



A POLYTECHNIC INSTITUTION

School of Business

Program: Commercial Real estate Sales

Option:

3311**Real Estate Principles****Start Date:** September 10 2002**End Date:** December 13 2002**Total Hours:** 60 **Total Weeks:** 15**Term/Level:** 3 **Course Credits:** 4.0**Hours/Week:** 4 **Lecture:** 2 **Lab:** 2**Shop:** **Seminar:** **Other:****Prerequisites****3311 is a Prerequisite for:****Course No.** **Course Name****Course No.** **Course Name**Successful completion of
Terms 1 and 2

4411 Marketing 4411

■ Course Description (required)

MARKETING 3311 - Real Estate Principles 1: Includes law, estates and interests in land. The economic characteristics of urban real estate and the market, city growth and development, location factors in 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, combined with MKTG 4411 will prepare students to successfully challenge the Real Estate Salesperson's provincial licensing examinations, as required by the Real Estate Council of British Columbia.

■ Detailed Course Description (optional)**■ Evaluation**

Class participation	10%	Comments: Each student must submit both the required project work and the required quizzes and examinations. Failure to achieve 50% or more on the combination of the midterm and final exams will result in a 0% being assigned for all other projects, assignments, and participation/attendance marks, resulting in a failing grade for this course.
Quizzes	20%	
Team project	15%	
Mid term exam	25%	
Final exam	30%	
TOTAL	100%	

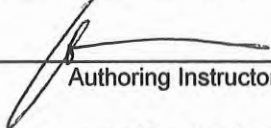
■ Course Learning Outcomes/Competencies

Upon successful completion, the student will be able to:

1. Understand and communicate the underlying principles of the real estate brokerage industry in British Columbia.
2. Contract willing consumers in a real estate transaction for the sale, rental, exchange, or lease of real property in British Columbia.
3. After completing Marketing 4411 in term 4, write the Salesperson's Pre-licensing examination for the purpose of being licensed by the Real Estate Council of British Columbia to broker real estate in British Columbia.

■ Verification

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

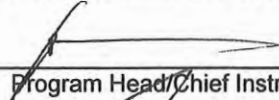


Authoring Instructor

2-9-02

Date

I verify that this course outline has been reviewed.

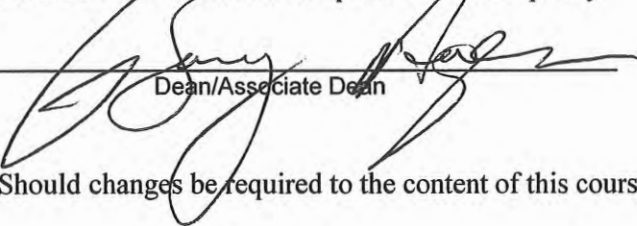


Program Head/Chief Instructor

2-9-02

Date

I verify that this course outline complies with BCIT policy.



Dean/Associate Dean

Sept 4/02.

Date

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

■ Instructor(s)

Bill Phillips

Office Location: SE 6 316
Office Hrs.: as posted

Office Phone: 604 451 6762
E-mail Address: bphillips@queensmba.com

■ Learning Resources

Required:

Strata Property Act [online]
Residential Tenancy Act [online]
Commercial Tenancy Act [online]
Real Estate Act and Regulations [online]
Real Estate Salespersons and Sub-Mortgage Brokers Pre-licensing Course Manual 2002
HP 10BII Calculator

Recommended:

None

■ Information for Students

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

Assignments: Late assignments, 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.

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 may 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 with 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.

■ Assignment Details

To be distributed in class.

Schedule

Week of/ Number	Outcome/Material Covered	Reference/ Reading	Assignment	Due Date
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	Quiz Chapters: Preface –3 Title Registration	Preface –3 Chapter 4		
5	Tort Law	Chapter 5		
6	Residential and Commercial Tenancies	Chapter 6 Residential Tenancy Act, Commercial Tenancy Act, Strata Property Act		
7	Mid Term Exam	Preface – chapter 6		
8	Project Presentations			
9	Condominiums and Cooperatives	Chapter 7		
10	Financial Statements	Chapter 8		
11	The Lw of Contract	Chapter 10		
12	Quiz chapters 7,8,10	Chapters 7,8,10		
13	Contracts for the Real Estate Transaction	Chapter 11		
14	The Law of Agency	Chapter 12		
15	Final Exam	Preface – Chapter 12		