Course Descriptions
Real Estate Major Requirements

AAEC 4754: REAL ESTATE LAW
The law of real property, legal framework, law of estates in land, conveyancing, landlord tenant and non-possessory interest in real property. Zoning, easements, restrictive covenants. Mortgages, deeds of trust, and taxation of real estate. Junior standing required. I (3H,3C)

AAEC 4764: REAL ESTATE APPRAISAL
Application of economic principles to the valuation and appraisal of property. Income, cost and comparable approach to value. Rural property, commercial, residential and transitional will be evaluated. Ethical and professional requirements. Variable lab credit available to meet Real Estate licensing requirements. (Course credits may vary from 3 to 5 hours.) Junior standing required. Variable credit course. II.

ENGL 3774: BUSINESS WRITING
Extensive practice in forms of persuasive and informative writing such as memos, case analyses, reports, abstracts, and letters. Designed for students in all curricula. The College of Business. Junior standing required. (3H,3C)

FIN 3034: FINANCING REAL ESTATE PROJECTS

FIN 3104: INTRODUCTION TO FINANCE
Overview of financial decision-making process focusing on the creation of wealth. Topics covered include the time value of money, how stocks and bonds are valued, financial decision-making within a firm, an overview of financial markets, and investment banking. The course is designed for finance and non-finance majors. Junior standing required. Pre: ACIS 2115. (3H,3C) I,II,III,IV.

FIN 3134: FINANCIAL ANALYTICS
This course provides an understanding of the theory and practice of making financial decisions for corporations. Key concepts and computational skills in finance. Time value of money, risk and return, security valuation and interest rate determination. Pre: (ECON 2005 or ECON 2025H), ACIS 2115. (BIT 2405 or STAT 3005 or STAT 3604 or STAT 4604 or STAT 4705 or STAT 4714 or STAT 3615 or STAT 3616). Co: ACIS 2504. (3H,3C)

FIN 4154: REAL ESTATE FINANCE
This course introduces the fundamentals of both real estate financing and investment. Conventional mortgages as well as more creative financing methods will be analyzed. The secondary market for mortgages and relevant institutional factors also will be examined. Investment analysis of real estate will be viewed in a capital budgeting framework; appropriate tax law will be discussed as it affects real estate cash flows. Pre: 3104. (3H,3C)II.
MKTG 4734: REAL ESTATE MARKETING
This course extends the fundamental concepts of marketing into the study and practice of real estate. The course is concerned with the topics of demographic analysis, market information systems, market research, and marketing strategy of residential and commercial real estate, with particular emphasis on the important area of real estate personal selling. Junior standing required. (3H,3C)

PM 2674: MULTIFAMILY PROPERTY MANAGEMENT AND OPERATIONS
Multifamily rental real estate including detailed examination of operational and financial aspects of multifamily property management. (3H,3C)

PM 4684: MANAGING AND LEASING COMMERCIAL PROPERTIES
Examination of commercial property management considerations associated with office building, medical offices, industrial property, and shopping center space relative to leasing and negotiation, maintenance, marketing practices, and legal and fiduciary responsibilities of the property manager. Pre: 2676. (3H,3C)

REAL 1004: DISCOVERING REAL ESTATE
First year experience for the Program in Real Estate. Academic planning, career exploration, and resources for academic success. Leadership, team building, communication and problem solving in the real estate industry. Role of ethics in the profession. Introduction to peer and professional mentors. (2H,2C)

REAL/UAP 2004: PRINCIPLES OF REAL ESTATE
Provides an introduction to real estate, including markets, land use planning and zoning, development, finance, construction, sales, marketing, management and property valuation. Examines the key actors and processes in each of these areas. Explores major public policies impacting real estate. (3H,3C).

REAL 2014: CAREERS IN REAL ESTATE
Real estate is a multi faceted industry requiring professionals with very specific skills and knowledge, and professionals that can work and integrate the knowledge and skills of discipline-specific professionals. Students will develop knowledge of the potential careers in real estate and the pathways they need to follow to achieve professional success. Pre, CoReq: 2004 (1H, 1C).

REAL/BC 2034: REAL ESTATE DATA ANALYSIS
Real estate market data and the statistical tools for analyzing data to support decision making. Descriptive statistics and hypothesis testing. Form insights to inform management and investment decisions. Pre: UAP 2004 or REAL 2004. (2H,2C)

REAL 3014: PROFESSIONAL DEVELOPMENT IN REAL ESTATE
Professional issues in the real estate industry such as interdisciplinary teamwork, ethics, and networking. Exposure to these topics through case studies, including presentations by real estate professionals. Pre: 2014 (1H, 1C). Real Estate majors only.
REAL 3024: APPLIED REAL ESTATE DEVELOPMENT
The real estate development process is examined using feasibility studies, comprehensive plans, and ordinances to formulate initial designs. Students will perform basic economic yield studies, and then progress through final design, construction and initial management issues. Emphasis will be placed on lab exercises, field visits, and mock scenarios. Pre: 2004, 2014, 3014. CoReq: 3014 (2H, 2L, 3C). Real Estate majors only.

REAL/MKTG 3034: REAL ESTATE MARKET ANALYSIS
Market potential of residential, retail, office and industrial, hotels and resorts, and mixed use real estate development projects. Market analysis, identifying a market area, conducting demand and supply analyses, reconciling demand and supply. Pre: 2034, (ECON 2005 or AAEC 1005). (3H,3C)

REAL 4075-4076: REAL ESTATE ESTUDIO
Teams of students will analyze, design and develop a management plan, for a mixed use or complex real estate site. Project will span two semesters. Students must complete first semester to continue to the second semester. Pre: 3014, 3024 (1H, 4L, 6C). Real Estate majors only.