



A POLYTECHNIC INSTITUTION  
 School of Business  
 Program: Marketing Management  
 Option:

**Course Number: MKTG 4411**  
**Course Name: REAL ESTATE PRINCIPLES II**

<b>Start Date:</b> January 2, 2008	<b>End Date:</b> May 23, 2008
<b>Total Hours:</b> 80 <b>Total Weeks:</b> 20	<b>Term/Level:</b> 4 <b>Course Credits:</b> 5.5
<b>Hours/Week:</b> 4 <b>Lecture:</b> 2 <b>Lab:</b> 2	<b>Shop:</b> <b>Seminar:</b> <b>Other:</b>

**Prerequisites**

Course No.	Course Name
MKTG 3311	Real Estate Principles I

**Course Number is a Prerequisite for:**

Course No.	Course Name
------------	-------------

**v Course Description (required)**

MKTG 4411 – Real Estate Principles II includes: law, taxation on real property, appraisal, and construction. Additionally, the characteristics of urban real estate and the market, city growth and development, location factors influencing the determination of land use and ownership, institutional lenders, the mortgage market and the functions of the real estate agency, salesperson and appraiser are covered. This course, a continuation of MKTG 3311, will prepare students to successfully challenge the Real Estate Trading Services licensing examinations, as required by the Real Estate Council of British Columbia.

**v Detailed Course Description (optional)**

**v Evaluation**

Final Exam	40
Mid-term exam	20
Quizzes	20
Presentations	10
Class Participation*	10
<b>TOTAL</b>	<b>100%</b>

**Comments: Failure to achieve 50% or more on: the combination of the exams (mid-term and final), and the individual assignments/participation marks, will result in a 0% being assigned for all other projects and assignments, resulting in a failing grade for this course.**  
 (\* Class Participation marks must be earned individually in class, through proactive and constructive contribution to the course content.)

**v Course Learning Outcomes/Competencies**

Upon successful completion, the student will be able to:

- Understand and communicate the underlying principles of the real estate brokerage industry in British Columbia.
- Contract willing consumers in a real estate transaction for the sale, rental, exchange, or lease of real property in British Columbia.

- After completing Marketing 4411 in term 4, write the Real Estate Trading Services licensing examination for the purpose of being licensed by the Real Estate Council of British Columbia to broker real estate in British Columbia.

**v Verification**

I verify that the content of this course outline is current.

\_\_\_\_\_  
David Wan, Authoring Instructor

\_\_\_\_\_  
Date

I verify that this course outline has been reviewed.

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

\_\_\_\_\_  
Date

I verify that this course outline complies with BCIT policy.

\_\_\_\_\_  
Dean/Associate Dean

\_\_\_\_\_  
Date

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

v **Instructor(s)**

David Wan

Office Location: SE6-373

Office Phone: 604-451-6769

Office Hrs.: As posted

E-mail Address: david\_wan@bcit.ca

v **Learning Resources**

*Required:*

- **Real Estate Trading Services Licensing Course Manual:** UBC Real Estate Division. 2007
- Strata Property Act [online]
- Residential Tenancy Act [online]
- Commercial Tenancy Act [online]
- Real Estate Services Act and Regulations; Real Estate Development Marketing Act [online]
- The Competition Act
- Personal Information Privacy and Electronic Documents Act
- Personal Information Protection Act
- Goods and Services Act
- Heritage Conservation Act
- Streamside Property Regulation
- Income Tax Act [Non-resident buyers and sellers]
- Indian Act
- Indian Self Government Enabling Act
- Waste Management Act [Contaminated Sites Regulation]
- Proceeds of Crime and Money Laundering Act
- Real Estate Salesperson's and Sub-mortgage Broker's Pre-licensing Course Manual 2002
- HP 10BII Calculator

*Recommended:*

None

v **Information for Students**

*(Information below can be adapted and supplemented as necessary.)*

**Assignments:** Late assignments, lab reports or projects will **not** be accepted for marking. Assignments must be done on an individual basis unless otherwise specified by the instructor.

**Makeup Tests, Exams or Quizzes:** There will be **no** makeup tests, exams or quizzes. If you miss a test, exam or quiz, you will receive zero marks. Exceptions may be made for **documented** medical reasons or extenuating circumstances. In such a case, it is the responsibility of the student to inform the instructor **immediately**.

**Ethics:** BCIT assumes that all students attending the Institute will follow a high standard of ethics. Incidents of cheating or plagiarism may, therefore, result in a grade of zero for the assignment, quiz, test, exam, or project for all parties involved and/or expulsion from the course.

**Attendance:** The attendance policy as outlined in the current BCIT Calendar will be enforced. Attendance will be taken at the beginning of each session. Students not present at that time will be recorded as absent.

**Missing more than 10% of classes without prior arrangement and consent of your instructor may result in a grade of 0% being assigned for your final exam, equating to a failing grade for this course.**

**Illness:** A doctor's note is required for any illness causing you to miss assignments, quizzes, tests, projects, or exam. At the discretion of the instructor, you may complete the work missed or have the work prorated.

**Attempts:** Students must successfully complete a course within a maximum of three attempts at the course. Students with two attempts in a single course will be allowed to repeat the course only upon special written permission from the Associate Dean. Students who have not successfully completed a course within three attempts will not be eligible to graduate from the appropriate program.

**Course Outline Changes:** The material or schedule specified in this course outline may be changed by the instructor. If changes are required, they will be announced in class.

**Accommodation:** Any student who may require accommodation from BCIT because of a physical or mental disability should refer to BCIT's Policy on Accommodation for Students with Disabilities (Policy #4501), and contact BCIT's Disability Resource Centre (SW1-2300, 604-451-6963) at the earliest possible time. Requests for accommodation must be made to the Disability Resource Centre, and should not be made to a course instructor or Program area.

Any student who needs special assistance in the event of a medical emergency or building evacuation (either because of a disability or for any other reason) should also promptly inform their course instructor(s) and the Disability Resource Centre of their personal circumstances.

**v Assignment Details**

To be distributed in class.

### Schedule

Week of/ Number	Outcome/Material Covered	Reference/ Reading	Assignment	Due Date
Jan. 1 <sup>st</sup> / #1	Local Government Law	Chapter 18		
Jan. 7 <sup>th</sup> / #2	Local Government Law (cont'd)	Chapter 18		
Jan. 14 <sup>th</sup> / #3	Taxes on Real Property	Chapter 19		
Jan. 21 <sup>st</sup> / #4	Building Design and Construction	Chapter 20		
Jan. 28 <sup>th</sup> / #5	Building Design and Construction	Field Trip		
Feb. 4 <sup>th</sup> / #6	Quiz	Chapter 18 – 20		
Feb. 11 <sup>th</sup> / #7	Introduction to Real Estate Appraisal	Chapter 21		
Feb. 18 <sup>th</sup> / #8	The Appraisal Process	Chapter 22		
Feb. 25 <sup>th</sup> / #9	Project Assigned	Handouts		
Mar. 3 <sup>rd</sup> / #10	Mid-term Exam	Chapter 18 – 22		
Mar. 10 <sup>th</sup>	Spring Break			
Mar. 17 <sup>th</sup> / #11	Comparative and Cost Methods of Appraisal	Chapter 23		
Mar. 24 <sup>th</sup> / #12	Income or Investment Method of Appraisal	Chapter 24		
Mar. 31 <sup>st</sup> / #13	Appraisal in Practice	Guest Lecturer		
Apr. 7 <sup>th</sup> / #14	Statements of Adjustment and Completion of Sale	Chapter 25		
Apr. 14 <sup>th</sup> / #15	Statements of Adjustment and Completion of Sale (Continued)	Chapter 25		
Apr. 21 <sup>st</sup> / #16	Quiz	Chapters 23 – 25		
Apr. 28 <sup>th</sup> / #17	Technology and the Real Estate Salesperson	Chapter 26		
May 5 <sup>th</sup> / #18	Project Presentation			
May 12 <sup>th</sup> / #19	Course Review			
May 19 <sup>th</sup> / #20	Final Exam			