

**STUDENT COURSE OUTLINE
BERGEN COMMUNITY COLLEGE
DIVISION OF BUSINESS, ARTS, AND SOCIAL SCIENCES**

SEMESTER:

INSTRUCTOR:

OFFICE ROOM #

**OFFICE HOURS: TO BE ANNOUNCED
AT SECOND WEEK OF CLASS**

COURSE TITLE: **REA-204 Real Estate Leasing**

CREDITS & HRS: 2 credits (2 lec.)

PREREQUISITES: BUS-101 and REA-101

**COURSE
DESCRIPTION:**

REA-204 Real Estate Leasing is a study of New Jersey Commercial and residential leasing, civil rights leasing laws, condominiums and cooperatives.

TEXTBOOK:

N.J. Leasing, by Gerald Meisel, Clarity Publishing Company (Fall 2006).

**LEARNING
OBJECTIVES:**

1. Explain the public policy theory of New Jersey commercial and residential leasing.
2. Review major concepts bargained for and included in commercial leases.
3. Cover principals of New Jersey landlord-tenant laws.
4. Explain civil rights laws and New Jersey civil rights laws and enforcement.
5. Explain and distinguish between New Jersey condominium and cooperative forms of ownership.

Standard:

Students will demonstrate proficiency and understanding of leasing, civil rights, condo-coop concepts and procedures in New Jersey as covered in class and quizzes. 80% of all students will attain an average grade of "70" or better.

COURSE CONTENT:

<u>SESSION</u>	<u>SUBJECT</u>	<u>CHAPTER(S)</u>
1.	Introduction to N.J. Leasing (3 Hrs)	Section 1, Introduction
2.	Principals of New Jersey Commercial Leasing (3Hrs)	Section 1, Commercial Leasing
3.	N.J. Residential Leasing (3Hrs)	Section 2
4.	N.J. Landlord-Tenant Laws (3Hrs) <u>AND</u> Review for Quiz #1	Section 2
5.	Quiz #1 (1.5 Hrs) Introduction to Civil Rights (1.5 Hrs)	Section 3
6.	New Jersey Civil Rights Laws (3Hrs)	Section 3
7.	N.J. Civil Rights Real Estate Enforcement (3Hrs)	Lecture
8.	Introduction to Condo-Coop (1Hr) <u>AND</u> The Condominium Master Deed, By-Laws And Offering Plan (2Hrs)	Section 4
9.	Principals of the Cooperative Form of Ownership (3Hrs)	Section 4 (Continued)
10.	Quiz #2	

**GRADING
PROCEDURE:**

Quiz #1 and Quiz #2 will each be 50% of grade.

Each Quiz must be taken in order to receive a grade. If a student misses Quiz 1, he or she will be required to take a different, all essay make up exam on the first day the student returns to class. There is no make up for Quiz 2. Quiz 2 will receive a failure grade for the course.

GRADE SCHEDULE:

0-59 = F
60-69 = D
70-75 = C
76-79 = C+
80-85 = B
86-89 = B+

90+ = A

FACULTY ABSENCE PROCEDURE: IMPORTANT

A daily listing will appear in the glass case located in the front lobby of the main building (administrative wing), which will indicate all classes which are canceled. Another listing will appear in the glass case adjacent to the Hotel/Restaurant bulletin board in East Hall. Students can consult these bulletin boards before going to class. If such a class does not appear on the day's cancellation notice, this information should be conveyed either to the Evening & Saturday Office (L-113) or the Division Office (A-306C).