

MAJOR IN BUSINESS ADMINISTRATION, REAL ESTATE CONCENTRATION



This program is designed to prepare undergraduate students for careers as professionals in real estate and related industries. Real estate is the largest industry in the world representing nearly 50% of the world's wealth. The real estate profession offers one of the most diverse career selections in the business world today. It is a multi-disciplinary profession that coordinates architecture, construction, law, finance, marketing, property management, and urban dynamics. Real estate professionals help find, provide, and manage space for people to work, sleep, shop, eat, and play. Those who choose careers in real estate are typically goal-oriented, persevering, self-motivated, and possess an entrepreneurial spirit. Furthermore, they must be creative and able to research, analyze, negotiate, and pay attention to details. No two projects or investments are ever the same. Rewards of a real estate career include potential for high earnings, independence, flexibility, and an opportunity to help people.

Learning Outcomes

Students will demonstrate:

- The ability to evaluate physical real estate (land and building analysis)
- The ability to perform financial real estate analysis (including time value of money)

- The ability to assess and manage risk
- The ability to conduct market analysis and identify opportunities
- An understanding of property and portfolio management

Accelerated Program

The Real Estate concentration includes an accelerated program option (<https://provost.colostate.edu/accelerated-programs/>) for students to graduate on a faster schedule. Accelerated Programs typically include 15-16 credits each fall and spring semester for three years, plus 6-9 credits over two to three summer sessions (<https://summer.colostate.edu/acceleratedprograms/>). Students who enter CSU with prior credit (AP, IB, transfer, etc.) may use applicable courses to further accelerate their graduation. Visit the Office of the Provost website for additional information about Accelerated Programs (<https://provost.colostate.edu/accelerated-programs/>).

Potential Occupations

Real estate graduates find professional employment in many fields. Students interested in commercial real estate may find employment in property and land development, property acquisition, property management, commercial mortgage lending, commercial real estate brokerage, asset management, government housing, commercial construction, or Real Estate Investment Trust (REIT) analysis, investment, or management. Students interested in real estate finance may find employment in commercial real estate investment banking, residential real estate lending for both development and loan underwriting, financial analysis, real estate securities analysis, insurance underwriting, commercial real estate brokerage, government housing finance and investment, or construction lending and research. Students interested in residential real estate may find employment in residential brokerage, residential marketing, residential appraisal, residential finance, residential home inspection services, home construction consulting, or residential development.

Requirements

The College of Business requires a minimum grade point average of 2.000 in business and economics courses as a graduation requirement.

Effective Fall 2022

Freshman

		AUCC	Credits
BUS 100 or 105	Introduction to Business Exploration of Business		1
BUS 201	Foundations of Sustainable Enterprise		1
CIS 200	Business Information Systems		3
CO 150	College Composition (GT-CO2)	1A	3
ECON 202	Principles of Microeconomics (GT-SS1)	3C	3
Complete 3 credits from the following:			3
MATH 117	College Algebra in Context I (GT-MA1)	1B	
MATH 118	College Algebra in Context II (GT-MA1)	1B	
MATH 124	Logarithmic and Exponential Functions (GT-MA1)	1B	
MATH 125	Numerical Trigonometry (GT-MA1)	1B	
MATH 126	Analytic Trigonometry (GT-MA1)	1B	
MATH 141 (or higher level calculus course)	Calculus in Management Sciences (GT-MA1)	1B	

Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)	3A	4
Diversity, Equity, and Inclusion (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#diversity-equity-inclusion)	1C	3
Electives		8
Total Credits		29
Sophomore		
ACT 210	Introduction to Financial Accounting	3
ACT 220	Introduction to Managerial Accounting	3
BUS 220	Ethics in Contemporary Organizations (GT-AH3)	3B 3
BUS 260	Social-Ethical-Regulatory Issues in Business	3
ECON 204	Principles of Macroeconomics (GT-SS1)	3C 3
STAT 204	Statistics With Business Applications (GT-MA1)	1B 3
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)	3A	3
Historical Perspectives (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#historical-perspectives)	3D	3
Electives		6
Total Credits		30
Junior		
All freshman and sophomore required courses must be completed prior to or concurrent with first enrollment in required junior and senior courses.		
BUS 300	Business Writing and Communication (GT-CO3)	2 3
CIS 370	Business Analytics	3
FIN 300 ¹	Principles of Finance	4A,4B 3
FIN 310	Financial Markets and Institutions	3
FIN 355	Principles of Investments	3
MKT 300 ¹	Marketing	4B 3
REL 360	Real Estate Principles	3
REL 367	Real Estate Law	3
Electives		7
Total Credits		31
Senior		
BUS 479	Strategic Management	4A,4C 3
MGT 301	Supply Chain Management	3
MGT 320	Contemporary Management Principles/Practices	3
REL Group Requirement: Select 4 of the following 5 courses		12
REL 430	Real Estate Market Analysis	
REL 454/AREC 454	Real Estate Appraisal	
REL 455	Real Estate Finance	
REL 460	Real Estate Investment	
REL 487	Real Estate Internship	
Arts and Humanities (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#arts-humanities)	3B	3
Electives ²		6
Total Credits		30
Program Total Credits:		120

¹ Students who have taken FIN 305 and/or MKT 305 prior to admission to the College of Business may substitute those courses to satisfy the

category 4A and 4B requirements. All other students are required to take FIN 300 and MKT 300 to satisfy categories 4A and 4B.

² Select enough elective credits to bring the program total to a minimum of 120 credits, of which at least 42 must be upper-division (300- to 400-level). A minimum of 6 elective credits must be upper-division.

Students are not to utilize the satisfactory/unsatisfactory (S/U) grading option for any Business concentration course or any Business core course (Business and non-Business subject codes) except when a course only allows S/U grading.

Major Completion Map

Distinctive Requirements for Degree Program:

To Declare this Major: Direct entry as a new freshman or transfer to the College of Business is highly selective and only those students meeting academic requirements will be accepted. For details contact the Office of Admissions.

CSU and the College of Business use holistic review when determining eligibility for admission to the College of Business as a new freshman. An example of a strong candidate for admission to the College of Business is one who is actively involved in their high school and community, has at least a 3.200 GPA with a 1200 or higher on the SAT or a 27 or higher on the ACT. For current admission criteria, contact the CSU Office of Admissions. New freshmen admitted to CSU but not directly to the

College of Business will be admitted as "Undeclared Business Interest" and must meet the requirements below. To be eligible for admission to the College, CSU students (including Undeclared Business Interest) must have a 3.000 cumulative GPA on a minimum of 15 graded credits at Colorado State and a grade of B- or higher in ECON 202 and a grade of C- or higher in each course (total of 3 credits) from the following: MATH 117, MATH 118, MATH 124, MATH 125, MATH 126, MATH 141, or a higher level calculus course.

External transfer students who have completed a minimum of 15 graded credits with a 3.000 cumulative GPA and a grade of B- or higher in ECON 202 and a grade of C- or higher in each course (total of 3 credits) from the following: MATH 117, MATH 118, MATH 124, MATH 125, MATH 126, MATH 141, or a higher level calculus course. External transfer students who do not meet the above criteria will be admitted to Undeclared and must complete the requirements stated above.

To Prepare for First Semester: The Curriculum for the Business Administration-Real Estate concentration assumes students will be able to successfully complete the College of Business Math requirement within the first year.

The College of Business requires a minimum grade point average of 2.000 in business and economics courses as a graduation requirement.

Freshman

Semester 1		Critical	Recommended	AUCC	Credits
BUS 100 or 105	Introduction to Business Exploration of Business		X		1
CO 150	College Composition (GT-CO2)		X	1A	3
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)				3A	4
Diversity, Equity, and Inclusion (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#diversity-equity-inclusion)		X		1C	3
Elective					3
Total Credits					14
Semester 2		Critical	Recommended	AUCC	Credits
BUS 201	Foundations of Sustainable Enterprise				1
CIS 200	Business Information Systems				3
ECON 202	Principles of Microeconomics (GT-SS1)	X		3C	3
Complete 3 credits from the following:					3
MATH 117	College Algebra in Context I (GT-MA1)			1B	
MATH 118	College Algebra in Context II (GT-MA1)			1B	
MATH 124	Logarithmic and Exponential Functions (GT-MA1)			1B	
MATH 125	Numerical Trigonometry (GT-MA1)			1B	
MATH 126	Analytic Trigonometry (GT-MA1)			1B	
MATH 141	Calculus in Management Sciences (GT-MA1)	X		1B	
(or higher level calculus course)					
Electives					5
BUS 100 or BUS 105 and CO 150 must be completed by the end of Semester 2.		X			
Total Credits					15

Sophomore

Semester 3		Critical	Recommended	AUCC	Credits
ACT 210	Introduction to Financial Accounting	X			3
BUS 220	Ethics in Contemporary Organizations (GT-AH3)			3B	3
ECON 204	Principles of Macroeconomics (GT-SS1)			3C	3
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)					3
Elective					3
CIS 200 must be completed by the end of Semester 3.					X

Total Credits**15**

Semester 4		Critical	Recommended	AUCC	Credits
ACT 220	Introduction to Managerial Accounting	X			3
BUS 260	Social-Ethical-Regulatory Issues in Business				3
STAT 204	Statistics With Business Applications (GT-MA1)			1B	3
Historical Perspectives (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#historical-perspectives)					3D
Elective					3
ECON 204 must be completed by the end of Semester 4.					X

Total Credits**15****Junior**

Semester 5		Critical	Recommended	AUCC	Credits
BUS 300	Business Writing and Communication (GT-CO3)	X		2	3
FIN 300	Principles of Finance	X		4A,4B	3
FIN 310	Financial Markets and Institutions	X			3
REL 367	Real Estate Law	X			3
Electives					4
BUS 260 and BUS 300 must be completed by the end of Semester 5.					X

Total Credits**16**

Semester 6		Critical	Recommended	AUCC	Credits
CIS 370	Business Analytics				3
FIN 355	Principles of Investments	X			3
MKT 300	Marketing		X	4B	3
REL 360	Real Estate Principles	X			3
Electives					3

Total Credits**15****Senior**

Semester 7		Critical	Recommended	AUCC	Credits
MGT 301	Supply Chain Management	X			3
MGT 320	Contemporary Management Principles/Practices	X			3
REL Group Requirement (See Concentration Requirements Tab for selection of approved courses.)					X
Electives					6

Total Credits**18**

Semester 8		Critical	Recommended	AUCC	Credits
BUS 479	Strategic Management	X		4A,4C	3
REL Group Requirement (See Concentration Requirements Tab for selection of approved courses.)					X
Arts and Humanities (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#arts-humanities)					X
					3B

The benchmark courses for the 8th semester are the remaining courses in the entire program of study. X

Total Credits	12
Program Total Credits:	120

Second Concentration with International Business

A second concentration in International Business may be taken in conjunction with the Real Estate concentration. Upon graduation, both concentrations will be noted on a student's official transcript.

Effective Fall 2022

The College of Business requires a minimum grade point average of 2.000 in business and economics courses as a graduation requirement.

Freshman

		AUCC	Credits
BUS 100 or 105	Introduction to Business Exploration of Business		1
BUS 201	Foundations of Sustainable Enterprise		1
CIS 200	Business Information Systems		3
CO 150	College Composition (GT-CO2)	1A	3
ECON 202	Principles of Microeconomics (GT-SS1)	3C	3
Complete 3 credits from the following:			3
MATH 117	College Algebra in Context I (GT-MA1)	1B	
MATH 118	College Algebra in Context II (GT-MA1)	1B	
MATH 124	Logarithmic and Exponential Functions (GT-MA1)	1B	
MATH 125	Numerical Trigonometry (GT-MA1)	1B	
MATH 126	Analytic Trigonometry (GT-MA1)	1B	
MATH 141 (or higher level calculus course)	Calculus in Management Sciences (GT-MA1)	1B	
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)			4
Diversity, Equity, and Inclusion (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#diversity-equity-inclusion)			3
Historical Perspectives (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#historical-perspectives)			3
Electives			3
Total Credits			27

Sophomore

ACT 210	Introduction to Financial Accounting		3
ACT 220	Introduction to Managerial Accounting		3
BUS 220	Ethics in Contemporary Organizations (GT-AH3)	3B	3
BUS 260	Social-Ethical-Regulatory Issues in Business		3
ECON 204	Principles of Macroeconomics (GT-SS1)	3C	3
REL 360	Real Estate Principles		3
STAT 204	Statistics With Business Applications (GT-MA1)	1B	3
Arts and Humanities (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#arts-humanities)			3
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)			3
International Business Group 2 - Global Focus			3
Total Credits			30

Junior

BUS 300	Business Writing and Communication (GT-CO3)	2	3
CIS 370	Business Analytics		3
FIN 300	Principles of Finance	4A,4B	3
FIN 310	Financial Markets and Institutions		3
FIN 355	Principles of Investments		3
FIN 475	International Business Finance		3
MGT 320	Contemporary Management Principles/Practices		3
MGT 435	Global Ethical Leadership Stakeholder Mgmt		3
REL 367	Real Estate Law		3
International Business Group 2 - Global Focus			3
International Business Group 3 - Experiential Learning Requirement			3
Total Credits			33

Senior

BUS 479	Strategic Management	4A,4C	3
MGT 301	Supply Chain Management		3
MGT 475	International Business Management		3
MKT 300	Marketing	4B	3
International Business Group 1 - Select one course from the following:			3
MGT 468	Negotiating Globally		
MGT 478	Global Supply Chain Management		
MKT 365	International Marketing		
Real Estate Group 1 - Select 12 credits from the following:			12
REL 430	Real Estate Market Analysis		
REL 454/AREC 454	Real Estate Appraisal		
REL 455	Real Estate Finance		
REL 460	Real Estate Investment		
REL 487	Real Estate Internship		
International Business Group 3 - Experiential Learning Requirement			3
Total Credits			30
Program Total Credits:			120

Interdisciplinary: International Business Group 2 – Global Focus (6 credits)

Code	Title	Credits
Select 6 credits from the following:		6
AM 430	International Retailing	3
ANTH 200	Cultures and the Global System (GT-SS3)	3
ECON 317	Population Economics	3
ECON 332/POLS 332	International Political Economy	3
ECON 440	Economics of International Trade and Policy	3
ECON 442	Economics of International Finance and Policy	3
ECON 460	Economic Development	3
GR 320	Cultural Geography	3
HIST 470	World Environmental History, 1500-Present	3
IE 450/SOWK 450	International Social Welfare and Development	3
IE 470	Women and Development	3
IE 471	Children and Youth in Global Context	3

IE 472	Education for Global Peace	3
IE 478	Managing International Development Programs	3
JTC 412	International Mass Communication	3
NRRT 320	International Issues-Recreation and Tourism	3
POLS 232	International Relations (GT-SS1)	3
POLS 362	Global Environmental Politics	3
POLS 431	International Law	3
POLS 433	International Organization	3
POLS 437	International Security	3
POLS 442	Environmental Politics in Developing World	3
POLS 462	Globalization, Sustainability, and Justice	3
SOC 364	Food, Agriculture and Global Society	3
SPCM 434	Intercultural Communication	3

Immersion: International Business Group 3 – Experiential Learning Requirement (6 credits)

Code	Title	Credits
Select at least one from the following:		6
	Education Abroad experience	
	Internship with global focus	
	L*** language course	

Students are not to utilize the satisfactory/unsatisfactory (S/U) grading option for any Business concentration course or any Business core course (Business and non-Business subject codes) except when a course only allows S/U grading.

Second Concentration Major Completion Map

Distinctive Requirements for Degree Program:

To Declare this Major: Direct entry as a new freshman or transfer to the College of Business is highly selective and only those students meeting academic requirements will be accepted. For details contact the Office of Admissions.

CSU and the College of Business use holistic review when determining eligibility for admission to the College of Business as a new freshman. An example of a strong candidate for admission to the College of Business is one who is actively involved in their high school and community, has

at least a 3.200 GPA with a 1200 or higher on the SAT or a 27 or higher on the ACT. For current admission criteria, contact the CSU Office of Admissions. New freshmen admitted to CSU but not directly to the College of Business will be admitted as “Undeclared Business Interest” and must meet the requirements below. To be eligible for admission to the College, CSU students (including Undeclared Business Interest) must have a 3.000 cumulative GPA on a minimum of 15 graded credits at Colorado State and a grade of B- or higher in ECON 202 and a grade of C- or higher in each course (total of 3 credits) from the following: MATH 117, MATH 118, MATH 124, MATH 125, MATH 126, MATH 141, or a higher level calculus course.

External transfer students who have completed a minimum of 15 graded credits with a 3.000 cumulative GPA and a grade of B- or higher in ECON 202 and a grade of C- or higher in each course (total of 3 credits) from the following: MATH 117, MATH 118, MATH 124, MATH 125, MATH 126, MATH 141, or a higher level calculus course. External transfer students who do not meet the above criteria will be admitted to Undeclared and must complete the requirements stated above.

To Prepare for First Semester: The Curriculum for the Business Administration-Real Estate concentration assumes students will be able to successfully complete the College of Business Math requirement within the first year.

The College of Business requires a minimum grade point average of 2.000 in business and economics courses as a graduation requirement.

Freshman

Semester 1		Critical	Recommended	AUCC	Credits
BUS 100 or 105	Introduction to Business Exploration of Business		X		1
BUS 201	Foundations of Sustainable Enterprise		X		1
CO 150	College Composition (GT-CO2)		X	1A	3
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)			X	3A	4
Diversity, Equity, and Inclusion (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#diversity-equity-inclusion)		X		1C	3
Electives					3
Total Credits					15
Semester 2		Critical	Recommended	AUCC	Credits
CIS 200	Business Information Systems		X		3
ECON 202	Principles of Microeconomics (GT-SS1)	X		3C	3
Complete 3 credits from the following:					3
MATH 117	College Algebra in Context I (GT-MA1)			1B	
MATH 118	College Algebra in Context II (GT-MA1)			1B	
MATH 124	Logarithmic and Exponential Functions (GT-MA1)			1B	
MATH 125	Numerical Trigonometry (GT-MA1)			1B	
MATH 126	Analytic Trigonometry (GT-MA1)			1B	
MATH 141	Calculus in Management Sciences (GT-MA1)		X	1B	
(or higher level calculus course)					
Historical Perspectives (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#historical-perspectives)				3D	3

BUS 100 or BUS 105 and CO 150 must be completed by the end of Semester 2. X

Total Credits					12
Sophomore					
Semester 3		Critical	Recommended	AUCC	Credits
ACT 210	Introduction to Financial Accounting		X		3
BUS 220	Ethics in Contemporary Organizations (GT-AH3)		X	3B	3
ECON 204	Principles of Macroeconomics (GT-SS1)		X	3C	3
STAT 204	Statistics With Business Applications (GT-MA1)		X	1B	3
Biological and Physical Sciences (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#biological-physical-sciences)				3A	3
Total Credits					15
Semester 4		Critical	Recommended	AUCC	Credits
ACT 220	Introduction to Managerial Accounting		X		3
BUS 260	Social-Ethical-Regulatory Issues in Business		X		3
REL 360	Real Estate Principles		X		3
Arts and Humanities (http://catalog.colostate.edu/general-catalog/all-university-core-curriculum/aucc/#arts-humanities)				3B	3
International Business Group 2 - Global Focus			X		3
Total Credits					15
Junior					
Semester 5		Critical	Recommended	AUCC	Credits
BUS 300	Business Writing and Communication (GT-CO3)		X	2	3
CIS 370	Business Analytics				3
FIN 300	Principles of Finance		X	4A,4B	3
FIN 310	Financial Markets and Institutions		X		3
MGT 435	Global Ethical Leadership Stakeholder Mgmt		X		3
International Business Group 2 - Global Focus			X		3
Total Credits					18
Semester 6		Critical	Recommended	AUCC	Credits
FIN 355	Principles of Investments		X		3
FIN 475	International Business Finance		X		3
MGT 320	Contemporary Management Principles/Practices				3
REL 367	Real Estate Law		X		3
International Business Group 3 - Experiential Learning Requirement			X		3
Total Credits					15
Senior					
Semester 7		Critical	Recommended	AUCC	Credits
MGT 475	International Business Management	X			3
MGT 301	Supply Chain Management	X			3
MKT 300	Marketing	X		4B	3
Real Estate Group 1 - Select 6 credits from the following:		X			6
REL 430	Real Estate Market Analysis	X			
REL 454/ AREC 454	Real Estate Appraisal	X			
REL 455	Real Estate Finance	X			
REL 460	Real Estate Investment	X			
REL 487	Real Estate Internship	X			
Total Credits					15
Semester 8		Critical	Recommended	AUCC	Credits
BUS 479	Strategic Management	X		4A,4C	3
Real Estate Group 1 - Select 6 credits from the following courses not taken in Semester 7:		X			6

REL 430	Real Estate Market Analysis		
REL 454/ AREC 454	Real Estate Appraisal		
REL 455	Real Estate Finance		
REL 460	Real Estate Investment		
REL 487	Real Estate Internship		
International Business Group 1 - Select one course from the following:		X	3
MGT 468	Negotiating Globally	X	
MGT 478	Global Supply Chain Management	X	
MKT 365	International Marketing	X	
International Business Group 3 - Experiential Learning Requirement		X	3
The benchmark courses for the 8th semester are the remaining courses in the entire program of study.		X	
Total Credits			15
Program Total Credits:			120