MASTER OF SCIENCE IN ENTREPRENEURIAL REAL ESTATE

Student Learning Outcomes
Students graduating from this program will:

- Apply current knowledge of real estate fundamentals to solve a variety of real-world problems and be able to incorporate new knowledge as the industry advances (Real Estate Industry Knowledge).
- Draw on their knowledge of real estate markets to manage the development, feasibility, finance, investment, management, transaction, and valuation decisions (Application of Real Estate Knowledge).
- Draw on design-thinking to identify, synthesize, and apply appropriate analytics and technological skills to develop recommendations and make decisions for a range of complex real estate problems (Analytics and Design-Thinking).
- Incorporate business practices from related fields to make informed decisions related to real estate brokerage, development, finance, investment, leasing, management, and valuation (Key Business, Legal and Interdisciplinary Concepts).
- Evaluate the direct and indirect impacts of real estate decisions and demonstrate how to reconcile differences among alternatives to discharge their social responsibility in an economically viable, sustainable manner (Ethics, and Sustainable Practices).
- Be able to communicate professionally, both orally and in writing, as well as determine the appropriate communications to increase effectiveness for various audiences and stakeholders (Communication Skills).

Admission Requirements
Applicants to the Master of Science in Entrepreneurial Real Estate (M.S.E.R.E.) program are considered for admission based on their undergraduate cumulative grade point averages, resumes, goal statements, and other criteria established by the faculty. Some candidates may be eligible for admission without the GMAT exam. For current admission requirements visit https://bloch.umkc.edu/graduate-program/msere/msere-admissions/.

Program Requirements
The master of science in entrepreneurial real estate is designed for students interested in all aspects of real estate who have decided their career paths require an advanced level of knowledge. The Lewis White Real Estate Center works in partnership with the Bloch School of Management’s Regnier Institute for Entrepreneurship and Innovation which provides a global and entrepreneurial focus to the program.

The program fulfills a vital need for graduate real estate education not offered by any university in the region. Enabling real estate entrepreneurs to keep up with today’s ever-changing environment, the program addresses real estate trends such as the global shift in attitude towards eco-friendly developments, reducing carbon footprints and the expansion of green technology in new construction. The knowledge gained will allow participants to make real estate decisions that require mastery of complex, interdisciplinary skills and an ability to manage teams of professionals with expertise in various fields.

Curriculum
The master of science in entrepreneurial real estate is a 30-credit hour program. Students who are not experienced in real estate or are not working will be encouraged to complete a real estate internship during the summer semester. Students who meet certain standards in terms of academic background and experience may also be able to complete the program on a one-year basis. Some students may also opt to pursue the degree on a part-time basis which may extend their program to two years.

The full-time program cycle begins each fall. To complete the program along with their cohorts, students are required to take two graduate level real estate courses each semester. In addition to the seven required real estate courses (21 credit hours), students will also complete 9 elective credit hours of elective. These electives may also be focused on a narrower set of courses that allow students to pursue individualized areas of focus that will help advance their careers in their chosen area of specialization. Working with advisers, all students will have an approved program of study.

An M.S.E.R.E. program of study must include 30 credit hours with a minimum of 24 hours of that course work completed at UMKC. Transfer credit will be considered in accordance with the guidelines in the Master’s Degrees Academic Regulations section of the catalog.

The following courses are required:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>RL-EST 5556</td>
<td>Entrepreneurial Real Estate Process</td>
<td>3</td>
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<tr>
<td>RL-EST 5571</td>
<td>Real Estate Finance</td>
<td>3</td>
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<tr>
<td>RL-EST 5573</td>
<td>Real Estate Feasibility and Market Analysis</td>
<td>3</td>
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<tr>
<td>RL-EST 5574</td>
<td>Real Estate Construction and Development</td>
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<tr>
<td>RL-EST 5576</td>
<td>Real Estate Property and Portfolio Management</td>
<td>3</td>
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<tr>
<td>RL-EST 5577</td>
<td>Real Estate Valuation</td>
<td>3</td>
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<tr>
<td>RL-EST 5578</td>
<td>Legal Context of Real Estate</td>
<td>3</td>
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Approved electives 9
Total Credits 30

Approved electives can come from any Bloch School discipline (ACCTNG, DSOM, ENT, FIN, MGT, MIS, MKT), Law School (special permission may be needed and options may be limited), Engineering (prerequisites and limitations may apply) and Urban Planning & Design. Students may also work with their advisor to seek approval of other courses.