



BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY School of Business

COURSE OUTLINE FOR: MKTG 4413 – Real Estate Finance in a Canadian Context	DATE: January 10, 2000
TAUGHT BY: Marketing Management	
TAUGHT TO: Second Year <i>Program: Marketing Management</i> <i>Option: Commercial Real Estate</i>	

Hours/Week:	4	Total Hours:	80	Term/Level:	4
<i>Lecture:</i>	2				
<i>Lab:</i>	2				
<i>Other:</i>		Total Weeks:	20	Credits:	5.5

Instructor: Dave Westcott	
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Office Hours: AS POSTED	

Pre-requisites:

MKTG 3312 – Economics of Real Property Markets
MKTG 3313 – Introduction to Real Estate Analysis

Course Description and Goals:

This course builds upon the basic tools and concepts gained in MKTG 3313 to achieve competence with the calculations involved in advanced mortgage financing techniques. The economic environment of the mortgage market as well as the practical administration of mortgage loans is also covered.

Final Examination	40	%
Midterm Tests	30	%
Quizzes	20	%
Other	10	%
Total	100	%

Text(s) and Equipment

Recommended: REAL ESTATE FINANCE IN A CANADIAN CONTEXT: David Baxter, S.W. Hamilton, and Daniel Ulinder. Real Estate Division, Faculty of Commerce and Business Administration, University of British Columbia.

Calculator: BAII Plus, Texas Instruments.



Course Learning Outcomes

At the end of this course, the student will be able to:

1. Describe the Canadian capital market structure as it applies to the mortgage market
2. Describe the participants in the Canadian mortgage market and their relative roles
3. Describe the participation of the federal government in the mortgage market
4. Describe the major features of a typical Canadian mortgage document, including the rights and responsibilities of all parties to the document
5. Perform the underwriting function for a residential mortgage loan
6. Administer a residential loan, including all necessary calculations
7. Perform the underwriting function for a basic commercial mortgage loan
8. Analyze complex mortgage loan forms, and other methods of financing - sale-leaseback, etc.

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: Dave Westcott
Instructor



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

DATE	LECTURE – MONDAYS	LABS - MONDAYS
Jan. 10	Cash Flow Analysis	Ch - 9 (MKTG 3313)
Jan. 17	Capital Market Structure Ch - 1	Cdn Mtge Mkt - History and Structure Ch - 2,7
Jan. 24	What is a Mortgage? Ch - 4	Birth and Death of a Mortgage Ch - 5
Jan. 31	Quiz #1	
Feb. 7	Underwriting – Residential	Ch - 8
Feb. 14	Mortgage Administration	Ch - 9
Feb. 21	Industry Seminar	
Feb. 28	Underwriting – Commercial	Ch - 10
Mar. 6	Mid-term	
Mar. 13	Spring Break	
		<u>LABS – TUESDAYS</u>
Mar. 20	Alternative Mortgage Instruments - GPM	Ch – 11
Mar. 27	AMI's - SFAM, RAM, VRM, SIM, SAM, PLAM, etc	Ch – 11, Ch - 15
Apr. 3	Refinancing the Property	Quiz #2
Apr. 10	Refinancing the Property – WAM'S Development Financing	WAM'S
Apr. 17	IRD, Truth in Advertising, Commission advances, Buydowns, etc.	
Apr. 24	Easter Monday	Licensing - Education
May. 1	Directed Studies Presentations	
May. 8	INVESTIT	
May 15	Review	
	Final Exam	