

Real Estate (RE)

Course information contained within the Bulletin is accurate at the time of publication in June 2025 but is subject to change. For the most up-to-date course information, please refer to the Course Catalog.

RE 3501. Real Estate Fundamentals. 3 Credit Hours.

A survey of real estate transactions, financing, marketing, land use control, and theories of urban development. Designed to acquaint the student with the language, principles, and laws that govern the real estate enterprise. The underlying concepts of land, property rights and the means, methods, and laws that govern the conveyance of these rights. NOTE: This course is required for the Real Estate Licensing examination.

Repeatability: This course may not be repeated for additional credits.

RE 3502. Real Estate Practice. 3 Credit Hours.

Required for the Real Estate Licensing examination, this course will explore the laws relating to the creation and transfer of interests in land including the Agreement of Sale, deeds and leases. It will also discuss the recording system for deeds, mortgages, title searches and title insurance, financing, the appraisal process, closing procedures for residential and commercial real estate, the Real Estate Settlement Procedures Act, listing agreements, and the licensing law for real estate brokers and salespersons. NOTE: This course is required for the Real Estate Licensing examination.

Repeatability: This course may not be repeated for additional credits.

RE 3524. Residential Property Management. 3 Credit Hours.

Residential real estate management refers to the process and procedures that are designed to generate income for its owners and preserve and increase the value of the owner's investment. This process requires a plethora of activities that includes drafting and implementing a Property Management Plan, and securing and interacting with tenants. The value of the investment is protected not only by insurance, maintenance procedures and high occupancy rates but by avoiding legal controversies and costly litigation. Engaging in these activities requires a working knowledge of the law relating to advertising the property, a knowledge of the many rights and duties of the owner, manager, and tenants that are found in landlord-tenant law and various anti-discrimination statutes, regulations and judicial opinions that are found at the federal, state and local levels. A significant percentage of Americans today reside in common interest communities, homeowner and condominium owner associations, and every association is ordinarily managed by a residential property manager.

Repeatability: This course may not be repeated for additional credits.

Pre-requisites: Minimum grade of C in (FIN 3101, FIN 3901, 'Y' in CRFI01, or 'Y' in CRFI07)

RE 3525. Management of Corporate Real Estate Assets. 3 Credit Hours.

Corporate real estate refers to the real property facilities that house the business activities of corporate and other business organizations. Business organizations may own or lease such real property facilities. These facilities support the business function of the organization, whether those functions be industrial production, warehousing, retail, or other functions that form the nature of the organization. The management of corporate real estate assets involves not only acquiring, maintaining, and disposing of the facilities, but also adding value to the business through efficient planning and utilization of worksites, control of operating expenses, enactment of sustainability measures, and compliance with local, state, and federal statutes and regulations including, for example, the Americans with Disabilities Act, the Fair Housing Act, the Clean Water Act, and the Clean Air Act. The management of corporate real estate assets should also include appropriate planning for natural disasters such as fire, earthquake, tornado, and flood. Corporate real estate is an investment on its own, and it needs to be understood as a distinct part of a business enterprise the management of which requires an independent management function.

Course Attributes: SI

Repeatability: This course may not be repeated for additional credits.

Pre-requisites: Minimum grade of C in (FIN 3101, FIN 3901, 'Y' in CRFI01, or 'Y' in CRFI07)

RE 5101. Real Estate Finance and Capital Markets. 3 Credit Hours.

This course is the gateway to the other courses in the MSRE program, by providing the fundamental building blocks of knowledge and technical skills needed to understand the finance of real estate. Concepts and applications will include time value of money, discounted cash flow analysis and investment forecasting and returns. Using a live case study format, we use an actual real estate investment to apply the knowledge. Students will prepare a Discounted Cash Flow analysis to report both an unleveraged and leveraged returns analysis and joint venture returns. In addition to the learning outcomes students complete a working financial model that is then used for future courses in the program.

Repeatability: This course may not be repeated for additional credits.

RE 5102. Enterprise Real Estate Asset Optimization. 3 Credit Hours.

Public and private enterprises in the United States control \$40 trillion of real estate assets and most are not in the real estate business. An enterprise's real estate assets are either the first or second largest balance sheet item and operating expense. Despite this reality, public and private enterprises often overlook the optimization potential of their capital dedicated to real estate. Business leaders who synchronize the dynamic, ever-changing landscape of enterprise strategy with their real estate holdings enhance liquidity and shareholder value, and insure that scarce corporate capital remains dedicated to "mission critical" activities. The course is designed to provide business and real estate students with an understanding of how real estate can be optimized within enterprises through the synthesis of all the various corporate management functions and strategic planning. The course is set up as an interactive learning and classroom experience designed to create strategic insights for business students to enhance the value of real estate assets owned and leased by public and private enterprises. The focus of the course is to provide an academic context for a unique value proposition in today's business world - identification and measurement of asset optimization for enterprises from their real estate portfolios. Learning materials will include case studies, white-papers, SAP cloud-based real estate software solutions, actual management consulting projects, and case studies relating to the field of enterprise real estate.

Repeatability: This course may not be repeated for additional credits.

RE 5105. Real Estate Valuation and Market Analysis. 3 Credit Hours.

This course focuses on the theory and techniques of real estate valuation with an in-depth exposure to market analysis, highest and best, and contemporary valuation models including the three traditional to valuation: Cost, Sales Comparison, and Income Approaches. Market analysis will include the study of commercial and residential property with special emphasis on the decision matrices and processes used in feasibility studies, site selection, and marketability studies. Students will perform individual and group case study assignments, and guest speakers will complement traditional lectures.

Repeatability: This course may not be repeated for additional credits.

RE 5107. Inclusive Economic Development and Place-Making/Real Estate Innovation. 3 Credit Hours.

Real estate is the "currency for economic development" and reimagining underutilized real estate assets and neighborhoods is one of the most under-appreciated subject areas in the real estate industry. Place-making is the process of teaching communities and their stakeholders how to "tell their market story" and create inclusive economic development and jobs through real estate innovation. This process requires a plethora of activities that includes implementing an Asset optimization plan and interacting with residents in a way that creates future demand for the commercial real estate assets within a particular location. Specifically, this experiential based course is centered on the roles of various stakeholders in the place-making process, and how they can collaborate together to transform neighborhoods, anchor properties in communities which are underutilized, or overall economic development strategies through real estate innovation.

Course Attributes: SI

Repeatability: This course may not be repeated for additional credits.

RE 5108. Affordable Housing Development and Finance. 3 Credit Hours.

This course provides you with an overview of the multi-family rental housing segment within the real estate industry. Topics covered will include: market and demand analysis and their impact on product and product characteristics such as unit mix, size and amenities, construction, and development sequencing. How product influences design, construction, financing/capital stack, ownership structure. Also discussed will be regulations governing operations of low income housing, alternative financing and sources, and property operations. Students will perform individual and group case study assignments, and guest speakers will complement traditional lectures.

Course Attributes: SI

Repeatability: This course may not be repeated for additional credits.

RE 5182. Independent Study. 1 to 3 Credit Hour.

Special study in a particular aspect of real estate under the direct supervision of an appropriate graduate faculty member.

Repeatability: This course may be repeated for additional credit.