# Department of Real Estate


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## Field Description

Baruch College's BBA major and minor in real estate are unique within The City University of New York. In these programs, students are introduced to the commercial real estate industry and prepared for related entry-level positions with developers, property managers, lenders, appraisers, brokers, investment bankers, pension funds, commingled real estate funds, real estate investment trusts, real estate advisors and consulting firms, nonprofit organizations, and government agencies. The courses offer real-world knowledge and analytic depth, concentrating on the metropolitan New York market. They include case studies and immersion in industry information sources and build quantitative, writing, and speaking skills. Students learn from faculty members as well as from guest lecturers with practical experience in the field.

Our undergraduate programs will not only prepare students to enter one of the most exciting and fast-growing career fields in New York, but will also ensure that students can acquire competent skills to succeed in related industries in the business world. Indeed, given real estates pervasive impact on public and business sectors, the study of real estate helps students understand the important concepts and issues for making crucial business decisions and creating effective public policy.

To learn more about these programs, e-mail Ms. Margo Weaker, Director of Real Estate Student Services (margo.weaker@baruch.cuny.edu).

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## The Major

The BBA in real estate has two distinct tracks: investment and development. BBA real estate majors who choose the real estate investment track will take four required real estate courses and an additional four elective courses (from a total of eleven elective courses; one of them must be either RES 4200 or RES 4400). Students who choose the real estate development track will take six core required courses and two elective courses (from a list of seven courses).

| **Investment Track**<br>Required Courses 12 credits | | |
|---|---|---|
| RES 3000 | Real Estate Law, Markets and Institutional Settings ( LAW 3301) | 3 credits |
| RES 3200 | Property Investment and Financing | 3 credits |
| RES 3300 | Real Estate Valuation and Feasibility Study | 3 credits |
| RES 3400 | Real Estate Capital Markets | 3 credits |
| **Elective Courses** (12 credits)<br>(One of the four courses must be either RES 4200 or RES 4400.) | | |
| RES 3320 | Urban Economics ( ECO 3320) | 3 credits |

| | | |
|---|---|---|
| RES 3550 | Analytical Skills in Real Estate | 3 credits |
| RES 3700 | Real Estate Management | 3 credits |
| RES 3800 | Real Estate Construction Process: Building, Cost and Management Issues | 3 credits |
| RES 3900 | Real Estate Development: Principles and Guidelines* | 3 credits |
| RES 4000 | The Law of Real Estate Transactions ( LAW 3302) | 3 credits |
| RES 4200 | Investment Strategies in Property Markets* | 3 credits |
| RES 4400 | Advanced Real Estate Capital Markets* | 3 credits |
| ECO 4000 | Statistical Analysis for Economics and Finance | 3 credits |
| FIN 3610 | Corporate Finance | 3 credits |
| FIN 3710 | Investment Analysis | 3 credits |

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## Development Track

**Required Courses** 18 credits

| | | |
|---|---|---|
| RES 3000 | Real Estate Law, Markets and Institutional Settings ( LAW 3301) | 3 credits |
| RES 3200 | Property Investment and Financing | 3 credits |
| RES 3300 | Real Estate Valuation and Feasibility Study | 3 credits |
| RES 3700 | Real Estate Management | 3 credits |
| RES 3800 | Real Estate Construction Process: Building, Cost and Management Issues | 3 credits |
| RES 3900 | Real Estate Development: Principles and Guidelines* | 3 credits |

**Elective Courses** (6 credits)
(At least one of the two courses must be at 4000 level.)

| | | |
|---|---|---|
| RES 3320 | Urban Economics ( ECO 3320) | 3 credits |
| RES 3400 | Real Estate Capital Markets | 3 credits |
| RES 3550 | Analytical Skills in Real Estate | 3 credits |
| RES 3650 | Building Cities: Markets and Government | 3 credits |
| RES 4000 | The Law of Real Estate Transactions ( LAW 3302) | 3 credits |
| RES 4650 | Non-Profit Housing Development: National and Local | 3 credits |
| RES 4900 | Real Estate Development: Case Development | 3 credits |

*Designated communication-intensive course.

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## The Minor**

The BBA minor in real estate (9 credits) offers a rigorous, concentrated introduction to real estate, with particular emphasis on financial and investment analysis. A real estate minor benefits all majors in the Zicklin School. Finance majors and students interested in entrepreneurship in particular will find that the minor gives them depth in an allied field.

Students pursuing a real estate minor take a selection of courses related to law, valuation, finance, investment, construction management, and development. Because the bulk of undergraduate real estate courses are taken as part of the final 60 credits toward the degree, interested students taking arts and sciences or business courses are well positioned to pursue the BBA minor.

| *Select three courses from the following:* | | |
|---|---|---|
| RES 3000 | Real Estate Law, Markets and Institutional Settings ( LAW 3301) | 3 credits |
| RES 3200 | Property Investment and Financing | 3 credits |
| RES 3300 | Real Estate Valuation and Feasibility Study | 3 credits |
| RES 3320 | Urban Economics ( ECO 3320) | 3 credits |
| RES 3400 | Real Estate Capital Markets | 3 credits |
| RES 3550 | Analytical Skills in Real Estate | 3 credits |
| RES 3800 | Real Estate Construction Process: Building, Cost, and Management Issues | 3 credits |
| RES 3900 | Real Estate Development: Principles and Guidelines | 3 credits |

** Optional second minor open only to students pursuing a major within the Zicklin School of Business.

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## Minor in Real Estate for Non-Business Major

Students in the Weissman School of Arts and Sciences or in the School of Public Affairs who wish to take business courses may do so by declaring a minor in real estate. Before declaring the minor, they must complete either Bus 1001 (1 credit) or have previously completed Bus 1000 (3 credits). To be awarded the minor, students must have a GPA of 2.0 or more in the courses included in the minor. Eligibility to declare such a minor is restricted to students who have an overall GPA of 2.0 or more at the time they declare the minor. Courses that apply to the minor may not be used for any other requirement. This minor does not fulfill the requirement to complete a Tier III minor.

Students must choose three courses (9 credits) from the following:

| *Select three courses from the following:* | | |
|---|---|---|
| RES 3000 | Real Estate Law, Markets and Institutional Settings ( LAW 3301) | 3 credits |
| RES 3100 | Decision Making in Real Estate Markets | 3 credits |
| RES 3650 | Building Cities: Markets and Government | 3 credits |

| | | |
|---|---|---|
| RES 3700 | Real Estate Management | 3 credits |
| RES 3800 | Real Estate Construction Process: Building, Cost, and Management Issues | 3 credits |

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## Courses

### Courses in Real Estate (RES)

| | | |
|---|---|---|
| RES 3000 | Real Estate Law, Markets and Institutional Settings | 3 credits |
| RES 3100 | Decision Making in Real Estate Markets | 3 credits |
| RES 3200 | Property Investment and Financing | 3 credits |
| RES 3300 | Real Estate Valuation and Feasibility Study | 3 credits |
| RES 3320 | Urban Economics | 3 credits |
| RES 3400 | Real Estate Capital Markets | 3 credits |
| RES 3550 | Analytical Skills in Real Estate | 3 credits |
| RES 3650 | Building Cities: Markets and Government | 3 credits |
| RES 3700 | Real Estate Management | 3 credits |
| RES 3800 | "Real Estate Construction Process: Building, Cost, and Management Issues" | 3 credits |
| RES 3900 | Real Estate Development: Principles and Guidelines | 3 credits |
| RES 4000 | The Law of Real Estate Transactions | 3 credits |
| RES 4091 | Special Topics in Real Estate | 1 credit |
| RES 4092 | Special Topics in Real Estate | 2 credits |
| RES 4093 | Special Topics in Real Estate | 3 credits |
| RES 4094 | Special Topics in Real Estate | 1.5 credits |
| RES 4200 | Investment Strategies in Property Markets | 3 credits |
| RES 4400 | Advanced Real Estate Capital Markets | 3 credits |
| RES 4650 | Non-Profit Housing Development: National and Local | 3 credits |
| RES 4900 | Real Estate Development: Case Development | 3 credits |
| RES 5000 | Independent Research and Readings in Real Estate | 3 credits |

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