

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

COURSE OUTLINE

COURSE NAME Real Estate ManagementCOURSE NUMBER MKTG 4411 | DATE January 1997Prepared by Gary Bailey | Taught to Second YearSchool Business | School BusinessProgram Marketing Management | Program Marketing ManagementDate Prepared January 1997 | Option Real Estate StudiesTerm 4 Hrs/Wk 4 Credits 4No. of Weeks 20 Total Hours 80Instructor(s) Gary Bailey Office SE6-316 Local 6762Office Hours As posted outside office**PREREQUISITES**

Successful completion of MKTG 3311

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

COURSE OBJECTIVES

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.

EVALUATION

| | | |
|----------------------|-----------|---|
| Final Examination | <u>40</u> | % |
| Mid-Term Examination | <u>30</u> | % |
| Regular Tests | <u>20</u> | % |
| Class Participaation | <u>10</u> | % |

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

Attendance requirements will be enforced as per the BCIT policy on page 3 of the BCIT Calendar (1996/97). Excessive absence may result in failure or immediate withdrawal from the course or program.

REQUIRED TEXT(S) AND EQUIPMENT

Real Estate Salesmans and Sub-Mortgage Brokers Pre-Licensing Course 1996 (BCIT Bookstore)

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.

REFERENCE TEXTS AND RECOMMENDED EQUIPMENT

COURSE SUMMARY

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 OUTLINE
(continued)

| 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 |
| | Note: Lectures and labs are predicated on the basis that students have read the applicable chapter <i>in advance</i> . |