

## COURSE OUTLINE

COURSE NAME Real Estate Management

COURSE NUMBER MKTG 411 4411 | DATE January, 1994

Prepared by Gary Bailey | Taught to Second Year

School Business | School Business

Program Marketing | Program Marketing

Date Prepared January, 1994 | Option Real Estate

Term 4 | Hrs/Wk 4 | Credits 4

No. of Weeks 18 | Total Hours 72

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

Office Hours As posted outside office

PREREQUISITES

Successful completion of Marketing 311

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 311, to challenge the Real Estate Salesmans 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.

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

1. Real Estate Salesmans & Sub-Mortgage Brokers Pre-Licensing Course 1993 (BCIT Bookstore)
2. A Texas Instruments Student Business Analyst (BA-35) Financial Calculator will be required. Students electing the acquisition of a calculator other than the BA-35 will be responsible for clarifying operational differences which may exist.

**Important Note:** The University of British Columbia will permit the use of a BA-35 calculator only during the writing of the Pre-Licensing examination. No other calculators are permitted in their examination room.

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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 Number	Topic
18	Local Government Law
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
13	Introduction to Mortgage Finance
	M I D T E R M E X A M S
14	Interest Rate Analysis and Constant Payment Mortgages
16	Mortgage Yield and Cost Analysis
17	Mortgage Underwriting and Borrower Qualifications
19	Taxes on Real Property
9	Real Estate Securities and Syndicates
25	Statements of Adjustment
26	Property Management
	Note: Lectures and labs are predicated on the basis that students have read the applicable chapter <u>in advance</u> .