REAL ESTATE (RL-EST)

Courses

RL-EST 321 Real Estate Principles Credits: 3
The student will be introduced to the very basics of real estate from the terminology, real estate’s role in the economy, legal foundations, government controls, appraisal processes, valuation processes, brokering and closing transactions, time value of money, basic management issues and lease clauses, and basic standard form purchase contracts.

RL-EST 322 Real Estate Principles II Credits: 3
This practical course is designed to build upon the terminology and professional obligations learned in Principles I. The purpose of this course is to introduce the student to the basic concepts of real estate and provide initial exposure to the real estate profession. Completion of the course will provide students with a better understanding of the complexity and breadth of the real estate industry.

Prerequisites: RL-EST 321 or ENT 321.

RL-EST 421 Real Estate Finance Fundamentals Credits: 3
This course will provide a fundamental understanding of basic financial concepts of real estate including compounding and discounting, construction of amortization tables and after-tax yield analysis for a simple real estate investment. It also touches on the basics of title insurance, ownership issues, fixed rate verses variable rate mortgages in residential real estate, understanding housing bubbles, and trends in valuation of residential real estate. In addition, the student will complete mathematical comparisons of leasing versus owning a home.

Prerequisites: FIN 325.

RL-EST 425 Principles of Real Estate Property Management Credits: 3
Explores the complexities of managing apartments, condominiums, office buildings, industrial property, and shopping centers. This course covers rental markets, development of rental schedules, leasing techniques and negotiations, repairs and maintenance, tenant relations, merchandising, selection and training of personnel, accounting and owner relations.

RL-EST 496 Internship: Real Estate Credits: 1-3
An opportunity for students to integrate their academic studies via employment with a business/organization in the community. Internship coursework is evaluated on a credit/no credit basis.

RL-EST 497 Special Topics: Real Estate Credits: 1-3
Study and research in areas of special interest under individual faculty direction.

Prerequisites: senior standing.