

Real Estate B.A.

Real Estate Major

The B.A. Real Estate major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
or ACCT 3075	Legal and Ethical Concepts for Accountants	
MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management	3
Finance:		
FIN 3130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
ECON 2090	Decision Analytics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Required Real Estate and Finance		
FIN 3110	Principles of Real Estate	3
FIN 3115	Real Estate Law and Brokerage	3
FIN 3120	Real Estate Appraisal and Investment	3
FIN 3125	Real Estate Finance *	3
FIN 3135	Intermediate Financial Management	3
FIN 4190	Advanced Real Estate Cases	3
Total Hours		60

* FIN 3125 (160:141) can be used by double majors in Real Estate and Finance to satisfy the requirements of both majors. This does not apply to the Personal Wealth Management emphasis of the Finance major.

Four-Year Plan

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This is a sample plan of study with a suggested sequencing of classes for the major. University electives may be applied to earn additional academic majors, minors, or certificates. Students should regularly meet with their academic advisor to plan their specific semester schedule to include UNIFI/General Education program and/or university elective hours required.

Course	Title	Hour
Freshman		
Fall		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ECON 1041	Principles of Macroeconomics	3
ENGLISH 1005	College Writing and Research	3
STAT 1772	Introduction to Statistical Methods	3
UNIFI/General Education or University Electives		6
Hours		15
Spring		
ECON 1011	Statistics for Business Analytics	3
ECON 1051	Principles of Microeconomics	3
UNIFI/General Education or University Electives		9
Hours		15
Sophomore		
Fall		
BUSINESS 2000	Business Professionals in Training	0
ACCT 2120	Principles of Financial Accounting	3
MGMT 2080	Introduction to Information Systems	3
UNIFI/General Education or University Electives		9
Hours		15
Spring		
ACCT 2130	Principles of Managerial Accounting	3
ECON 2090	Decision Analytics	3
UNIFI/General Education or University Electives		9
Hours		15
Junior		
Fall		
FIN 3110	Principles of Real Estate	3
FIN 3130	Corporate Finance	3
MGMT 3100	Legal and Social Environment of Business	3

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UNIFI/General Education or University Electives		6
Hours		15
Spring		
FIN 3115	Real Estate Law and Brokerage	3
FIN 3120	Real Estate Appraisal and Investment	3
MKTG 2110	Principles of Marketing	3
MGMT 3965/5965	Organizational Behavior	3
UNIFI/General Education or University Electives		3
Hours		15
Senior		
Fall		
FIN 3125	Real Estate Finance	3
FIN 3135	Intermediate Financial Management	3
MGMT 3154	Operations Management	3
UNIFI/General Education or University Electives		6
Hours		15
Spring		
FIN 4190	Advanced Real Estate Cases	3
MGMT 4175	Strategic Management	3
UNIFI/General Education or University Electives		9
Hours		15
Total Hours		120

Learning Outcomes

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Objective 1: Students will demonstrate disciplinary content knowledge

- 1.1 Learners will demonstrate broad knowledge of the business disciplines
- 1.2 Learners will demonstrate basic knowledge of the real estate field.
- 1.3 Learners will articulate the role of real estate as an investment for personal, private business and institutional holdings.
- 1.4 Learners will demonstrate familiarity with key risks and rewards associated with investing in and financing commercial real estate.

Objective 2: Students will use quantitative skills to aid business decision making

- 2.1 Learners will display a broad set of quantitative skills as applied to business decision making across a wide range of business disciplines
- 2.2 Learners will evaluate real estate opportunities using both quantitative and qualitative measures and make informed real estate finance and investment decisions.

Objective 3: Students will display communication skills

- 3.1 Learners will demonstrate strong written communication skills as required for a business student
- 3.2 Learners will effectively communicate a development plan for an actual parcel of real estate, both in writing and orally.

Objective 4: Students will be able to apply critical thinking skills

- 4.1 Learners will apply basic critical thinking skills as expected for all business majors
- 4.2 Learners will appropriately apply market analysis concepts and techniques in real estate development.
- 4.3 Learners will appropriately apply valuation concepts and techniques in the development of a real estate asset.

Objective 5: Students will understand the work value expectations of contemporary organizations

- 5.1 Learners will identify ethical components in business situations
- 5.2 Learners will display other work values such as professional demeanor, quality of effort, dependability, attitude, and initiative

Policies

Note: A copy of the Wilson College policies may be obtained at <https://business.uni.edu/students/advising/uni-college-business-policies>. Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the Wilson College of Business admission requirements and any course prerequisites.

Finance and Real Estate majors *may* declare a double major, and/or major and minor within the Wilson College of Business, subject to the approval of the other Wilson College of Business departments involved. Finance and Real Estate majors minoring within the Wilson College of Business must select minors designated for business majors. Finance majors cannot minor in Finance, and Real Estate majors cannot minor in Real Estate. However, Finance majors may double major or minor in Real Estate, and Real Estate majors may double major in Finance or minor in Finance. Also, not more than one emphasis area may be declared in Finance.

All students majoring in business must complete 50% of their major coursework in the Wilson College of Business at UNI. Major coursework would include any undergraduate, credit-bearing, graded course taught in the Wilson College of Business at UNI. Business courses taken at UNI as credit/no credit do not qualify. A minimum of 10 credits must be upper division (3000-4000 level courses). A student must earn a 2.20 cumulative grade point average at UNI; and must earn an overall 2.20 grade point average in business designated courses taken at UNI.

The Wilson College of Business limits the number of courses that can be counted towards major specific requirements across the College. The College will allow students to double count one major specific course between majors, with the following exceptions. These exceptions include major combinations which allow two double-counted courses:

- MIS/Business Analytics
- Real Estate/Finance: Financial Management or Investments
- Business Analytics/Economics: Business Economics

This guideline is not applicable to the business core. There are no limitations to the number of courses that can be double-counted towards minors and/or certificates within the College.

The Finance Department may impose additional admission requirements for students wishing to declare a minor or a second Wilson College of Business major. Eligibility to declare a minor or

a second Wilson College of Business major is based on competitive GPA and space availability.

Related Programs

- Finance B.A.
- Master of Business Administration