

FEB 12 1999



### Course Outline

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Operating Unit: Business  
Program: Marketing Management  
Option: Real Estate Studies

**MKTG 4411**  
**Real Estate Management**

**Start Date:** January, 1999

**End Date:**

**Course Credits:** 4

**Term/Level:** 4

**Total Hours:** 80

**Total Weeks:** 20

<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

#### MKTG 4411 is a Prerequisite for:

<b>Course No.</b>	<b>Course Name</b>
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<b>Course No.</b>	<b>Course Name</b>
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MKTG 3311

This is a second year course and is required of all Real Estate option students.

#### 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.

#### Course Goals

#### Evaluation

Final Examination	40%
Mid-term Examination	30%
Regular Tests	20%
Class Participation	10%
<b>TOTAL</b>	<b>100%</b>

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 aergrotat mark to be awarded, students must satisfactorily complete at least 60% of the course mark allocation.

Attendance requirements will be enforced as per the BCIT policy on page 3 of the BCIT Calendar (1998/99). Excessive absence may result in failure or immediate withdrawal from the course or program.

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### Course Learning Outcomes/Competencies

The Real Estate Council of British Columbia permits BCIT **graduates**, who have successfully completed this course **and** MKTG 3311, to challenge the Real Estate Salesman's and Sub-Mortgage Broker's 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, or to become an employee in a property management department.

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### Course Content Verification

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

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Program Head/Chief Instructor

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.: SE6-316

Office Hrs.: As Posted

Office Phone: 6762

E-mail Address:

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### Learning Resources

#### Required:

Real Estate Salesman's and Sub-Mortgage Broker's Pre-Licensing Course 1998 (as for MKTG 3311)

BA II Plus calculator

**Important Note:** The University of British Columbia will permit the use of any handheld cordless calculator, without programming and alpha-numeric storage capability, during the writing of the Pre-Licensing examination.

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### BCIT Policy Information for Students

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### Assignment Details



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Chapter Number	Topic
15	Mortgage Law
19	Taxes on Real Property
20	Building Design and Construction
21	Introduction to Real Estate Appraisal
22	The Appraisal Process
23	Comparative and Cost Methods of Appraisal
24	Income or Investment Method of Appraisal
	MID TERM EXAMS
13	Introduction to Mortgage Finance
14	Interest Rate Analysis and Constant Payment Mortgages
16	Mortgage Yield and Cost Analysis
17	Mortgage Underwriting and Borrower Qualifications
9	Professional Ethics
25	Statements of Adjustment
26	Property Management
	<b>Note:</b> Lectures and labs are predicated on the basis that students have read the applicable chapter <i>in advance</i> .