


**BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY School of Business**

<b>COURSE OUTLINE FOR:</b>	<b>DATE: January 8, 2001</b>
<b>MKTG 4412 – Real Estate Appraisal &amp; Investment Analysis</b>	
<b>TAUGHT BY: Marketing Management</b>	
<b>TAUGHT TO: Second Year</b>	
<i>Program: Marketing Management</i>	
<i>Option: Commercial Real Estate</i>	

<b>Hours/Week:</b>	4	<b>Total Hours:</b>	16	<b>Term/Level:</b>	4
<i>Lecture:</i>	2				
<i>Lab:</i>	2				
<i>Other:</i>		<b>Total Weeks:</b>	8	<b>Credits:</b>	4.0

Instructor: Bill Phillips	
Office No. SE 6 – 316	Phone: cel 233 6430 [24hours]
E-Mail: bphillips@queensmba.com	Fax: 986-0391
Office Hours: <b>AS POSTED</b>	

<b>Pre-requisites:</b>
1 <sup>st</sup> Year Completion and 3 <sup>rd</sup> Term Completion

<b>Course Description and Goals:</b>
Designed for salespersons, appraisers, real estate brokers, lenders, builders, investors, and assessors. On completion of the course, the student will have learned how to apply basic appraisal principles and techniques to actual appraisal problems. The material will include such topics as principles of real estate value, elements of land economics, taxation, ownership, including real property valuation and the various common indices used to measure a 'return' on investment.

<b>Final Examination</b>	50	%
<b>Quizzes</b>	20	%
<b>Class Participation</b>	10	%
<b>Mid Term Project</b>	20	%
<b>Total</b>	100	%

<b>Text and Equipment Required:</b>
1. Texas Instruments BAI Plus Calculator
2. Real Estate Investment Analysis and Appraisal, <i>Real Estate Division Faculty of Commerce and Business Administration University of British Columbia</i>
<b>Recommended:</b>
none

<b>Course Learning Outcomes</b>
<i>At the end of this course, the student will be able to:</i>
1. Develop a clear, practical understanding of the material covered in the Course Topical



## Agenda.

### 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

Feb 1/01

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



## **TOPICAL AGENDA**

### LECTURE

### TOPIC

1	Overview of Real Estate Assets & Markets Price-setting in Real Estate Markets
2	Market Comparison Approach
3	Cost Method of Appraisal
4	Quiz on Lectures 1, 2, 3 Analysis of Income and Expenses
5	Taxation of Real Estate Investment
6	Quiz on Lectures 4 and 5 Development Sites and Leasing [not in text]
7	Return Measurement
8	Ownership Structures

Final Exam    2 Hours    Lectures 1-8

Note: readings for each lecture should be completed in advance; readings are in the correspondingly named chapter[s] in the text