# Real Estate and Land Use Economics Concentration

The objective of the Real Estate and Land Use Economics concentration is to prepare students for careers in areas such as commercial real estate finance, asset management and investment analysis, property management, appraisal, corporate real estate management, brokerage, site analysis and selection, and development, as well as other real estate-related careers in the public and private sectors.

For the Real Estate and Land Use Economics concentration, students must complete a total of eighteen (18) credit hours, including fifteen (15) credit hours in required courses, and three (3) credit hours from the list of real estate electives.

### Required Courses

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<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>RELU 2410</td>
<td>REAL ESTATE PRINCIPLES AND PRACTICES</td>
<td>3</td>
</tr>
<tr>
<td>RELU 4410</td>
<td>BASIC APPRAISAL PROCEDURES</td>
<td>3</td>
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</table>

### Finance Options

- RELU 4400 | RESIDENTIAL REAL ESTATE FINANCE
- or RELU 4460 | COMMERCIAL REAL ESTATE FINANCE

### Industry Options

- RELU 3430 | REAL ESTATE BROKERAGE AND SALES
- or RELU 3450 | REAL ESTATE MANAGEMENT

### Law and Cross-Discipline Options

Select one of the following: 3

- RELU/LAWS 3460 | REAL ESTATE LAW
- RELU 4390 | REAL ESTATE INVESTMENTS
- RELU 4440 | CREATING A REAL ESTATE COMMUNITY
- FNBK 3000 | FINANCIAL REPORTING AND ANALYSIS
- MKT 4200 | CONSULTATIVE SELLING PRINCIPLES
- ECON 4850 | ECONOMICS OF URBAN AND REGIONAL DEVELOPMENT
- UBNS/PA 1010 | INTRODUCTION TO URBAN STUDIES

### Elective Courses

Select one of the following: 3

- RELU 3430 | REAL ESTATE BROKERAGE AND SALES
- RELU 3450 | REAL ESTATE MANAGEMENT
- RELU/LAWS 3460 | REAL ESTATE LAW
- RELU 4000 | SPECIAL TOPICS IN REAL ESTATE AND LAND USE ECONOMICS
- RELU 4390 | REAL ESTATE INVESTMENTS
- RELU 4400 | RESIDENTIAL REAL ESTATE FINANCE
- RELU 4440 | CREATING A REAL ESTATE COMMUNITY
- RELU 4460 | COMMERCIAL REAL ESTATE FINANCE
- RELU 4500 | SPECIAL PROBLEMS IN REAL ESTATE AND LAND USE ECONOMICS
- RELU 4510 | REAL ESTATE INTERNSHIP
- FNBK 3400 | INVESTMENT PRINCIPLES AND PRACTICES
- FNBK 3500 | FINANCIAL MARKETS
- FNBK 3650 | COMMERCIAL BANK MANAGEMENT
- FNBK 4610 | PORTFOLIO MANAGEMENT

Total Credits: 18

A grade of “C” (2.0) or better is required in each course.

### Secondary Concentration in Real Estate and Land Use Economics

A secondary concentration in Real Estate and Land Use Economics, as a supplement to another BSBA concentration, may be obtained by completing a total of 12 (twelve) credit hours, composed of the following courses:

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### Concentration Required Courses

- RELU 4400 | RESIDENTIAL REAL ESTATE FINANCE
- or RELU 4460 | COMMERCIAL REAL ESTATE FINANCE

### Electives

Select one of the following: 3

- RELU 3430 | REAL ESTATE BROKERAGE AND SALES
- RELU 3450 | REAL ESTATE MANAGEMENT
- RELU/LAWS 3460 | REAL ESTATE LAW
- RELU 4390 | REAL ESTATE INVESTMENTS
- RELU 4400 | RESIDENTIAL REAL ESTATE FINANCE
- RELU 4440 | CREATING A REAL ESTATE COMMUNITY
- RELU 4460 | COMMERCIAL REAL ESTATE FINANCE
- RELU 4500 | SPECIAL PROBLEMS IN REAL ESTATE AND LAND USE ECONOMICS
- RELU 4510 | REAL ESTATE INTERNSHIP
- FNBK 3400 | INVESTMENT PRINCIPLES AND PRACTICES
- FNBK 3500 | FINANCIAL MARKETS
- FNBK 3650 | COMMERCIAL BANK MANAGEMENT
- FNBK 4610 | PORTFOLIO MANAGEMENT

Total Credits: 12

A grade of C (2.00) or better is required in each course counted in the secondary concentration.