

# REAL ESTATE, BS

The Real Estate (B.S.) program is designed to prepare business students to move into roles focused on real estate decision-making. This degree program is designed to allow students to move into roles, such as property and facility management, brokerage and leasing, appraisal and advisory, real estate finance, and investments, corporate real estate advisory services, and development and project management. In doing so, the program will educate students to develop, purchase, sell, lease, appraise, and manage real estate. The program will include instruction in land use policy, real estate law, real estate marketing procedures, agency management, brokerage, property inspection and appraisal, real estate investing, leased and rental properties, commercial real estate, and property management. This program is focused on diverse business issues in the context of real estate decision-making, calibrated to prepare students to move into real estate leadership, entrepreneurship, and boundary-spanning roles. Specifically, the business focus will prepare students to interface with functional business units (i.e., accounting, analytics, finance, information systems, marketing, and operations), while also providing enough industry-specific knowledge to provide a multi-disciplinary perspective on the business of real estate and the built environment. Students are also prepared for examinations for state real estate broker and salesperson licenses. Integrating real estate courses with the Culverhouse business curriculum, the program is designed to provide foundational knowledge of the business of real estate and the built environment.

| Code and Title                             | Hours     |
|--|-----------|
| <b>Required Courses</b>                    |           |
| FI 331 Principles of Real Estate           | 3         |
| FI 432 Real Estate Appraisal               | 3         |
| FI 436 Real Estate Finance and Invest      | 3         |
| Select one of the following concentrations | 9         |
| Brokerage, Property and Asset Management   |           |
| Development and the Built Environment      |           |
| Finance and Investments                    |           |
| <b>Total Hours</b>                         | <b>18</b> |

## Concentrations

### Brokerage, Property and Asset Management

| Code and Title                                      | Hours |
|---|-------|
| Must take at least 9 hours from the following list: |       |
| FI 389 Financial Analysis & Modeling                | 3     |
| FI 434 Real Estate Management                       | 3     |
| FI 433 Real Estate Investment Fund                  | 1     |
| FI 437 Real Estate Development                      | 3     |
| FI 497 Special Topics In Finance                    | 1     |
| LGS 407 Real & Personal Property                    | 3     |
| MGT 386 Foundations of Entrepreneurship             | 3     |
| MGT 423 Effective Negotiations                      | 3     |
| MKT 337 or Personal Selling                         | 3     |
| MKT 438 Sales Management                            |       |

Note: FI 433 Real Estate Investment Fund is a 1-credit-hour course that may be repeated multiple semesters. Students wanting this elective to count as part of their elective requirement must complete the course in three separate semesters for a total of 3-credit-hours.

### Development and the Built Environment

| Code and Title  | Hours |
|---|-------|
| Choose three courses from the list below (9 credit hours) |       |
| LGS 407 Real & Personal Property                          | 3     |
| FI 437 Real Estate Development                            | 3     |
| EC 422 Urban Economics                                    | 3     |
| CE 366 Intro to Const. Eng.                               | 3     |
| CE 464 Safety Engineering                                 | 3     |
| CE 463 Construction Cost Estimating                       | 3     |
| CE 466 Sustainable & Lean Constr.                         | 3     |
| CE 468 Construction Scheduling                            | 3     |

### Finance and Investments

| Code and Title                                      | Hours |
|---|-------|
| Must take at least 9 hours from the following list: |       |
| FI 301 Intro Financial Inst. & Mkts                 | 3     |
| FI 389 Financial Analysis & Modeling                | 3     |
| FI 410 Intermediate Financial Mgt                   | 3     |
| FI 414 or Investments                               | 3     |
| FI 415 Advanced Investment Topics                   |       |
| FI 421 Bank Administration                          | 3     |
| FI 433 Real Estate Investment Fund                  | 1     |
| FI 434 Real Estate Management                       | 3     |
| CE 467 Constr. Accounting & Finance                 | 3     |
| FI 497 Special Topics In Finance                    | 1     |

Note: FI 433 Real Estate Investment Fund is a 1-credit-hour course that may be repeated multiple semesters. Students wanting this elective to count as part of their elective requirement must complete the course in three separate semesters for a total of 3-credit-hours.