

Sept. 1, 1999  
\_\_\_\_\_  
Date

Note: Should changes be required to the content of this course outline, students will be given reasonable notice.



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### **Instructor(s)**

Gary Bailey

Office No.: S6-316

Office Hrs.: Hours are posted  
on the office door.

Office Phone: Local 6762

E-mail Address:

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### **Learning Resources**

#### **Required:**

1. Real Estate Salesman & Sub-Mortgage Brokers Pre-Licensing Course 1999 (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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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
<b>Note:</b> Students are to have read applicable chapter “prior to” attending the lecture or lab.		