






Diploma in Business Economics (870) – Real Estate Management

Prerequisites: Knowledge of accounting and business terminology.	Corequisites: A pass or higher in Certificate in Business Studies or equivalence.
<p>Aim: An overview course that explains with real-world examples how residential and commercial real estate finance markets operate and interact with one another. The course provides an understanding of how technology is rapidly changing borrowers' ability to "shop" for mortgages and how lenders offer their products and services. The course covers the entire array of mortgages available to consumers, where loans can be obtained, and what happens to loans after they are made. The ethical dimensions of financing real estate will be brought to the forefront of classroom discussion. Introduction to real estate topics including license law, real property, agency, seller and buyer relationships, state and federal laws, marketing and advertising, market analysis and appraisal, financing, contracts, employment agreements, and career paths. Study of real estate topics including license law, government laws, agency and real estate transactions. Basic principles of real estate transfers with emphasis on contracts of sale, deeds, abstracts, leases, options, liens, taxes, financing, and market conditions. Legal concepts of real estate, land description, real property rights, estates in land, conveyances, encumbrances, foreclosures, recording procedures, evidence of title, consumer protection, and landlord-tenant law. Explores the complexities of managing apartments, condominiums, office buildings, industrial property, and shopping centers. This course covers rental markets, development of rental schedules, leasing techniques and negotiations, repairs and maintenance, tenant relations, merchandising, selection and training of personnel, accounting, and owner relations. Graduates of the real estate management will find a variety of career opportunities, though some of these may require additional education: Property Manager; Real Estate Manager; Community Association Manager; Real Estate Broker; Sales Agent Real Estate Developer; Real Estate Assessor or Appraiser; Real Estate Investor.</p>	
Required Materials: Recommended Learning Resources.	Supplementary Materials: Lecture notes and tutor extra reading recommendations.
<p>Special Requirements: The course requires a combination of lectures, demonstrations and discussions.</p>	
<p>Intended Learning Outcomes:</p> <ol style="list-style-type: none"> Explore the wide range involvement of real estate. Be able to demonstrate the buying and selling of commercial properties and site developments. Discuss the incidents of frauds in the estate investment market and analyse the government laws to regulate the real estate transactions. Demonstrate how to identify long term deviations from real estate price trends and the characteristics of booms and busts. 	<p>Assessment Criteria:</p> <ol style="list-style-type: none"> 1.1 Discuss the various types of land 1.2 Analyse the importance of real estate management 1.3 Explore real-estate markets 1.4 Discuss real estate careers 2.1 Identify real estate legal issues 2.2 Describe title deeds 2.3 Explore government controls and regulations 2.4 Analyse urban and regional planning issues 2.5 Outline objectives of the Real Estate laws 2.6 Describe the requirement of Real Estate license 3.1 Discuss market value determinants 3.2 Analyse market value valuation tools 3.3 Distinguish sales comparison vs cost approach

<p>4. Describe the full range of corporate, structured finance and capital raising services, together with non-discretionary investment advice for individual properties, portfolios, indirect ownership services and complex situations.</p> <p>5. Describe the Commercial Real Estate Brokerage and Management industry description</p> <p>6. Outline the Opportunity Costs of Real Estate Investing and describe reasons Why “Opportunity Cost” for New Real Estate Investors is Important</p> <p>7. Describe the requirements common to most Banks when it comes to financing Income Producing Properties (shopping strips, apartment buildings, and commercial warehouses).</p> <p>8. Define Property Management, Facilities Management and Asset management as well as comparing and contrasting the three management sectors.</p>	<p>3.4 Distinguish direct capitalisation and discounted cash flows (DCF) models</p> <p>4.1 Explore mortgage clauses</p> <p>4.2 Discuss real estate finance laws</p> <p>4.3 Analyse mortgage institutions and mortgage lenders</p> <p>4.4 Analyse market value of a loan</p> <p>5.1 Outline the functions of brokers</p> <p>5.2 Discuss why sellers use brokers</p> <p>5.3 Describe the real-estate licensing process</p> <p>5.4 Define the contents of sale contract</p> <p>5.5 Be able to produce a sale of contract</p> <p>6.1 Outline the effects of time and risk on value</p> <p>6.2 Be able to use internal rate of return and net present value decision rules</p> <p>6.3 Be able to compute payment on a mortgage loan</p> <p>7.1 Outline corporate mortgage types</p> <p>7.2 Analyse construction lending</p> <p>7.3 Analyse commercial real estate market</p> <p>7.4 Discuss the Real Estate Investment Trust (REIT) market</p> <p>7.5 Define financial leverage</p> <p>7.6 Outline advantages and disadvantages of using ratio analysis to make real estate investment decisions</p> <p>7.7 Be able to calculate taxable income/loss on rented properties</p> <p>8.1 Distinguish property manager vs asset manager</p> <p>8.2 Discuss landlord-tenant laws</p> <p>8.3 Distinguish leasing vs subletting</p> <p>8.4 Explore commercial leases</p> <p>8.5 Identify types of retail properties</p> <p>8.6 Discuss construction project process</p> <p>8.7 What is facilities management.</p>
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Recommended Learning Resources: Real Estate Management

<p style="text-align: center;">Text Books</p>	<ul style="list-style-type: none"> • Real Estate Management Law by Richard Card, John Murdoch & Sandi Murdoch. ISBN-10: 0199572046 • Stapleton's Real Estate Management Practice by Anthony Banfield. ISBN-10: 0728204827 • Property Development by Sara Wilkinson. ISBN-10: 0415430631
<p style="text-align: center;">Study Manuals</p> 	<p>BCE produced study packs</p>
<p style="text-align: center;">CD ROM</p> 	<p>Power-point slides</p>
<p style="text-align: center;">Software</p> 	<p>None</p>

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