



A POLYTECHNIC INSTITUTION

School of Business

Program: Marketing Management

Option:

**Course Number: MKTG 4411****Course Name: REAL ESTATE PRINCIPLES II****Start Date:** January 4, 2006**End Date:** May 26, 2006**Total Hours:** 80 **Total Weeks:** 20**Term/Level:** 4 **Course Credits:** 5.5**Hours/Week:** 4 **Lecture:** 2 **Lab:** 2**Shop:** **Seminar:** **Other:****Prerequisites****Course Number is a Prerequisite for:**

Course No.	Course Name
MKTG 3311	Real Estate Principles I

Course No.	Course Name
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**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 Salesperson's provincial 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 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.

**v Verification**

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

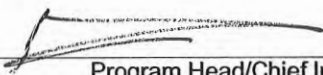


\_\_\_\_\_  
Authoring Instructor

13/12/2005

\_\_\_\_\_  
Date

I verify that this course outline has been reviewed.

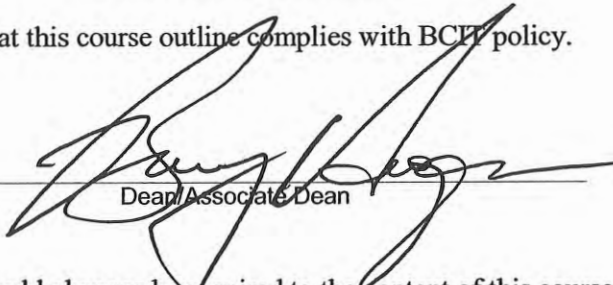


\_\_\_\_\_  
Program Head/Chief Instructor

16/12/2005

\_\_\_\_\_  
Date

I verify that this course outline complies with BCIT policy.



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

Dec 22/05.

\_\_\_\_\_  
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 Hrs.: As posted

Office Phone: 604-451-6769  
E-mail Address: david\_wan@bcit.ca

**v Learning Resources**

*Required:*

- Real Estate Salespersons and Sub-Mortgage Brokers Pre-licensing Course Manual 2005
- 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.

**v Assignment Details**

To be distributed in class.

**Schedule**

<b>Week of/ Number</b>	<b>Outcome/Material Covered</b>	<b>Reference/ Reading</b>	<b>Assignment</b>	<b>Due Date</b>
Jan. 2 <sup>nd</sup> / #1	Local Government Law	Chapter 18		
Jan. 9 <sup>th</sup> / #2	Local Government Law (cont'd)	Chapter 18		
Jan. 16 <sup>th</sup> / #3	Taxes on Real Property	Chapter 19		
Jan. 23 <sup>rd</sup> / #4	Building Design and Construction	Chapter 20		
Jan. 30 <sup>th</sup> / #5	Building Design and Construction	Field Trip		
Feb. 6 <sup>th</sup> / #6	Quiz	Chapter 18 – 20		
Feb. 13 <sup>th</sup> / #7	Introduction to Real Estate Appraisal	Chapter 21		
Feb. 20 <sup>th</sup> / #8	The Appraisal Process	Chapter 22		
Feb. 27 <sup>th</sup> / #9	Project Assigned	Handouts		
Mar. 6 <sup>th</sup> / #10	Mid-term Exam	Chapter 18 – 22		
Mar. 13 <sup>th</sup>	Spring Break			
Mar. 20 <sup>th</sup> / #11	Comparative and Cost Methods of Appraisal	Chapter 23		
Mar. 27 <sup>th</sup> / #12	Income or Investment Method of Appraisal	Chapter 24		
Apr. 3 <sup>rd</sup> / #13	Appraisal in Practice	Guest Lecturer		
Apr. 10 <sup>th</sup> / #14	Statements of Adjustment and Completion of Sale	Chapter 25		
Apr. 17 <sup>th</sup> / #15	Statements of Adjustment and Completion of Sale (Continued)	Chapter 25		
Apr. 24 <sup>th</sup> / #16	Quiz	Chapters 23 – 25		
May 1 <sup>st</sup> / #17	Technology and the Real Estate Salesperson	Chapter 26		
May 8 <sup>th</sup> / #18	Project Presentation			
May 15 <sup>th</sup> / #19	Course Review			
May 22 <sup>nd</sup> / #20	Final Exam			