

# REAL ESTATE (REES)

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## REES 201 - INTRODUCTION TO COMMERCIAL REAL ESTATE

This course is an introduction to the commercial real estate industry and provides an overview of the sector, including career options, real estate law and real estate finance.

Credits: 3

Attributes: Honors Program

Course Notes: This course includes group project work and requires a student to have access to the current edition of Microsoft Office software. This course is required for students pursuing the real estate major or minor. Students are required to complete real estate-related excel training, using a program provided by the department, before the start of this course. Any delayed completion of the training must be approved by the instructor. Course is not intended for freshman students. Initial eligibility as of 1st semester of sophomore year. "

## REES 302 - FINANCIAL MODELING FOR REAL ESTATE

This course focuses on (a) how to use accounting and financial data to model projected operating performance and investment returns for properties using Excel and (b) how to make sound investment decisions at the property and investor level.

Credits: 3

Prerequisites: ACCT 211 (may be taken concurrently) and ECON 102 (may be taken concurrently)

Course Notes: This is a required course for the real estate major and minor. Students must maintain a minimum GPA of 3.0 in real estate courses and pass this course with a "B" to maintain the major; real estate courses must be passed with a minimum grade of "B-" for the real estate minor. Students must have a computer and access to the current form of Microsoft Office.

## REES 311 - REAL ESTATE FINANCE AND INVESTMENT

This course reviews real estate finance and investment analysis concepts for commercial property investment evaluation. Financing strategies, portfolio analysis and capital markets will be discussed. This course includes group project work and requires students to have access to a computer with Microsoft Office software.

Credits: 3

Prerequisites: REES 201 (may be taken concurrently)

Course Notes: This is a required course for real estate major and real estate minor. Real estate majors must maintain a minimum GPA of 3.0 in major courses to maintain major eligibility.

## REES 315 - REAL ESTATE VALUATION

This course covers the valuation of real estate using the three approaches to value: Cost, Market Comparable, and Income. Professional ethics and standards of professional appraisal practice will also be explored.

Credits: 3

Prerequisites: REES 201 and REES 302 and REES 311

Course Notes: This course is a combination of lecture and individual/group problem-solving;

## REES 321 - REAL ESTATE LAW

This course examines the major legal concepts pertaining to the purchase, sale, use, management and leasing of real property (real estate). Particular attention is paid to property rights, contracts, and public controls including zoning.

Credits: 3

Prerequisites: REES 201 (may be taken concurrently)

Course Notes: Students must have completed 60 semester credit hours before taking REES 321. REES 321 is 1 of 6 required courses for the BSBA-RE major. Real Estate majors must pass this course with note less than a "C" and must have an overall GPA of 3.0 to become and maintain a real estate major.

## REES 331 - PRINCIPLES OF REAL ESTATE MANAGEMENT

This course covers the techniques of property management to meet the needs of tenants as well as owners. Operations management and marketing tools are explored in discussions with real estate professionals.

Credits: 3

Prerequisites: REES 311

Course Notes: No addition credit granted for REES 331 as REAL ESTATE MARKETING AND MANAGEMENT This course is a 1 of 6 required courses for the BSBA-RE major. Real Estate majors must pass this course with not less than a "C" and maintain an average GPA of 3.0 for continuance of the real estate major. Students must have access to a computer and current Microsoft Office software.

## REES 381 - REAL ESTATE DEVELOPMENT PROCESS

This course provides a review of the steps and stages of developing real estate projects, using market research, financing strategies, demand analysis and site planning tools.

Credits: 3

Prerequisites: REES 201 and REES 302

Course Notes: This should be one of the last REES courses taken in the Major.

## REES 395 - REAL ESTATE INTERNSHIP

This is an experiential course whereby a student works with a company or person involved in the real estate industry. The course must meet all qualifications set forth in the College of Business guidelines for internships. This course is eligible for elective credit under the Real Estate Major, only.

Credits: 1-3

Course Notes: A supervised learning experience by arrangement for 1 -3 credits. A maximum of 3 credit hours can be applied to the degree.

## REES 397 - REAL ESTATE INDEPENDENT STUDY

Students work under direction of a real estate department faculty member on projects selected by student and approved by supervising faculty member, department chair, and college dean. This course may be approved to replace one required course for the Real Estate Major.

Credits: 1-3

Prerequisites: REES 301 and REES 302 and REES 311

Course Notes: This is only applicable to Real Estate Majors under the College of Business; Students may earn 1-3 credits for for successfully completing the course. This course may be approved as an elective or a required course other than REES 301, REES 302 or REES 311.

**REES 398 - REAL ESTATE MARKET ANALYSIS**

This course exposes students to the concepts of real estate market analysis through a mixture of theory and practice including the application of planning and public policy questions related to the economic functions of cities, location patterns in urban areas, and economic development practices. Current data and GIS research tools will be introduced and utilized.

Credits: 3

Prerequisites: REES 311 (may be taken concurrently)

Course Notes: This course is one of 6 required for the Real Estate major. Students must have access to a computer and the current Microsoft Office software. Students must pass the course with a minimum grade of "C and maintain a minimum GPA in the real estate courses to retain eligibility for the real estate major. No additional credit granted for REES 398 as INTRODUCTION TO REAL ESTATE MARKET ANALYSIS

**REES 399 - SPECIAL TOPIC REAL ESTATE**

Special Classes will periodically be offered on important issues and topics in real estate. Check class schedule for specific topics and prerequisites by clicking on the red five-digit CRN.

Credits: 3

Prerequisites: REES 311