

## Real Estate Major (Last Revised 03/2019)

<b>Required Business Core (39 hours)</b>		<b>Credit</b>
ECON 1041	<b>Principles of Macroeconomics</b>	3 hrs.
ECON 1051	<b>Principles of Microeconomics</b> (ECON 1041)	3 hrs.
ECON 1011	<b>Statistics for Business Analytics</b> (STAT 1772 <u>OR</u> equivalent)	3 hrs.
ECON 1021	<b>Decision Analytics</b> (STAT 1772 <u>OR</u> equivalent)	3 hrs.
ACCT 2120	<b>Principles of Financial Accounting</b> (Sophomore standing)	3 hrs.
ACCT 2130	<b>Principles of Managerial Accounting</b> (Sophomore standing; C- or better in ACCT 2120)	3 hrs.
MGMT 2080	<b>Introduction to Information Systems</b> (Sophomore standing)	3 hrs.
MKTG 2110	<b>Principles of Marketing</b> (Sophomore standing; CBA Admittance; ECON 1031 <u>OR</u> ECON 1041)	3 hrs.
FIN 3130/5130	<b>Corporation Finance</b> (Junior standing; CBA Admittance; ACCT 2120; ECON 1041; ECON 1051; ECON 1011)	3 hrs.
MGMT 3153	<b>Organizational Management</b> (Junior standing; CBA Admittance)	3 hrs.
MGMT 3100	<b>Legal &amp; Social Environment of Business</b> (Junior standing; CBA Admittance)	3 hrs.
MGMT 3154	<b>Operations Management</b> (Junior standing; CBA Admittance; ACCT 2120; MGMT 2080; ECON 1021; ECON 1011)	3 hrs.
MGMT 4175	<b>Business Policy and Strategy</b> (Senior standing; completion of rest of CBA core)	3 hrs.

<b>Real Estate Major Requirements (18 hours)</b>		<b>Credit</b>
FIN 3110	<b>Principles of Real Estate</b> (Junior Standing)	3 hrs.
FIN 3125	<b>Real Estate Finance</b> (Junior standing; C- or better in FIN 3130/5130)	3 hrs.
FIN 3120	<b>Real Estate Appraisal and Investment</b> (Junior standing; FIN 3110) It is strongly recommended that Real Estate majors take FIN 3130/5130 Corporation Finance prior to taking FIN 3120.	3 hrs.
FIN 3115	<b>Real Estate Law and Brokerage</b> (Junior standing; FIN 3110)	3 hrs.
FIN 3135	<b>Intermediate Financial Management</b> (Junior standing; C- or better in FIN 3130/5130; ACCT 2120; STAT 1772 <u>OR</u> equivalent; ECON 1041; ECON 1051; ECON 1011)	3 hrs.
FIN 4145	<b>Advanced Financial Management</b> (Junior standing; C- or better in FIN 3130/5130; FIN 3135; ACCT 2120; ACCT 2130; STAT 1772 <u>OR</u> equivalent; ECON 1041; ECON 1051; ECON 1011)	3 hrs.

**Credit**

**Professional Readiness Requirements (0 hours)**

BUSINESS 1000	<b>Introductory Seminar for Business Professionals</b>	0 hrs.
BUSINESS 2000	<b>Business Professionals in Training</b> (Business 1000)	0 hrs.

**Professional Readiness Recommended (0 hours)**

BUSINESS 3000	<b>Intermediate Professional Skills</b> (Business 2000)	0 hrs.
BUSINESS 4000	<b>Advanced Professional Skills</b> (Business 3000)	0 hrs.

Students who major in both Finance and Real Estate may not use FIN 3125 Real Estate Finance to satisfy the requirements of the finance major.

**ADMISSION STANDARDS**

STUDENTS SEEKING A MAJOR IN ACCOUNTING, BUSINESS TEACHING, ECONOMICS (BUSINESS ECONOMICS EMPHASIS), FINANCE, REAL ESTATE, MANAGEMENT, SUPPLY CHAIN MANAGEMENT, MANAGEMENT INFORMATION SYSTEMS, OR MARKETING MUST BE ADMITTED TO THE COLLEGE OF BUSINESS ADMINISTRATION (CBA) AND MEET ALL COURSE PREREQUISITES BEFORE TAKING UPPER-DIVISION (3000/4000-LEVEL) CBA COURSES, INCLUDING MKTG 2110 PRINCIPLES OF MARKETING.

Students are eligible for admission to the CBA upon completion of the following requirements:

1. Completion of the ALEKS Mathematics Placement Examination
2. 30 Cumulative Semester hours of college credit
3. C- or better in the following Business Core Courses:
  - a. ECON 1021 Decision Analytics OR ECON 1011 Statistics for Business Analytics and
  - b. ECON 1041 Principles of Macroeconomics
4. C- or better in an **approved** English composition course.
5. Total or UNI\* cumulative GPA of at least 2.50 on all university-level courses
6. Declaration of Curriculum form filed with UNIBusiness Office for Professional Distinction (CBB 5)

**GRADUATION STANDARDS**

1. A cumulative UNI GPA of 2.20 or better.
2. A cumulative GPA of 2.20 or better for all CBA business courses (ACCT, MKTG, MGMT, FIN, ECON) taken at UNI.
3. Earn at least 50% of their business credit hours required for the major at UNI.
4. Complete at least 50% of their credit hours required for the degree outside of the College of Business Administration. Up to nine hours of economics (excluding ECON 1021) and six hours of statistics may be counted as outside of CBA.

Copies of the CBA admission policy and graduation requirements can be obtained from UNIBusiness Advising, CBB 5 (tel: 319-273-2144) and can be found online at <http://business.uni.edu/advising>.

**SUGGESTED PROGRAM of STUDY for REAL ESTATE MAJORS**

**Freshman Year**

**Fall**

ECON 1041 Prin. of Macroeconomics	3 hrs.
Preparatory mathematics, if needed (e.g., MATH 0100, MATH 1110 or MATH 1140)	3 hrs.
STAT 1772 Introduction to Statistical Methods / Liberal Arts Core / Electives	9 hrs.
BUSINESS 1000 Introductory Seminar for Bus. Professionals	0 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Spring**

ECON 1051 Prin. of Microeconomics	3 hrs.
ECON 1011 Statistics for Business Analytics	3 hrs.
ENGLISH 1005 College Writing & Research	3 hrs.
Liberal Arts Core / Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Sophomore Year**

**Fall**

ACCT 2120 Principles of Financial Acct.	3 hrs.
BUSINESS 2000 Bus. Professionals in Training	0 hrs.
ECON 1021 Decision Analytics	3 hrs.
Liberal Arts Core / Electives	9 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Spring**

ACCT 2130 Principles of Managerial Acct.	3 hrs.
MGMT 2080 Introduction to Information Systems	3 hrs.
Liberal Arts Core / Electives	9 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Junior Year**

**Fall**

FIN 3130/5130 Corporation Finance	3 hrs.
MGMT 3100 Legal & Social Environment of Business	3 hrs.
FIN 3110 Principles of Real Estate	3 hrs.
Liberal Arts Core / Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Spring**

FIN 3115 Real Estate Law & Brokerage	3 hrs.
MKTG 2110 Principles of Marketing	3 hrs.
MGMT 3153 Organizational Management	3 hrs.
Liberal Arts Core / Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Senior Year**

**Fall**

FIN 3135 Intermediate Financial Management	3 hrs.
FIN 3120 Real Estate Appraisal & Investment	3 hrs.
MGMT 3154 Operations Management	3 hrs.
Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**Spring**

FIN 3125 Real Estate Finance	3 hrs.
MGMT 4175 Business Policy & Strategy	3 hrs.
FIN 4145 Advanced Fin. Management	3 hrs.
Liberal Arts Core / Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**TENTATIVE SCHEDULE of REAL ESTATE MAJOR COURSES**

This schedule of courses can be a helpful guide to plan the courses needed to complete a Real Estate major. It is important to check the current university schedule of classes for courses actually offered in a particular semester. The schedule here can only be tentative, since actual offerings are influenced by uncontrollable factors such as university funding, student interest, and faculty expertise; all of which may not be certain, as far in advance, as when this guide was prepared.

Course Number	Title	(Semester Offered)		
		Fall	Spring	Summer
FIN 3130/5130	Corporation Finance	Yes	Yes	Yes
FIN 3110	Principles of Real Estate	Yes	Yes	Variable
FIN 3125	Real Estate Finance	Yes	Yes	No
FIN 3120	Real Estate Appraisal	Yes	Yes	No
FIN 3115	Real Estate Law	Yes	Yes	No
FIN 3135	Intermediate Finance	Yes	Yes	Variable
FIN 4145	Advanced Financial Management	Yes	Yes	Variable

**NOTES for REAL ESTATE MAJORS**

Liberal Arts Core ..... 45 hours

Suggested specific course selections:

- Category 3B GEOG 1210 Physical Geography
- Category 4A GEOG 1120 Human Geography  
and/or
- GEOG 1110 World Geography
- ANTH 1002 Culture, Nature and Society

Suggested Electives..... 18 hours

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|---|---|
| FIN 1040 Personal Financial Planning        | GEOG 4190/5190 Transportation Geography         |
| FIN 3160/5160 Principles of Investments     | GEOG 4120/5120 Population Geography             |
| FIN 3170/5170 Commercial Bank Management    | GEOG 4180/5180 Locational Analysis for Business |
| TECH 1018 Construction Resources            | GEOG 4340/5340 Spatial Data Analysis            |
| ECON 3253/5253 Urban and Regional Economics | GEOG 2310 Geographic Information Systems I      |
| GEOG 3120 North American Cities             | GEOG 4170/5170 Regional Analysis and Planning   |

**Note 1:** Students who major in both finance and real estate may not use FIN 3125 Real Estate Finance to satisfy the requirements of the finance major. However, Real Estate majors MUST take Real Estate Finance.

**Note 2:** Real Estate majors must take Intermediate Finance (FIN 3135) prior to taking Advanced Financial Management.

**Note 3:** Finance and Real Estate majors may declare a double major, and/or major and minor within the College of Business Administration, subject to the approval of the other CBA departments involved. Finance and Real Estate majors minoring within the CBA must select minors designated for business majors. Finance majors cannot minor in Finance, and Real Estate majors cannot minor in Real Estate. However, Finance majors may double major or minor in Real Estate, and Real Estate majors may double major in Finance or minor in Finance.

A total cumulative or UNI cumulative GPA of 2.5 is required to declare a double major and/or minor.

Real Estate majors may declare additional CBA majors in one or more of the following areas only: Accounting, Business Teaching, Economics (any emphasis), Finance, Management, Marketing and MIS.

Real Estate majors minoring within the CBA may select only these minors: Economics, Finance, International Business/Business and Business Communications.

**Note 4:** It is strongly recommended that Real Estate majors take FIN 3130/FIN 5130 (Corporation Finance) prior to taking FIN 3120 (Real Estate Appraisal and Investment).