



BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY School of Business

COURSE OUTLINE FOR:	DATE: January 8, 2001
MKTG 4411 – Real Estate Principles 2	
TAUGHT BY: Marketing Management	
TAUGHT TO: Second Year	
<i>Program: Marketing Management</i>	
<i>Option: Commercial Real Estate</i>	

Hours/Week:	4	Total Hours:	56	Term/Level:	4
<i>Lecture:</i>	2				
<i>Lab:</i>	2				
<i>Other:</i>		Total Weeks:	15	Credits:	4.0

Instructor: Bill Phillips	
Office No. SE 6 – 316	Phone: 451– 6762; cel 233 6430 [24hours]
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Office Hours: AS POSTED	

Pre-requisites:
1 st Year Completion and 3 rd Term Completion

Course Description and Goals:
The Real Estate Council of British Columbia permits BCIT graduates, who have successfully completed this course in conjunction with Marketing 4411, to challenge the Real Estate Salesman's and Sub-Mortgage Brokers Pre-Licensing examination administered by U.B.C. Successful completion of this examination will qualify the student to become a licensed real estate salesperson. After completion of Marketing 4414, a graduate may also challenge the Property Management Pre-Licensing examination.

Final Examination	40	%
Midterm Exam	20	%
Quizzes	30	%
Class Participation	10	%
Total	100	%

Text and Equipment Required:
<ol style="list-style-type: none"> 1. Strata Property Act [online] 2. Residential Tenancy Act, and Commercial Tenancy Act [online] 3. Real Estate Act and Regulations Under the Real Estate Act [online] 4. Texas Instruments BAI Plus Calculator 5. Real Estate Salespersons and Sub-Mortgage Brokers pre-Licensing Course Manual 1999
Recommended:
none



Course Learning Outcomes

At the end of this course, the student will be able to:

1. Develop a clear, practical understanding of the material covered in the Course Topical Agenda.
2. Move to undertake and complete the final semester in part II of this Pre-Licensing course

Course Notes (Policies and Procedures) .

- **Attendance:** The attendance policy as outlined in the current BCIT Calendar will be enforced.
- **Course Outline Changes:** The material specified in this course outline may be changed by the instructor. If changes are required, they will be announced in class.
- **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.
- **Illness:** A doctor's note is required for any illness causing you to miss assignments, quizzes, tests, projects or exams. At the discretion of the instructor, you may complete the work missed or have the work prorated (i.e. an average is given according to your performance throughout the course).
- **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.
- **Labs:** Lab attendance is mandatory.

Course Record:

Developed by:

Bill Phillips

Instructor

Ed 1/01

***This schedule is subject to change at the discretion of the instructor.**



TOPICAL AGENDA

LECTURE

TOPIC

1	Law of Agency
2	Local Government Law
3	Quiz Lectures 1+2
	Mortgage Law
4	Professional Ethics
	Drafting Enforceable Contracts
5	Quiz Lectures 3+4
	Introduction to Mortgage Finance
6	Interest Rate Analysis & Constant Payment Mortgages
7	Mortgage Yield and Cost Analysis
8	Mortgage Underwriting and Borrower Qualification
	Mid Term Exam Lectures 1-8
9	Taxes on Real Property
10	Building Design & Construction
11	Intro to Real Estate Appraisal; The Appraisal Process
12	Comparative & Cost Methods of Appraisal
	Income & Investment Method of Appraisal
13	Quiz Lectures 10-13
	Statements of Adjustment and Sale Completion
14	Property Management

Final Exam 2 Hours Lectures 1-15

Note: readings for each lecture should be completed in advance; readings are in the correspondingly titled chapter[s] in the Pre-Licensing Manual.