

# BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

## COURSE OUTLINE

COURSE NAME Real Estate Management

COURSE NUMBER MKTG 4411

DATE January 1996

Prepared by Gary Bailey

Taught to Second Year

School Business

School Business

Program Marketing Management

Program Marketing Management

Date Prepared January 1995

Option Real Estate Studies

Term 4 Hrs/Wk 4 Credits 4

No. of Weeks 20 Total Hours 80

Instructor(s) Gary Bailey Office SE6-316 Local 6762

Office 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 Salesmen and Sub-Mortgage Brokers 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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## EVALUATION

|                   |           |          |
|-------------------|-----------|----------|
| Quizzes           | <u>20</u> | <u>%</u> |
| Mid-Term          | <u>30</u> | <u>%</u> |
| Final Examination | <u>40</u> | <u>%</u> |
| Participation     | <u>10</u> | <u>%</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 aegrotat mark to be awarded, students must satisfactorily complete at least 60% of the course mark allocation. **Absences without written medical excuse, in excess of 10% of the scheduled lab and lecture hours will result in the student being prohibited from completing the course. Attendance will be taken.**

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## REQUIRED TEXT(S) AND EQUIPMENT

Real Estate Salesmen and Sub-Mortgage Brokers Pre-Licensing Course 1995  
(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.

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## REFERENCE TEXTS AND RECOMMENDED EQUIPMENT

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## 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<br>Number | Topic   |
|-------------------|---|
| 18                | Local Government 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  |
|                   | M I D - T E R M   E X A M S   |
| 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 <b>in advance</b> . |