

## Real Estate Department

Baruch College's BBA major and minor in real estate are unique within The City University of New York. In these programs, students are introduced to the commercial real estate industry and prepared for related entry-level positions with developers, property managers, lenders, appraisers, brokers, investment bankers, pension funds, commingled real estate funds, real estate investment trusts, real estate advisors and consulting firms, nonprofit organizations, and government agencies. The courses offer real-world knowledge and analytic depth, concentrating on the metropolitan New York market. They include case studies and immersion in industry information sources and build quantitative, writing, and speaking skills. Students learn from faculty members as well as from guest lecturers with practical experience in the field.

Our undergraduate programs will not only prepare students to enter one of the most exciting and fast-growing career fields in New York, but will also ensure that students can acquire competent skills to succeed in related industries in the business world. Indeed, given real estates pervasive impact on public and business sectors, the study of real estate helps students understand the important concepts and issues for making crucial business decisions and creating effective public policy.

To learn more about these programs, e-mail Ms. Margo Weaker, Director of Real Estate Student Services (margo.weaker@baruch.cuny.edu).

### Programs

#### Overview

Institution Code  
BAR01  
Official Name of Program  
Real Estate for Non-Business Majors  
Plan Code  
NBRES-MIN  
Department(s) Sponsoring Program  
Real Estate  
Career  
Undergraduate

#### Overview

Institution Code  
BAR01  
Official Name of Program  
Real Estate  
Plan Code  
RES-BBA  
Department(s) Sponsoring Program  
Real Estate  
Career  
Degree Designation  
BBA - Bachelor of Business Administration  
Undergraduate

### Requirements

#### Simple Requisites

**Minor Requirements - Overall**  
Type  
Completion Requirement

**Earn at least 9 credits**

- Courses that apply to the minor may not be used for any other requirement.
- This minor does not fulfill the College Option requirement to complete a liberal arts minor.

**Earn an average G.P.A. of 2.0**

- To be awarded credit for the minor, students must have a GPA of 2.0 or higher in the courses included in the minor.

Additional Comments:

**Minor Requirements - Required Course**  
Type  
Completion Requirement

Real Estate

**Fulfill ALL of the following requirements:**

**Complete ALL of the following Courses:**

- BUS 2000 - Business Fundamentals: The Contemporary Business Landscape  
**OR** BUS 2000H - Honors Business Fundamentals:

### Requirements

#### Simple Requisites

**Degree Requirements - Bachelor of Business Administration**  
Type  
Completion Requirement

**Fulfill ALL of the following requirements:**

**Earn at least 124 credits**

**Earn at least 31 credits**  
In Residence at Baruch College

**Earn at least 57 credits**  
Liberal Arts and Sciences Content Courses

**Earn at least 58.5 credits**  
Business Credits

**Earn a minimum GPA of 2.0**

Additional Comments:

**General Education Requirements - Required Core**  
Type  
Completion Requirement

**Fulfill ALL of the following requirements:**

The Contemporary Business Landscape

Complete at least 3 of the following courses:

- RES 3000 - Real Estate Law
- RES 3100 - Real Estate Principles
- RES 3700 - Real Estate Management
- RES 3800 - Real Estate Construction Process: Building, Cost, and Management Issues

Additional Comments:

Required Core English Composition

Complete ALL of the following Courses:

- ENG 2100 - Writing I  
OR ENG 2100T - Writing I  
OR ENG 2100H - Honors Writing I
- ENG 2150 - Writing II  
OR ENG 2150T - Writing II  
OR ENG 2150H - Honors - Writing II

A course in this area must meet all of the following learning outcomes. A student will:

- Read and listen critically and analytically, including identifying an argument's major assumptions and assertions and evaluating its supporting evidence.
- Write clearly and coherently in varied, academic formats (such as formal essays, research papers, and reports) using standard English and appropriate technology to critique and improve one's own and others' texts.
- Demonstrate research skills using appropriate technology, including gathering, evaluating, and synthesizing primary and secondary sources.
- Support a thesis with well-reasoned arguments, and communicate persuasively across a variety of contexts, purposes, audiences, and media.
- Formulate original ideas and relate them to the ideas of others by employing the conventions of ethical attribution and citation.

Required Core Mathematical and Quantitative Reasoning

Complete at least 1 of the following courses:

- MTH 2140 - Mathematics and Quantitative Reasoning
- MTH 2160 - Ideas in Mathematics and Their Applications
- MTH 2001 - Pre-Calculus
- MTH 2003 - Precalculus and Elements of Calculus 1A
- MTH 2009 - Precalculus  
OR MTH 2009T - Precalculus
- MTH 2205 - Precalculus and Elements of Calculus 1B
- MTH 2207 - Elements of Calculus I and Matrix Algebra
- MTH 2610 - Calculus I
- PSY 2100 - Statistics for Social Science
- BIO 2100 - Biostatistics  
OR ENV 2100 - Biostatistics
- STA 2000 - Business Statistics I

A course in this area must meet all of the following learning outcomes. A student will:

- Interpret and draw appropriate inferences from quantitative representations, such as formulas, graphs, or tables.
- Use algebraic, numerical, graphical, or statistical methods to draw accurate conclusions and solve mathematical problems.
- Represent quantitative problems expressed in natural language in a suitable mathematical format.
- Effectively communicate quantitative analysis or solutions to mathematical problems in written or

oral form.

- Evaluate solutions to problems for reasonableness using a variety of means, including informed estimation.
- Apply mathematical methods to problems in other fields of study.

The following courses are no longer offered at Baruch, but do appear on students' transfer evaluations. Any of these courses may be used to satisfy the Mathematical and Quantitative Reasoning requirement of the Pathways curriculum without appeal: MTH 2000; MTH 2300; MTH 2300; MTH 2301; MTH 2100; MTH 2150; MTH 2006; MTH 2206; and MTH 2630. MTH 3010 Calculus II is considered a STEM Variant course, and may also be used to satisfy this requirement without appeal.

**\*\* Zicklin students should not take MTH 2140 or MTH 2160**, which do not meet the mathematics requirement for the BBA degree. Zicklin students must complete a course in precalculus (and must satisfy the prerequisites for whichever precalculus course they take). Therefore, these students usually take MTH 2003 or MTH 2009. Students who enter Baruch with a calculus placement (MTH 2207 or MTH 2610) may take STA 2000 to satisfy their Pathways requirement.

MTH 2140 and MTH 2160 are not appropriate for students within the Weissman School of Arts and Sciences whose major requires a statistics course or additional math courses (such majors include: Actuarial Science, Biological Sciences, Computer Science, Economics, Financial Mathematics, Natural Sciences ad hoc, and Statistics).

Complete at least 1 courses in the following course sets:

- Required Core Life and Physical Sciences

A course in this area must meet all of the following learning outcomes. A student will:

- Identify and apply the fundamental concepts and methods of a life or physical science.
- Apply the scientific method to explore natural phenomena, including hypothesis development, observation, experimentation, measurement, data analysis, and data presentation.
- Use the tools of a scientific discipline to carry out collaborative laboratory investigations.
- Gather, analyze, and interpret data and present it in an effective written laboratory or fieldwork report.
- Identify and apply research ethics and unbiased assessment in gathering and reporting scientific data.

**NOTE:** The following courses are no longer offered at Baruch, but do appear on students' transfer evaluations. Any of these courses may be used to satisfy the *Life and Physical Sciences* or the *Scientific World* requirement of the Pathways curriculum without appeal: BIO 1003; BIO 1005; CHM 1000; ENV 1020; ENV 1021; and PHY 1003. One course may not be used to satisfy both requirements.

#### **STEM VARIANT COURSES**

The following courses may be used to satisfy either the *Life and Physical Sciences* or the *Scientific World* requirement (one course may not satisfy both requirements). Students

(one course may not satisfy both requirements). Students who wish to pursue a major or minor in the Natural Sciences should satisfy the Pathways science requirements with STEM Variant courses.

- BIO 2010 Principles of Biology I
- CHM 2003 General Chemistry I
- PHY 2003 General Physics I
- PHY 3010 Quantitative Physics I

**Additional Comments:**

The Department of Natural Sciences offers “stand-alone” sections of their Pathways courses ( BIO 1011L, BIO 1012, etc.), specifically designed for students who are only required to complete one half of the paired courses – lecture or lab, not both. For example, a student who transfers a *Scientific World* course, may satisfy the *Life and Physical Sciences* requirement with a stand-alone section of a Natural Sciences course in that category. These stand-alone sections are *not* open to students who enter Baruch as freshmen or to transfer students who have satisfied neither the *Life & Physical Sciences* nor the *Scientific World* requirement at the time they entered Baruch. Please consult the Department of Natural Sciences to request registration permission for any of their stand-alone sections (17 Lexington Ave, room 506; 646-660-6200)

**General Education Requirements - Flexible Core**

**Type**

Completion Requirement

**Fulfill ALL of the following requirements:**

Complete at least 1 courses in the following course sets:

- Flexible Core World Cultures and Global Issues

A course in this area must meet *at least three* of the following *additional* learning outcomes. A student will:

- Identify and apply the fundamental concepts and methods of a discipline or interdisciplinary field exploring world cultures or global issues, including, but not limited to, anthropology, communications, cultural studies, economics, ethnic studies, foreign languages (building upon previous language acquisition), geography, history, political science, sociology, and world literature.
- Analyze culture, globalization, or global cultural diversity, and describe an event or process from more than one point of view.
- Analyze the historical development of one or more non-U.S. societies.
- Analyze the significance of one or more major movements that have shaped the world's societies.
- Analyze and discuss the role that race, ethnicity, class, gender, language, sexual orientation, belief, or other forms of social differentiation play in world cultures or societies.
- Speak, read, and write a language other than English, and use that language to respond to cultures other than one's own.

Complete at least 1 courses in the following course sets:

- Flexible Core U.S. Experience in Its Diversity

A course in this area must meet *at least three* of the following *additional* learning outcomes. A student will:

- Identify and apply the fundamental concepts and methods of a discipline or interdisciplinary field exploring the U.S. experience in its diversity, including, but not limited to, anthropology, communications, cultural studies, economics, history, political science, psychology, public affairs, sociology, and U.S. literature.
- Analyze and explain one or more major themes of U.S. history from more than one informed perspective.
- Evaluate how indigenous populations, slavery, or immigration have shaped the development of the United States.
- Explain and evaluate the role of the United States in international relations.
- Identify and differentiate among the legislative, judicial, and executive branches of government and analyze their influence on the development of U.S. democracy.
- Analyze and discuss common institutions or patterns of life in contemporary U.S. society and how they influence, or are influenced by, race, ethnicity, class, gender, sexual orientation, belief, or other forms of social differentiation.

**Note:** *HIS 1004 History of American Civilization I is no longer offered at Baruch, but it does appear on students' transfer evaluations. This course may be used to satisfy the U.S. Experience in its Diversity requirement of the Pathways curriculum without appeal.*

Complete at least 1 courses in the following course sets:

- Flexible Core Creative Expression

A course in this area must meet *at least three* of the following *additional* learning outcomes. A student will:

- Identify and apply the fundamental concepts and methods of a discipline or interdisciplinary field exploring creative expression, including, but not limited to, arts, communications, creative writing, media arts, music, and theater.
- Analyze how arts from diverse cultures of the past serve as a foundation for those of the present, and describe the significance of works of art in the societies that created them.
- Articulate how meaning is created in the arts or communications and how experience is interpreted and conveyed.
- Demonstrate knowledge of the skills involved in the creative process.
- Use appropriate technologies to conduct research and to communicate.

Complete at least 1 courses in the following course sets:

- Flexible Core Individual and Society

A course in this area must meet *at least three* of the following *additional* learning outcomes. A student will:

- Identify and apply the fundamental concepts and methods of a discipline or interdisciplinary field exploring the relationship between the individual and society, including, but not limited to, anthropology, communications, cultural studies, history, journalism, philosophy, political science, psychology, public affairs, religion, and sociology.
- Examine how an individual's place in society affects experiences, values, or choices.
- Articulate and assess ethical views and their underlying premises.
- Articulate ethical uses of data and other information resources to respond to problems and questions.
- Identify and engage with local, national, or global trends or ideologies, and analyze their impact on individual or collective decision-making.

Complete at least 1 courses in the following course sets:

- Flexible Core Scientific World

A course in this area must meet at least three of the following *additional* learning outcomes. A student will:

- Identify and apply the fundamental concepts and methods of a discipline or interdisciplinary field exploring the scientific world, including, but not limited to: computer science, history of science, life and physical sciences, linguistics, logic, mathematics, psychology, statistics, and technology-related studies.
- Demonstrate how tools of science, mathematics, technology, or formal analysis can be used to analyze problems and develop solutions.
- Articulate and evaluate the empirical evidence supporting a scientific or formal theory.
- Articulate and evaluate the impact of technologies and scientific discoveries on the contemporary world, such as issues of personal privacy, security, or ethical responsibilities.
- Understand the scientific principles underlying matters of policy or public concern in which science plays a role.

#### STEM VARIANT COURSES

The following courses may be used to satisfy either the *Life and Physical Sciences* or the *Scientific World* requirement (one course may not satisfy both requirements). Students who wish to pursue a major or minor in the Natural Sciences should satisfy the Pathways science requirements with STEM Variant courses.

BIO2010 Principles of Biology I      Principles of Biology I

CHM2003 General Chemistry I      General Chemistry I

PHY2003 General Physics I      General Physics I

PHY3010 Quantitative Physics I      Quantitative Physics I

#### ***CHANGES EFFECTIVE SPRING 2016***

In Spring 2016, PSY 1001 was added to the *Scientific World* category. The following policies went into effect at that time:

- Students who enter Baruch as freshmen and transfer students who have satisfied neither the *Life and Physical Sciences* nor the *Scientific World*

*or Physical Sciences* nor the *Scientific World* requirement at the time they entered Baruch must take the co-requisite Natural Sciences courses to satisfy these Pathways Common Core requirements. They may take PSY 1001, but it can be used only as their sixth Flexible Core course (or as a non-Pathways elective). It cannot be used to satisfy the *Scientific World* requirement.

- Students who have already satisfied both the *Life and Physical Sciences* and the *Scientific World* requirements at the time they entered Baruch may take PSY 1001 as their sixth Flexible Core course.
- PSY 1001 may be used to satisfy the *Scientific World* requirement only under the following circumstances:
  - A freshman or transfer student enters Baruch with AP, College Now, or regular transfer credit for a *Life and Physical Sciences* course.
    - A freshman or transfer student enters Baruch with AP, College Now, or regular transfer credit for PSY 1001.
    - A student completes a STEM Variant course ( BIO 2010, CHM 2003, PHY 2003, or PHY 3010) at Baruch.

**NOTE:** The Department of Natural Sciences offers “stand-alone” sections of their Pathways courses ( BIO 1011L, BIO 1012, etc.), specifically designed for students who are only required to complete one half of the paired courses – lecture or lab, not both. For example, a student who transfers a *Life and Physical Sciences* course, may satisfy the *Scientific World* requirement with either PSY 1001 or with a stand-alone section of a Natural Sciences course in that category. These stand-alone sections are not open to students who enter Baruch as freshmen or to transfer students who have satisfied neither the *Life & Physical Sciences* nor the *Scientific World* requirement at the time they entered Baruch. Please consult the Department of Natural Sciences to request registration permission for any of their stand-alone sections (17 Lexington Ave, room 506; 646-660-6200).

Complete at least 1 courses in the following course sets:

- Flexible Core - Any Area

**Additional Comments:**

The Flexible Core is made up of six courses, which must be taken in five different categories (numbered 4-8): **4) World Cultures and Global Issues; 5) U.S. Experience in its Diversity; 6) Creative Expression; 7) The Individual and Society; and 8) Scientific World.**

**In fulfilling the six-course requirement, students may not take more than two courses from any one department, discipline, or interdisciplinary field.**

Please note that some departments offer courses in more than one category...

- ANT and SOC courses are offered by the Department of Sociology and Anthropology;
- ART, MSC, and THE courses are offered by the

- ART, HBC, and HLE courses are offered by the Department of Fine and Performing Arts;
- BLS and LTS (*formerly HSP*) courses are offered by the Department of Black and Latino Studies;
- BIO, ENV, CHM, and PHY courses are offered by the Department of Natural Science; and
- Within the Pathways Flexible Core, POL and PAF (*formerly PUB*) are considered to be a single field.

**All Flexible Core courses must meet the following three learning outcomes. A student will:**

- Gather, interpret, and assess information from a variety of sources and points of view.
- Evaluate evidence and arguments critically or analytically.
- Produce well-reasoned written or oral arguments using evidence to support conclusions.

The learning goals or outcomes of each area within the Flexible Core are included above, followed by lists of applicable courses.

**General Education Requirements - College Option**

Type

Completion Requirement

Fulfill ALL of the following requirements:

Complete at least 1 of the following courses:

- CMP 2800 - Great Works of Literature I  
OR ENG 2800 - Great Works of Literature I
- CMP 2850 - Great Works of Literature II  
OR ENG 2850 - Great Works of Literature II

Earn at least 3 credits

4000-level CIC "capstone" course for one of the liberal arts minors

**This course must be completed at Baruch.**

Earn at least 6 credits

Two 3000-level liberal arts courses towards the same liberal arts minor.

- *The liberal arts minor cannot be within the same area of study as the major. This is also true for students who are required to complete part of the minor for the College Option.*
- *There is no GPA stipulation attached to the College Option courses, but in order to graduate with the liberal arts minor, a student must have a grade point average of at least 2.00 in the three courses that make up his or her liberal arts minor.*

**Additional Comments:**

The College Option consists of as many as four courses (6, 9, or 12 credits), depending on how much coursework the student has completed at another institution.

**Major Requirements - Overall**

Type

Completion Requirement

**Fulfill ALL of the following requirements:**

**Earn at least 24 credits**

- A minimum of 15 credits must be taken at Baruch.

**Earn a minimum GPA of 2.0**

**Additional Comments:**

**Major Requirements - Required Courses for BBA Degree**

**Type**

Completion Requirement

**Complete ALL of the following Courses:**

- ACC 2101 - Principles of Accounting  
**OR** ACC 2101H - Honors Principle of Accounting I
- ACC 2203 - Principles of Managerial Accounting for Non-accounting Majors
- BUS 2000 - Business Fundamentals: The Contemporary Business Landscape  
**OR** BUS 2000H - Honors Business Fundamentals: The Contemporary Business Landscape
- BPL 5100 - Business Policy  
**OR** BPL 5100H - Honors - Business Policy
- CIS 2200 - Introduction to Information Systems and Technologies  
**OR** CIS 2200H - Honors - Information Systems Honors
- COM 2020 - Introduction to Business Communication
- COM 3021 - Professional Speech Communication
- ENG 2100 - Writing I  
**OR** ENG 2100T - Writing I  
**OR** ENG 2100H - Honors Writing I
- ENG 2150 - Writing II  
**OR** ENG 2150T - Writing II  
**OR** ENG 2150H - Honors - Writing II
- FIN 2000 - Principles of Financial Planning and Individual Investing
- FIN 3000 - Principles of Finance  
**OR** FIN 3000H - Honors - Principles of Finance
- LAW 1101 - Fundamentals of Business Law  
**OR** LAW 1101H - Honors - Fundamental Business Law
- MGT 3120 - Fundamentals of Management  
**OR** MGT 3120H - Honors - Fundamentals of Management
- OPM 3000 - Service Operations Management
- MKT 3000 - Marketing Foundations  
**OR** MKT 3000H - Honors - Marketing Foundations
- QNT 2020 - Foundations of Predictive Analytics and Decision Modeling
- STA 2000 - Business Statistics I  
**OR** STA 2000H - Honors - Business Statistics

**Additional Comments:**

- Completion of precalculus (or have placement in calculus)

**Major Requirements - Required Courses**

**Type**

Completion Requirement

**Complete ALL of the following Courses:**

- RES 3000 - Real Estate Law
- RES 3100 - Real Estate Principles
- RES 3200 - Real Estate Finance and Investment
- RES 3400 - Real Estate Capital Markets
- RES 3900 - Real Estate Development

**Additional Comments:**

**Major Requirements - Elective Courses**

**Type**

Completion Requirement

**Fulfill ALL of the following requirements:**

**Earn at least 6 credits from the following:**

- RES 4093 - Special Topics in Real Estate
- RES 4200 - Investment Strategies in Property Markets
- RES 4400 - Advanced Real Estate Capital Markets
- RES 4550 - Analytical Skills in Real Estate
- RES 4900 - Real Estate Development: Case Development

**Earn at least 3 credits from the following:**

- RES 3320 - Urban Economics
- RES 3300 - Real Estate Valuation and Feasibility Study
- RES 3700 - Real Estate Management
- RES 3800 - Real Estate Construction Process: Building, Cost, and Management Issues
- RES 4093 - Special Topics in Real Estate
- RES 4200 - Investment Strategies in Property Markets
- RES 4400 - Advanced Real Estate Capital Markets
- RES 4550 - Analytical Skills in Real Estate
- RES 4900 - Real Estate Development: Case Development
- RES 5000 - Independent Study Research and Readings in Real Estate I
- FIN 3610 - Corporate Finance
- FIN 3710 - Investment Analysis

**Earn at least 3 credits from the following:**

- Liberal Arts Electives

**Additional Comments:**

**Major Requirements - Liberal Arts Electives**

**Type**

Completion Requirement

**Earn at least 4.5 credits**

You may need more or less Liberal Arts Courses to complete the required credits for your degree. If you need assistance with this section, please see an Academic Advisor NVC 5-215.

**Additional Comments:**

**Admission Requirements- Zicklin School of Business**

**Type**

Completion Requirement

**Path 1 – Direct Admission:**

Students who have been admitted to the following programs at Baruch and declared an intended BBA plan, are eligible to be admitted into the Zicklin BBA program.

- Macaulay honors
- Baruch scholars
- Provost scholars (transfer students and current Baruch students)
- Inquiry scholars
- Dean's scholars

**Path 2 – Early Entry:**

Students need to satisfy all of the following criteria:

- Completion of **Pre-calculus** (or Calculus or placement into Calculus)
- Completion of 4 pre-business courses with a minimum 2.25 average GPA
  - ACC2101 Principles of Accounting *Principles of Accounting*
  - ECO1001 Micro-Economics *Microeconomics*
  - ECO1002 Macro-Economics *Macroeconomics*
  - STA2000 Business Statistics I *Business Statistics I*
- Completion of at least 30 credits with an overall Baruch GPA of 2.25 or higher

**Path 3 – Regular Entry:**

Students need to satisfy all of the following criteria:

Completion of :

- COM2020 Intro to Business Comm *Introduction to Business Communication*
- ENG2150 Writing II *Writing II*
- **Pre-calculus** (or Calculus or placement into Calculus)

Completion of 7 pre-business courses with a minimum 2.25 average GPA

- ACC2101 Principles of Accounting *Principles of Accounting*
- CIS2200 Intro Info Systems *Introduction to Information Systems and Technologies*
- ECO1001 Micro-Economics *Microeconomics*
- ECO1002 Macro-Economics *Macroeconomics*
- ENG2100 Writing I *Writing I*
- LAW1101 Fundamentals of Business Law *Fundamentals of Business Law*
- STA2000 Business Statistics I *Business Statistics I*

Completion of at least 45 credits with an overall Baruch GPA of 2.25 or higher

**Additional Comments:**

1. AP credits will not be used in calculating the GPA.
2. Transferred credit grades will be used in calculating the GPA with the exception of international grades which are not transferred.
3. Students who do not meet the GPA requirement in the

early entry path have the option of choosing the regular entry path.

4. New transfer students who have completed all pre-business courses prior to transfer will be eligible for admission to Zicklin without a Baruch GPA.
5. Students with unresolved INC or PEN grades will not be evaluated for admission until those grades are resolved.

**Requirements to take 4000-level Business Courses**

Type

Completion Requirement

**Complete ALL of the following Courses:**

- ACC 2101 - Principles of Accounting
- BUS 2000 - Business Fundamentals: The Contemporary Business Landscape
- CIS 2200 - Introduction to Information Systems and Technologies
- COM 2020 - Introduction to Business Communication
- COM 3021 - Professional Speech Communication
- ECO 1001 - Micro-Economics
- ECO 1002 - Macro-Economics
- FIN 2000 - Principles of Financial Planning and Individual Investing
- ENG 2100 - Writing I
- ENG 2150 - Writing II
- LAW 1101 - Fundamentals of Business Law
- QNT 2020 - Foundations of Predictive Analytics and Decision Modeling
- STA 2000 - Business Statistics I

**Pre-calculus†** or Calculus or Placement in Calculus

*Note: STA 4155 and OPR 3450 overlap with QNT 2020. STA 4155 and OPR 3450 are required courses for SQM majors. Hence, students majoring in Statistics and Quantitative Modeling (SQM) are waived from the requirement to complete QNT 2020 upon successful completion of OPR 3450 or STA 4155. SQM majors are required to complete one of the calculus courses (MTH 2205/MTH 2207/MTH 2610).*

**Additional Comments:**

# Baruch College

## Overview

Institution Code

BAR01

Official Name of Program

Real Estate

Plan Code

ZKRES-MIN

Career

Undergraduate

Department(s) Sponsoring Program

Real Estate

## Requirements

Simple Requisites

### Minor Requirements - Overall

Type

Completion Requirement

Earn at least 9 credits

Additional Comments:

### Minor Requirements - Required Courses

Type

Completion Requirement

Complete at least 3 of the following courses:

- RES 3000 - Real Estate Law
- RES 3100 - Real Estate Principles
- RES 3200 - Real Estate Finance and Investment
- RES 3300 - Real Estate Valuation and Feasibility Study
- RES 3400 - Real Estate Capital Markets
- RES 3700 - Real Estate Management
- RES 3800 - Real Estate Construction Process: Building, Cost, and Management Issues
- RES 3900 - Real Estate Development

Additional Comments:

## Courses

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3000

Course Title

Real Estate Law

Department(s)

Real Estate

Description

The course covers real estate law and its institutional setting, with emphasis on interests in land, sales, zoning, leasing, property management, brokerage, and mortgage lending. Students will develop the ability to analyze underlying economic concerns, see both sides of an issue, and read legal documents. This course is cross-listed with LAW 3301.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3093

Course Title

Special Topics in Real Estate

Department(s)

Real Estate

Description

This course focuses on timely and relevant topics in real estate that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3094

Course Title

Special Topics in Real Estate

Department(s)

Real Estate

Description

This course focuses on timely and relevant topics in real estate that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3100

Course Title

Real Estate Principles

Department(s)

Real Estate

Description

This course is intended to provide a broad overview of both theory and practice in real estate markets. In order to meet this aim, real estate and property markets in general will be analyzed from a variety of different perspectives. The emphasis in the course will be on mortgage finance, investment valuation, land use, real estate capital markets, and brokerage. In addition to regular lectures, members of the real estate community will speak to the class about their experience and expertise.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
1.5	1.5

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3200

Course Title

Real Estate Finance and Investment

Department(s)

Real Estate

Description

This course offers students a thorough orientation in the fields of real estate investment and finance. It covers the basics of the real estate investment analysis, mortgage concepts, and the financing of residential and commercial properties. The topics include an overview of the major types of valuation models and approaches that are used for analyzing the chief categories of real properties. Alternative types of mortgages will be discussed. The course emphasizes and clarifies the many ways in which financing and investments in real assets are similar to --and yet different from-- financial assets.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3300

Course Title

Real Estate Valuation and Feasibility Study

Department(s)

Real Estate

Description

This course provides an in-depth analysis of the major valuation models used to price, value, and analyze real estate assets. It covers the theory, principles and techniques for conducting valuation and feasibility studies of real property. The course emphasizes the importance of market analysis in the valuation and development process. It provides students with a thorough exploration of the concept of feasibility analysis and the techniques for market analysis. The importance of the development process in valuation will also be introduced.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3320

Course Title

Urban Economics

Department(s)

Real Estate

Description

RES 3320 discusses the economic reasons for the growth and decline of cities, along with the economic underpinning for location decisions by households and firms. Specific topics for study include urban fiscal problems, environmental issues, and the problems of poverty, segregation, and discrimination. Policy options with respect to housing, transportation, and public policy will be reviewed. Credit will not be granted for both RES 3320 and ECO 3320.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3400

Course Title

Real Estate Capital Markets

Department(s)

Real Estate

Description

This course examines the creation and evolution of mortgage pass-through securities, real estate investment trusts (REITs), commingled real estate funds (CREFs), and commercial mortgage-backed securities (CMBSs). These developments have had profound effects on the real estate markets, including how they have led to greater flexibility and transparency in those markets, and how they have affected the valuations and pricing efficiency of markets for real assets. This course will help students develop a clear understanding of the workings of and opportunities in the real estate capital markets.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3700

Course Title

Real Estate Management

Department(s)

Real Estate

Description

This introduction to real estate management provides an overview of career paths, management skills, procedures, and responsibilities. The course covers financial management; preparation of a management plan; marketing, leasing, and tenant relations for various property types; personnel considerations; building and equipment inspections; safety and security; and environmental issues.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3800

Course Title

Real Estate Construction Process: Building, Cost, and Management

Issues

Department(s)

Real Estate

Description

This course presents the process of designing and building residential and commercial structures within the New York context. The course includes a focus on design, costing, construction site management, building code and clearance issues, and issues leading to the certificate of occupancy. The course will include case examples from the New York area. This course is cross listed with PAF 3801. Credits will not be granted for both PAF 3801 and RES 3800. Students may take only one of these courses.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

3900

Course Title

Real Estate Development

Department(s)

Real Estate

Description

This semester-long course includes a broad survey and overview of real estate as development processes, as markets, and in terms of investment options and development choices. Market and financial feasibility issues are assessed, as they are critical for real estate development projects. The course includes an examination of development trends in the New York region as they affect real estate development options and decisions. Central to the course will be case studies of actual development projects and decisions including meetings with key stakeholders to review and understand their choices, costs, and decisions. The course focuses the students upon the stages of real estate development in residential and nonresidential real estate. Credits will not be granted for both PAF 4701 and RES 3900. Students may take only one of these courses.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

4093

Course Title

Special Topics in Real Estate

Department(s)

Real Estate

Description

This course focuses on timely and relevant topics in real estate that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

4094

Course Title

Special Topics in Real Estate

Department(s)

Real Estate

Description

This course focuses on timely and relevant topics in real estate that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

4200

Course Title

Investment Strategies in Property Markets

Department(s)

Real Estate

Description

This course introduces students to the major concepts, principles, analytical methods, and tools used in making investment decisions regarding commercial real estate assets. The course covers economic and financial analyses that pertain to individual income properties. The topics included are ownership structure, exit decision, tax strategies, financing alternatives, risk analyses, portfolio analysis, and international ventures. Students are expected to develop an ability to conduct a comprehensive investment analysis of an income producing property for a client.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
1.5	1.5

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

4400

Course Title

Advanced Real Estate Capital Markets

Department(s)

Real Estate

Description

This course addresses issues in the valuation and pricing of real estate securities. Its primary objective is to combine the theory of finance with the practice in real estate capital markets to enable students to make investment decisions in a complex and changing market. Topics cover both residential and commercial securities, and include: mortgage prepayment and credit risk; debt securities; the analysis of real estate investment trust (REIT) vehicles; and the evolving regulatory environment.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

4550

Course Title

Analytical Skills in Real Estate

Department(s)

Real Estate

Description

This course exposes students to two major aspects of real estate analysis. The first is an understanding of key concepts and data sources that are needed to conduct commercial real estate analysis, including issues of policy and financial feasibility and the appreciation of the key issues of risk assessment and present value. The second major component of this course is an understanding of the use of major quantitative analysis tools, including the ability to perform basic calculations. The course makes use of standard spreadsheet software to facilitate the understanding and calculation of the value of an investment. The class includes real data examples and computer laboratory assignments. This course offers students grounding in analytic and quantitative techniques of real estate financial analysis.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

# Baruch College

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

4900

Course Title

Real Estate Development: Case Development

Department(s)

Real Estate

Description

This semester long course continues the analysis of real estate development, begun in RES3900, from the perspective of investors and developers. It includes a case specific development proposal that each student prepares as their final capstone project. These real estate development proposals based upon real development prices are then presented to a panel of outside development professionals as part of the final class project. This course is cross listed with PAF 4702. Credits will not be granted for both PAF 4702 and RES 4900. Students may take only one of these courses.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3

## Overview

Academic Institution

BAR01

Subject area

RES

Catalog Number

5000

Course Title

Independent Study Research and Readings in Real Estate I

Department(s)

Real Estate

Description

A tutorial offered to qualified students in their junior or senior year who wish to pursue either independent research or reading in an area or topic not adequately covered in the course offerings. To enroll, a student must obtain both the chairperson's consent and that of an instructor who will agree to act as supervisor.

Academic Career

Undergraduate

Liberal Arts

No

Permission Type

No Special Consent Required

## Credits

Minimum Units	Maximum Units
3	3