

# REAL ESTATE, BSBA

Roosevelt University offers an undergraduate level program in Real Estate: a Bachelor of Science in Business Administration with a concentration/major in Real Estate. Students in the Heller College of Business can also include Real Estate as a Minor as part of their BSBA degree with another concentration/major focus.

Real Estate Major students are supported by the Marshall Bennett Institute of Real Estate which provides mentors, internship support, scholarship assistance, real estate trade association memberships, and opportunities to attend industry events and forums. The institute also operates the Urban Retail Professional Development and Research Center with a real estate library, study resources and meeting facilities for Real Estate program faculty and students. More information on the Institute is available on the Marshall Bennett Institute of Real Estate webpage.

## About the program

The BSBA-RE program is designed to prepare students for entry-level roles in the commercial real estate industry as the first step to a successful long-term career in the industry. The curriculum provides the academic and practical knowledge necessary to achieve success in a broad range of industry disciplines such as financial analysis, real estate investments, valuation, real estate development, finance, brokerage and property management. Specialized elective classes combine foundational industry knowledge with practical real estate application.

## Requirements

All students looking to pursue a Real Estate Major must have a GPA of 3.0 or better upon completion of their 2nd year of studies. Students with a GPA of 2.75 or better, but less than 3.0 will be considered for the Real Estate Major on a case-by-case basis upon evaluation by the executive director of the institute. Students pursuing a Real Estate Major, will take a total of 21 credit hours in the specialty, and students combining Real Estate, as a Minor, with another concentration will complete a total of 12 credit hours in the specialty. All courses in the Major must be completed with an average grade of "B" or better and all courses for the Minor must be completed with an average grade of "B-" or better. All students pursuing the Real Estate Major must maintain a GPA of 3.0 or better.

All students pursuing the Real Estate Major are required to complete a training program in Excel as applied to the real estate industry. This program, which is also recommended for students pursuing the Real Estate Minor, will be made available to students upon registration for REES 201. At this time, the program is provided at no cost to students.

Undergraduate students pursuing the Real Estate Major are required to complete an internship to qualify for graduation. This can be accomplished by either enrolling for credit and completing REES 395, or by completing a non-credit internship meeting the same minimum requirements as REES 395. All undergraduate real estate major students with a cumulative 3.0 GPA in the real estate coursework are eligible for assistance from MBIRE to obtain the required internship. Students already employed in the real estate industry or who are working full-time in other industries are eligible for exemption from this internship requirement upon written request and approval from the MBIRE executive director.

Seven courses (21 credit hours) of Real Estate courses must be completed with grades of C or higher for the Real Estate Major (Four courses for 12 credit hours for the Real Estate minor), with an average

GPA of at least 3.0. For the Real Estate Major, there are 6 required courses and 1 elective course. It is strongly recommended that all Real Estate Majors complete the Excel training course offered through the institute prior to taking REES 201; however, it is required that the Excel training course is completed prior to taking REES 302. No less than 15 credit hours in the REES Major coursework must be completed at Roosevelt University, including REES 201, REES 302, and REES 311.

Code	Title	Credit Hours
REES 201	INTRODUCTION TO COMMERCIAL REAL ESTATE	3
REES 302	FINANCIAL MODELING FOR REAL ESTATE	3
REES 311	REAL ESTATE FINANCE AND INVESTMENT	3
REES 321	REAL ESTATE LAW	3
REES 331	PRINCIPLES OF REAL ESTATE MANAGEMENT	3
REES 398	REAL ESTATE MARKET ANALYSIS	3
Choose 1 course from the following:		3
<b>Electives</b>		
REES 315	REAL ESTATE VALUATION	3
REES 381	REAL ESTATE DEVELOPMENT PROCESS	3
REES 395	REAL ESTATE INTERNSHIP	1-3
REES 399	SPECIAL TOPIC REAL ESTATE	3
FIN 321	INVESTMENTS	3

## CORE Requirements (General Education)

These quantitative requirements also apply to degrees in the College of Business:

- Students may apply no more than 60 credit hours of 100-level courses toward the degree.
- Students must apply no fewer than 60 credit hours of 200- and 300-level courses toward the degree.
- Students must have at least 18 credit hours (of the 60 credit hours above) at the 300 level.
- Students may transfer in no more than 70 credit hours from community colleges.
- The last 30 hours of any baccalaureate degree must be completed at Roosevelt University for the residency requirement or students need to take a minimum of 60 hours in-residence at Roosevelt University. Note that some majors have additional requirements for RU hours
- Students must have a grade point average of 2.0 or higher to graduate. Note that some majors have additional GPA requirements
- Students may apply no more than 51 hours in the major (BA) or 57 hours in the major (BS)

Code	Title	Credit Hours
<b>First Year Success Course or Transfer Success Course</b>		
BADM 101	INTRODUCTION TO BUSINESS <sup>7</sup>	3
FYS 101	FIRST YEAR SUCCESS COURSE <sup>1</sup>	1
or TRS 101	TRANSFER SUCCESS 101	
<b>Communication Requirement</b>		
ENG 101	COMPOSITION I: CRITICAL READING & WRITING <sup>4</sup>	3

ENG 102	COMPOSITION II: INTRODUCTION TO ACADEMIC RESEARCH <sup>4</sup>	3
BCOM 301	BUSINESS COMMUNICATIONS <sup>4</sup>	3
<b>Ideas Across Disciplines</b>		
3 credits in coursework categorized as Ideas. <sup>2</sup>		3
<b>Humanities and Fine and Performing Arts</b>		
9 credits from the following subject areas: African-American Studies, Art History, English (excluding ENG 101 and ENG 102), History, Languages, Music, Philosophy, Theatre, Speech, and Women's and Gender Studies		9
<b>Mathematics</b>		
MATH 110	QUANTITATIVE LITERACY <sup>4</sup>	3
<b>Science</b>		
2 Natural Science (including lab)		7
<b>Social Sciences</b>		
3 Social Sciences (can include ECON 101, ECON 102, ECON 234) <sup>4</sup>		9
<b>Experiential Learning</b>		
6 credits from coursework categorized as Experiential Learning <sup>3</sup>		3
FIN 203	PERSONAL FINANCE <sup>4</sup>	3
<b>Total Credit Hours</b>		<b>50</b>

<sup>1</sup> First-Year Success is required of freshmen with less than 12 hours in their first semester at RU. Transfer Success is required of all transfer students with less than 90 hours.

<sup>2</sup> Ideas across Disciplines is required of all new students with less than 30 hours. It should be taken in a student's second semester at Roosevelt. ENG 101 is a prerequisite. Ideas across Disciplines courses cannot "double-dip" with Humanities or Social Science requirements.

<sup>3</sup> Experiential Learning courses can "double-dip" with major requirements/electives or any CORE requirement (but cannot "triple-dip" as all three). Transfer students who enter with 60 or more hours are required to take only 1 Experiential Learning course. Transfer equivalencies for Experiential Learning courses from other institutions can be evaluated by the Provost's office and program heads upon request.

<sup>4</sup> Grade of C- or better required

<sup>5</sup> Higher-level mathematics may be substituted for MATH 110 QUANTITATIVE LITERACY.

<sup>6</sup> Grade of C- or better required in the Math course

<sup>7</sup> Required for all freshmen.

<sup>8</sup> Required for all Business majors other than Transfer students.

### Mathematical preparation

Quantitative skills are critical for the academic study of business. This is especially true for accounting and finance majors. For all students, required business classes such as FIN 311 PRINCIPLES OF FINANCE and MGMT 300 OPERATIONS MANAGEMENT are mathematically based. In order to complete the degree on a timely basis, students are required to take mathematical requirements, MATH 110 QUANTITATIVE LITERACY, ECON 234 ELEMENTARY STATISTICS, and any developmental courses required by the RUA) in the first semester and in each following semester until these requirements are completed.

## Business requirements

### Standards

All Business requirements taken by Business majors and minors must be satisfied with a grade of C- or better. A 300-level business elective is substituted for the international perspective course if an international course is in the major. MGMT 380 BUSINESS POLICY AND STRATEGY must be taken at Roosevelt and passed with a grade of C- or higher.

Code	Title	Credit Hours
<b>Freshman/Sophomore Requirements</b>		
ACCT 210	INTRODUCTION TO FINANCIAL ACCOUNTING <sup>1</sup>	3
ACCT 211	INTRODUCTION TO MANAGERIAL ACCOUNTING <sup>1</sup>	3
BLAW 201	BUSINESS LAW I <sup>1</sup>	3
<b>International Perspective</b>		
Select one of the following:		3
ACCT 337	INTERNATIONAL ACCOUNTING <sup>1</sup>	
FIN 354	INTERNATIONAL FINANCIAL ANALYSIS <sup>1</sup>	
MGMT 360	SURVEY OF INTERNATIONAL BUSINESS <sup>1</sup>	
MKTG 362	INTERNATIONAL MARKETING STRATEGIES <sup>1</sup>	
<b>Junior/Senior Requirements</b>		
BCOM 301	BUSINESS COMMUNICATIONS <sup>1</sup>	3
FIN 311	PRINCIPLES OF FINANCE <sup>1</sup>	3
INFS 330	MANAGEMENT INFORMATION SYSTEMS	3
MGMT 300	OPERATIONS MANAGEMENT <sup>1</sup>	3
MGMT 308	ETHICAL LEADERSHIP AND CORPORATE SOCIAL RESPONSIBILITY <sup>1</sup>	3
MGMT 358	ORGANIZATIONAL BEHAVIOR <sup>1</sup>	3
MGMT 380	BUSINESS POLICY AND STRATEGY <sup>1,2</sup>	3
MKTG 302	PRINCIPLES OF MARKETING <sup>1</sup>	3
<b>Total Credit Hours</b>		<b>36</b>

<sup>1</sup> Grade of C- or better required.

<sup>2</sup> Fulfills experiential general education requirement.

## Total Minimum Credit Hours for BSBA

Code	Title	Credit Hours
Business or Non-Business Electives		16
General Business Requirements		36
General Education Requirements		50
Major Requirements - minimum of		18
<b>Total Credit Hours</b>		<b>120</b>

The last 30 hours of any baccalaureate degree must be completed at Roosevelt University for the residency requirement or students need to take a minimum of 60 hours in-residence at Roosevelt University.

Your degree map is a general guide suggesting courses to complete each term on the academic pathway to your degree. It is based on the

most current scheduling information from your academic program. Your program's degree map is reviewed annually and updated as schedules change (although you retain the same course requirements as long as you are continuously enrolled in your degree program).

Always work closely with your academic advisor to understand curriculum requirements and scheduling, as each student's academic plan can look slightly different.

#### Year 1

Fall	Credit Hours Spring	Credit Hours
FYS 101	1 ENG 102	3
ENG 101	3 ECON 101	3
BADM 101	3 IDEAS ACROSS DISCIPLINES	3
BIOL 111 or 112 <sup>5</sup>	3 Humanities #1	3
BIOL 111 or 112	1 General Elective <sup>1</sup>	3
MATH 110	3	
	<b>14</b>	<b>15</b>

#### Year 2

Fall	Credit Hours Spring	Credit Hours
ACCT 210	3 ACCT 211	3
ECON 102	3 BCOM 301	3
BLAW 201	3 FIN 203	3
REES 201	3 ECON 234	3
PHYSICAL SCIENCE	3 Humanities #2	3
	<b>15</b>	<b>15</b>

#### Year 3

Fall	Credit Hours Spring	Credit Hours
FIN 311	3 INFS 330	3
MGMT 358	3 MKTG 302 (or MGMT 300)	3
REES 321	3 REES 302	3
REES 331	3 REES 311	3
General Elective	3 General Elective	3
	<b>15</b>	<b>15</b>

#### Year 4

Fall	Credit Hours Spring	Credit Hours
ACCT 337, FIN 354, MGMT 360, or MKTG 362	3 MGMT 380	3
MGMT 300 or MKTG 302	3 REES Elective	3
MGMT 308	3 General Elective <sup>1</sup>	3
REES 398	3 General Elective <sup>1</sup>	3
General Elective	3 General Elective	3
	General Elective	1
	<b>15</b>	<b>16</b>

**Total Credit Hours 120**

<sup>6</sup> Experiential Learning class must be 200/300 level and satisfies CORE Experiential Learning requirement. REES 395 RE Internship fulfills this requirement...

<sup>7</sup> REES Elective

<sup>1</sup> Or course towards an optional Minor.

<sup>2</sup> Satisfies CORE Experiential Learning requirement.

<sup>3</sup> Any course at the 300 level within the discipline.

<sup>4</sup> Internship recommended.

<sup>5</sup> One Natural Science course must have a lab.