

# William Newman 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](mailto:margo.weaker@baruch.cuny.edu)).

## The Major

### Program Learning Goals

General Real Estate Knowledge	Students will acquire and demonstrate general information pertaining to real estate finance and property markets
Analytical and Technical Skills	Students will develop and apply the analytic and technical skills necessary to evaluate real estate development projects and invest in property markets
Communication Skills	Students will analyze technical information and disseminate core insights to investors and regulators
Proficiency in Real Estate Track	Students will understand and analyze the workings of and opportunities in the real estate market, in terms of development procedure, financing options, and risk and return of investment

The BBA in Real Estate will provide all students with a solid foundation in topics essential for any career in the real estate field.

<b>BBA in Real Estate</b>		
Required Courses (15 credits)		
<a href="#">RES 3000</a>	Real Estate Law	3 credits

RES 3100	Real Estate Principles	3 credits
RES 3200	Real Estate Finance and Investment	3 credits
RES 3400	Real Estate Capital Markets	3 credits
RES 3900	Real Estate Development *	3 credits
<b>Elective Courses</b> (9 credits) Choose three (3) courses of 3 credits each from the following list. At least two of which <u>must</u> be 4000 level courses.		
RES 3300	Real Estate valuation and Feasibility Study	3 credits
RES 3320	Urban Economics	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 4093	Special Topics in Real Estate	3 credits
RES 4200	Investment Strategies in Property Markets *	3 credits
RES 4400	Advanced Real Estate Capital Markets *	3 credits
RES 4900	Real Estate Development: Case Development	3 credits
RES 5000	Independent Research and Readings in Real Estate	3 credits
FIN 3610	Corporate Finance	3 credits
FIN 3710	Investment Analysis	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.

<i>Select three courses from the following:</i>		
RES 3000	Real Estate Law	3 credits
RES 3100	Real Estate Principles	3 credits

<a href="#">RES 3200</a>	Real Estate Finance and Investment	3 credits
<a href="#">RES 3300</a>	Real Estate Valuation and Feasibility Study	3 credits
<a href="#">RES 3400</a>	Real Estate Capital Markets	3 credits
<a href="#">RES 3800</a>	Real Estate Construction Process: Building, Cost, and Management Issues	3 credits
<a href="#">RES 3900</a>	Real Estate Development	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 Marx School of Public and International 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 1011 (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:

<i>Select three courses from the following:</i>		
<a href="#">RES 3000</a>	Real Estate Law	3 credits
<a href="#">RES 3100</a>	Real Estate Principles	3 credits
<a href="#">RES 3700</a>	Real Estate Management	3 credits
<a href="#">RES 3800</a>	Real Estate Construction Process: Building, Cost, and Management Issues	3 credits

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### Courses

#### Courses in Real Estate (RES)

<a href="#">RES 3000</a>	Real Estate Law	3 credits
<a href="#">RES 3093</a>	Special Topics in Real Estate	3 credits
<a href="#">RES 3094</a>	Special Topics in Real Estate	1.5 credits
<a href="#">RES 3100</a>	Real Estate Principles	3 credits
<a href="#">RES 3200</a>	Real Estate Finance and Investment	3 credits
<a href="#">RES 3300</a>	Real Estate Valuation and Feasibility Study	3 credits

<a href="#">RES 3320</a>	Urban Economics	3 credits
<a href="#">RES 3400</a>	Real Estate Capital Markets	3 credits
<a href="#">RES 3700</a>	Real Estate Management	3 credits
<a href="#">RES 3800</a>	Real Estate Construction Process: Building, Cost, and Management Issues	3 credits
<a href="#">RES 3900</a>	Real Estate Development	3 credits
<a href="#">RES 4093</a>	Special Topics in Real Estate	3 credits
<a href="#">RES 4094</a>	Special Topics in Real Estate	1.5 credits
<a href="#">RES 4200</a>	Investment Strategies in Property Markets	3 credits
<a href="#">RES 4400</a>	Advanced Real Estate Capital Markets	3 credits
<a href="#">RES 4550</a>	Analytical Skills in Real Estate	3 credits
<a href="#">RES 4900</a>	Real Estate Development: Case Development	3 credits
<a href="#">RES 5000</a>	Independent Research and Readings in Real Estate	3 credits

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