Department of Real Estate

- Faculty
- Field Description
- The Major and Courses
- The Minor and Courses
- Minor in Real Estate for Non-Business Major
- Courses
  - Courses in Real Estate (RES)
- Department of Real Estate Web Site

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).

back to top

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 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) (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

back to top

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.

back to top

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.

back to top

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

back to top

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

back to top