



## Master of Science in Business Concentration in Real Estate

The real estate concentration satisfies the rigorous educational requirements of the Appraisal Institute's MAI designation. Students can satisfy most of the Appraisal Institute's education requirements by completing the concentration. This concentration emphasizes comprehensive education in related disciplines so that graduates' analytical skills and abilities to communicate with other professionals are greatly enhanced.

### CURRICULUM

**PREREQUISITES:** Students must complete the following three courses prior to beginning graduate courses in real estate.

- Calculus
- FIRE 305 Principles of Real Estate
- FIRE 425 Real Estate Appraisal or FIRE 435 Real Estate Finance and Capital Markets

### FOUNDATION COURSES -

Students must complete up to 4 courses (0 to 12 hours) of work from the following list. At the time of application, all undergraduate and graduate transcripts will be reviewed to determine if the following courses may be waived. Waivers of foundation courses only occur when a student has completed the required undergraduate equivalent courses with at least a "C" grade.

- ACCT 507 Fundamentals of Accounting
- ECON 500 Concepts in Economics
- FIRE 520 Financial Concepts of Management
- SCMA 524 Statistical Fundamentals for Business Mgmt.

### REQUIRED CORE COURSES (4):

- FIRE 627 Real Estate Development
- FIRE 629 Real estate Investment Analysis
- FIRE 638 Real Property Investment Law
- FIRE 658 Real Estate Finance and Investments

### GENERAL FINANCE REQUIREMENT (Choose 1):

- ECON 617 Financial Markets
- FIRE 621 Cases in Financial Management
- FIRE 623 Financial Management
- FIRE 650 Derivatives

### APPROVED ELECTIVES (Choose 4):

- FIRE 697 Guided Study in Real Estate
- MGMT 654 Negotiations
- MKTG 673 Marketing Research
- MKTG 678 Marketing Analytics
- SCMA 632 Statistical Analysis and Modeling
- SCMA 643 Applied Multivariate Methods
- SCMA 669 Forecasting Methods for Business
- USRP 621 Intro. to Geographic Information Systems

### FREE ELECTIVE (Choose 1):

Students may choose any 600-level, free elective approved by the Director of the Real Estate Program or a course not counted toward the General Finance or Approved Elective requirements.