

Real Estate Major (Last Revised 01/2025)

Required Business Core (42 hours)		Credit
STAT 1772	Introduction to Statistics (50 on the ALEKS)	3 hrs.
ECON 1041	Principles of Macroeconomics	3 hrs.
ECON 1051	Principles of Microeconomics (C- or better in ECON 1041)	3 hrs.
ECON 1011	Statistics for Business Analytics (STAT 1772 <u>OR</u> equivalent)	3 hrs.
ECON 2090	Decision Analytics (STAT 1772 <u>OR</u> equivalent; prerequisite or corequisite: MGMT 2080 <u>OR</u> PHYSICS 1701)	3 hrs.
ACCT 2120	Principles of Financial Accounting (Sophomore standing)	3 hrs.
ACCT 2130	Principles of Managerial Accounting (Sophomore standing; C- or better in ACCT 2120)	3 hrs.
MGMT 2080	Introduction to Information Systems	3 hrs.
MKTG 2110	Principles of Marketing (ECON 1031 <u>OR</u> ECON 1041 <u>OR</u> ECON 1051)	3 hrs.
FIN 3130/5130	Corporation Finance (Junior standing; Wilson College of Business Admittance; ACCT 2120; ECON 1041; ECON 1051; ECON 1011; STAT 1772 <u>OR</u> equivalent)	3 hrs.
MGMT 3965	Organizational Behavior (Junior standing; Wilson College of Business Admittance)	3 hrs.
MGMT 3100	Legal & Social Environment of Business (Junior standing; Wilson College of Business Admittance)	3 hrs.
MGMT 3154	Operations Management (Junior standing; Wilson College of Business Admittance; ACCT 2120; MGMT 2080; ECON 2090; ECON 1011; STAT 1772 <u>OR</u> equivalent)	3 hrs.
MGMT 4175	Strategic Management (Senior standing; completion of rest of Wilson College of Business core)	3 hrs.

Real Estate Major Requirements (18 hours)		Credit
FIN 3110	Principles of Real Estate (Junior Standing)	3 hrs.
FIN 3125	Real Estate Finance (Junior standing; ACCT 2120; STAT 1772 <u>OR</u> equivalent; C- or better in FIN 3130/5130; ECON 1041; ECON 1051; ECON 1011 <u>OR</u> MATH 1421)	3 hrs.
FIN 3120	Real Estate Appraisal and Investment (Junior standing; FIN 3110) It is strongly recommended that Real Estate majors take FIN 3130/5130 Corporation Finance prior to taking FIN 3120.	3 hrs.
FIN 3115	Real Estate Law and Brokerage (Junior standing; FIN 3110)	3 hrs.
FIN 3135	Intermediate Financial Management (Junior standing; C- or better in FIN 3130/5130; ACCT 2120; STAT 1772 <u>OR</u> equivalent; ECON 1041; ECON 1051; ECON 1011 <u>OR</u> MATH 1421)	3 hrs.
FIN 4190	Advanced Real Estate Cases (Junior standing; C- or better in FIN 3110; FIN 3115; FIN 3120; FIN 3125; FIN 3130/5130; FIN 3135; ACCT 2120; STAT 1772 <u>OR</u> equivalent; ECON 1041; ECON 1051; ECON 1011 <u>OR</u> MATH 1421) (Spring)	3 hrs.



Professional Readiness Requirements (0 hours)

Credit

BUSINESS 1000	Introductory Seminar for Business Professionals	0 hrs.
BUSINESS 2000	Business Professionals in Training (Business 1000)	0 hrs.

Professional Readiness Recommended (0 hours)

Credit

BUSINESS 3000	Intermediate Professional Skills (Business 2000)	0 hrs.
BUSINESS 4000	Advanced Professional Skills (Business 3000)	0 hrs.

Students who major in both Finance and Real Estate may not use FIN 3125 Real Estate Finance to satisfy the requirements of the finance major.

ADMISSION STANDARDS

STUDENTS SEEKING A MAJOR IN ACCOUNTING, BUSINESS TEACHING, ECONOMICS (BUSINESS ECONOMICS EMPHASIS), FINANCE, REAL ESTATE, MANAGEMENT, HUMAN RESOURCE MANAGEMENT, SUPPLY CHAIN MANAGEMENT, BUSINESS ANALYTICS, MANAGEMENT INFORMATION SYSTEMS, OR MARKETING MUST BE ADMITTED TO THE WILSON COLLEGE OF BUSINESS AND MEET ALL COURSE PREREQUISITES BEFORE TAKING UPPER-DIVISION (3000/4000-LEVEL) WILSON COLLEGE OF BUSINESS COURSES.

Students are eligible for admission to the Wilson College of Business upon completion of the following requirements:

1. 30 Cumulative Semester hours of college credit
2. C- or better in the following Business Core Courses:
 - a. ECON 2090 Decision Analytics OR ECON 1011 Statistics for Business Analytics and
 - b. ECON 1041 Principles of Macroeconomics
3. C- or better in an **approved** English composition course.
4. Total or UNI* cumulative GPA of at least 2.50 on all university-level courses
5. Declaration of Curriculum form filed with the Office for Professional Distinction (CBB 5)

GRADUATION STANDARDS

1. A cumulative UNI GPA of 2.20 or better.
2. A cumulative GPA of 2.20 or better for all Wilson College of Business courses (ACCT, ENTR, MKTG, MGMT, FIN, ECON) taken at UNI.
3. Earn at least 50% of their business credit hours required for the major at UNI.

Copies of the Wilson College of Business admission policy and graduation requirements can be obtained from the Office for Professional Distinction CBB 5 (tel: 319-273-2144) and can be found online at <http://business.uni.edu/advising>.



SUGGESTED PROGRAM of STUDY for REAL ESTATE MAJORS

*Meet with an advisor to make an official Program of Study

Freshman Year

Fall

ECON 1041 Prin. of Macroeconomics	3 hrs.
Preparatory mathematics, if needed (e.g., MATH 0100, MATH 1110 or MATH 1140)	3 hrs.
STAT 1772 Introduction to Statistical Methods / UNIFI / Electives	9 hrs.
BUSINESS 1000 Introductory Seminar for Bus. Professionals	0 hrs.
Total semester hours	15 hrs.

Spring

ECON 1051 Prin. of Microeconomics	3 hrs.
ECON 1011 Statistics for Business Analytics	3 hrs.
ENGLISH 1005 College Writing & Research	3 hrs.
UNIFI / Electives	6 hrs.
Total semester hours	15 hrs.

Sophomore Year

Fall

ACCT 2120 Principles of Financial Acct.	3 hrs.
BUSINESS 2000 Bus. Professionals in Training	0 hrs.
MGMT 2080 Introduction to Information Systems	3 hrs.
UNIFI / Electives	9 hrs.
Total semester hours	15 hrs.

Spring

ACCT 2130 Principles of Managerial Acct.	3 hrs.
ECON 2090 Decision Analytics	3 hrs.
UNIFI / Electives	9 hrs.
Total semester hours	15 hrs.

Junior Year

Fall

FIN 3130/5130 Corporation Finance	3 hrs.
MGMT 3100 Legal & Social Environment of Business	3 hrs.
FIN 3110 Principles of Real Estate	3 hrs.
UNIFI / Electives	6 hrs.
Total semester hours	15 hrs.

Spring

FIN 3115 Real Estate Law & Brokerage	3 hrs.
MKTG 2110 Principles of Marketing	3 hrs.
MGMT 3965 Organizational Behavior	3 hrs.
UNIFI / Electives	6 hrs.
Total semester hours	15 hrs.

Senior Year

Fall

FIN 3135 Intermediate Financial Management	3 hrs.
FIN 3120 Real Estate Appraisal & Investment	3 hrs.
MGMT 3154 Operations Management	3 hrs.
FIN 3125 Real Estate Finance	3 hrs.
Electives	3 hrs.
Total semester hours	15 hrs.

Spring

MGMT 4175 Strategic Management	3 hrs.
FIN 4190 Advanced Real Estate Cases	3 hrs.
UNIFI / Electives	9 hrs.
Total semester hours	15 hrs.



TENTATIVE SCHEDULE of REAL ESTATE MAJOR COURSES

This schedule of courses can be a helpful guide to plan the courses needed to complete a Real Estate major. It is important to check the current university schedule of classes for courses actually offered in a particular semester. The schedule here can only be tentative, since actual offerings are influenced by uncontrollable factors such as university funding, student interest, and faculty expertise; all of which may not be certain, as far in advance, as when this guide was prepared.

Course Number	Title	(Semester Offered)		
		Fall	Spring	Summer
FIN 3130/5130	Corporation Finance	Yes	Yes	Yes
FIN 3110	Principles of Real Estate	Yes	Yes	Variable
FIN 3125	Real Estate Finance	Yes	Yes	No
FIN 3120	Real Estate Appraisal	Yes	Yes	No
FIN 3115	Real Estate Law	Yes	Yes	No
FIN 3135	Intermediate Finance	Yes	Yes	Variable
FIN 4190	Advanced Real Estate Cases	No	Yes	No

NOTES for REAL ESTATE MAJORS

UNI Foundational Inquiry 47 hours

Suggested specific course selections:

- GEOG 1110 World Geography
- ANTH 1002 Culture, Nature and Society

Suggested Electives..... 18 hours

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|---|---|
| FIN 1040 Financial Skills for Smart Living | GEOG 4190/5190 Transportation Geography |
| FIN 3160/5160 Principles of Investments | GEOG 4120/5120 Population Geography |
| FIN 3170/5170 Commercial Bank Management | GEOG 4180/5180 Locational Analysis for Business |
| TECH 1018 Construction Resources | GEOG 4340/5340 Spatial Data Analysis |
| ECON 3253/5253 Urban and Regional Economics | GEOG 2310 Geographic Information Systems I |
| GEOG 3120 North American Cities | GEOG 4170/5170 Regional Analysis and Planning |

Note 1: Finance and Real Estate majors may declare a double major, and/or major and minor within the College of Business, subject to the approval of the other Wilson College of Business departments involved. Finance and Real





Estate majors minoring within the Wilson College of Business must select minors designated for business majors. Finance majors cannot minor in Finance, and Real Estate majors cannot minor in Real Estate. However, Finance majors may double major or minor in Real Estate, and Real Estate majors may double major in Finance or minor in Finance.

A total cumulative or UNI cumulative GPA of 2.5 is required to declare a double major and/or minor.

Real Estate majors may declare additional Wilson College of Business majors in one or more of the following areas only: Accounting, Business Teaching, Economics (any emphasis), Finance, Management, Marketing and MIS.

Real Estate majors minoring within the Wilson College of Business may select only these minors: Economics, Finance, International Business/Business and Business Communications.

Note 2: It is strongly recommended that Real Estate majors take FIN 3130/FIN 5130 (Corporation Finance) prior to taking FIN 3120 (Real Estate Appraisal and Investment).

