

# 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.