Real Estate (B.S.B.A.)
College of Business Administration
Dr. P. Phillips School of Real Estate,
Business Administration I, Room: 427
http://business.ucf.edu/undergraduate-programs
Phone: 407-823-3575

The study of real estate prepares students for careers in commercial & residential real estate development and sales. Not eligible for a double degree with another College of Business Administration major.

Admission Requirements
- Completion of the UCF General Education program and Gordon Rule, or an AA degree from a Florida College System or State University System institution, and completion of each Common Program Prerequisite course with a "C" (2.0) or better.
- Completion of the following courses at UCF or at an AASCB accredited institution: ECO 3411, MAR 3023, FIN 3403, MAN 3025, and ACG 3173, with a GPA of "C" (2.0) or better. One course may be repeated one time in the next term of enrollment to meet these requirements.
- See Common Program Prerequisites
- A student’s academic catalog year guarantees their graduation requirements, but not their admission requirements. All pre-majors are held to the current admission standards. This applies to both native and transfer students.

Degree Requirements
- Students who change degree programs and select this major must adopt the most current catalog.
- Students wanting to major in real estate must apply for admission to the major.
- Any student receiving a business degree must complete a minimum of 30 of the 60 upper level business credit hours for their degree program in the UCF College of Business Administration. Additionally, 12 of the 30 credit hours completed at UCF must be from the department or school in which the student majors.
- For students seeking a double major within the College of Business, a maximum of 6 hours of Required Courses for the Major or Restricted Electives may count towards another business major.
- A maximum of 6 hours of Core Requirements or Restricted Electives may count towards another degree program or minor.
- Students in the Real Estate major must maintain a 2.0 or higher cumulative Grade Point Average in all major courses taken at UCF and a 2.0 or higher cumulative GPA in all College of Business courses taken at UCF. Failure to maintain the required GPAs will result in the student being placed on Lack of Progress in the major and/or College. If a student on Lack of Progress fails to achieve the minimum required GPA in the subsequent term of enrollment, the student will be dismissed from the Real Estate major and/or College of Business. A student who is dismissed may seek admission to the major. Admission to the major must adopt the most current catalog.
- Students majoring in Real Estate must earn a grade of "C" (2.0) or better in the following course and each course applied towards the major:
  - FIN 3403 Business Finance 3 hrs

1. UCF General Education Program (GEP) (36 hrs)

A: Communication Foundations (9 hrs)

Prefer SPC 1608 Fundamentals of Oral Communication 3 hrs

B: Cultural & Historical Foundations (9 hrs)

C: Mathematical Foundations (6 hrs)

Required
- MAC 1105C College Algebra 3 hrs

D: Social Foundations (6 hrs)

Select 1: 3 hrs

Required
- ECO 2023 Principles of Microeconomics or
- ECO 2013 Principles of Macroeconomics or
- ECO 2003 Principles of Microeconomics

Select 1: 3 hrs

Required
- ECO 2023 Principles of Microeconomics

E: Science Foundations (6 hrs)

Select one of the following sequences of courses:
- Students who have not completed MAC 2233 and STA 2023 with a "C" (2.0) or better must take ECO 3401
- ECO 3401 Quantitative Business Tools I 3 hrs

or

- MAC 2233 Concepts of Calculus and or
- STA 2023 Statistical Methods I 3 hrs

1 Or MAC 2311C and MAC 2312

3. Core Requirements: Basic Level

4. Core Requirements: Advanced Level (39 hrs)

Primary Core 15 hrs

ACG 3173 Accounting for Decision-Makers 3 hrs
ECO 3411 Quantitative Business Tools II 3 hrs
FIN 3403 Business Finance 3 hrs
MAN 3025 Management of Organizations 3 hrs
MAR 3023 Marketing 3 hrs

Secondary Core 15 hrs

GEB 3XXX Introduction to Career Development and Financial Planning 2 hrs
GEB 3033 Career Research & Planning 1 hr
GEB 3005 Career Search Strategy 1 hr
BUL 3130 Legal and Ethical Environment of Business 3 hrs
GEB 3375 Introduction to International Business 3 hrs
MAR 3203 Supply Chain and Operations Management 3 hrs
GEB 4223 Business Interviewing Techniques 1 hr
GEB 4004 Executing Your Career Plan 1 hr

Required Courses for Major 9 hrs

FIN 2100 Personal Finance and Investments 3 hrs
REE 3043 Fundamentals of Real Estate 3 hrs
REE 3433 Real Estate Law 3 hrs

5. Restricted Electives (18 hrs)

Select 5: 15 hrs

1 FIN 3414 Intermediate Corporate Finance 3 hrs
1 FIN 4243 Debt and Money Markets 3 hrs
1 FIN 4504 Equity and Capital Markets 3 hrs
MAR 3391 Professional Selling 3 hrs
REE 3614 Environmental Issues for Real Estate 3 hrs
REE 4103 Real Estate Appraisal and Valuation 3 hrs
REE 4203 Commercial Real Estate Finance 3 hrs
REE 4204 Residential Real Estate Finance 3 hrs
REE 4303 Real Estate Investment Analysis 3 hrs
REE 4732 Real Estate Development 3 hrs
2 REE 4941 Internship 1 hr
1 REE 4933 Advanced Topics in Real Estate 3 hrs
1 REE 4312 Real Estate Market Analysis 3 hrs

1 Restricted to students who meet finance major admission qualifications.
## UCF Degree Programs

2 Internship course requires an overall GPA of 2.75 and a 3.0 GPA in the major.
3 Must be in the UCF Honors in the Major Program. See http://www.honors.ucf.edu/ for details.

### Business Elective
- Choose any upper level business course (3 hrs)

### 6. Capstone Requirements (3 hrs)
- Admitted to a Business major, senior standing, and completion of MAN 3025, MAR 3023, FIN 3403, ECO 3411, and ACG 3173 or ACG 3131 are required to register for MAN 4720.
- MAN 4720  Strategic Management (3 hrs)

### 7. Foreign Language Requirements

#### Admissions
- Two years of one foreign language in high school, or one year of foreign language in college (or equivalent proficiency exam) prior to graduation.

#### Graduation
- None

### 8. Electives
- Variable

### 9. Additional Requirements
- None

### 10. Required Minors
- None

### 11. Departmental Exit Requirements
- A minimum major GPA of 2.0 and a minimum College of Business GPA of 2.0.

### 12. University Minimum Exit Requirements
- A 2.0 UCF GPA
- 60 semester hours earned after CLEP awarded
- 48 semester hours of upper division credit completed
- 30 of the last 39 hours of course work must be completed in residency at UCF.
- A maximum of 45 hours of extension, correspondence, CLEP, Credit by Exam, and Armed Forces credits permitted.
- Complete the General Education Program, the Gordon Rule, and nine hours of Summer credit.

### Total Semester Hours Required
- 120

### Honors In Major

#### Eligibility: Requirements for admission to the Honors in the Major program are:
- Completion of at least 60 credit hours, completion of at least 12 upper division hours, at least a 3.5 GPA in the major, at least a 3.2 upper-division GPA, and at least two semesters remaining prior to graduation.

#### Admission: Application for admission to the Honors in the Major program must be approved by both the Director of the Dr. Phillips School of Real Estate and Associate Dean of the Honors College plus the payment of $25.00 one-time membership dues.

#### Requirements: Students accepted into the Honors in the Major program must complete two honors courses (total of 6 credit hours) as follows:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>REE 4903H</td>
<td>Honors Directed Readings I</td>
<td>1 hr</td>
</tr>
<tr>
<td>REE 4970H</td>
<td>Undergraduate Honors Thesis</td>
<td>1 hr</td>
</tr>
</tbody>
</table>

### Related Programs
- None

### Certificates
- None

### Related Minors
- None

### Advising Notes
- Florida College System students are advised to complete the Associate of Arts degree, to include the general education requirements, the common program prerequisites for the SUS system, and college algebra.
- Orientation and advising are two of the most valuable tools that a student can make use of when transferring to UCF. Be sure that you take advantage of both.

### Transfer Notes
- Lower division courses do not substitute for upper division courses.
- Courses transferred must be formally evaluated for equivalency credit. The student must provide a course syllabus and any other supporting information with his/her petition for this evaluation.
- Common Program Prerequisites for the State University System for College of Business Administration programs include Financial Accounting, Managerial Accounting, Macroeconomics, Microeconomics, Calculus, Statistics, and a relevant computer class. At UCF Business, students who have completed the calculus and statistics class will be waived from Quantitative Business Tools I. Students who have completed either the calculus or the statistics, but not both, must take ECO 3401.
- Subject to the general grade and residency requirements, credit will be granted for transferred course work equivalent to that required in the UCF Business program. Only grades of “C” (2.0) or higher transfer into the program and students must have a “C” (2.0) or better in each common program prerequisites class.
- Any student receiving a business degree must complete a minimum of 30 of the 60 upper level business credit hours for their degree program in the UCF College of Business Administration. Additionally, 12 of the 30 credit hours completed at UCF must be from the department or school in which the student majors.

### Acceptable Substitutes for Transfer Courses
- None

### Plan of Study (120 hrs)
- General electives as required to earn 120 credit hours.

#### Freshman Year - Fall
- ENC 1101  Composition I (3 hrs)
- MAC 1105C  College Algebra (3 hrs)
- ECO 2013  Principles of Macroeconomics (3 hrs)
- Cultural Foundation I (3 hrs)
- Elective (3 hrs)

#### Freshman Year - Spring
- ENC 1102  Composition II (3 hrs)
- ECO 2023  Principles of Microeconomics (3 hrs)
- Social Foundation (3 hrs)
- Elective (3 hrs)
- Elective (3 hrs)

#### Sophomore Year - Fall
- ACG 2021  Principles of Financial Accounting (3 hrs)
- SPC 1608  Fundamentals of Oral Communication (3 hrs)
- Historical Foundation I (3 hrs)
- Science (3 hrs)
- Elective (3 hrs)

#### Sophomore Year - Spring
- ACG 2071  Principles of Managerial Accounting (3 hrs)
- ECO 3401  Quantitative Business Tools I (3 hrs)
- CGS 2100C  Computer Fundamentals for Business (3 hrs)
- Historical Foundation II (3 hrs)
- Science (3 hrs)

#### Sophomore Year - Summer
- GEB 3XXX  Introduction to Career Development and Financial Planning (2 hrs)
### Junior Year - Fall
- ACG 3173  Accounting for Decision-Makers   3 hrs
- ECO 3411  Quantitative Business Tools II  3 hrs
- MAN 3025  Management of Organizations  3 hrs
- MAR 3023  Marketing  3 hrs
- FIN 3403  Business Finance  3 hrs
- GEB 3003  Career Research & Planning  1 hr

### Junior Year - Spring
- GEB 3375  Introduction to International Business  3 hrs
- REE 3043  Fundamentals of Real Estate  3 hrs
- REE 3433  Real Estate Law  3 hrs
- FIN 2100  Personal Finance and Investments  3 hrs
- GEB 3005  Career Search Strategy  1 hr

### Senior Year - Fall
- BUL 3130  Legal and Ethical Environment of Business  3 hrs
- GEB 4223  Business Interviewing Techniques  1 hr
- REE Elective  3 hrs
- REE Elective  3 hrs
- REE Elective  3 hrs
- Business Elective  3 hrs

### Senior Year - Spring
- MAN 4720  Strategic Management  3 hrs
- MAR 3203  Supply Chain and Operations Management  3 hrs
- GEB 4004  Executing Your Career Plan  1 hr
- REE Elective  3 hrs
- REE Elective  3 hrs

**Program Academic Learning Compacts**
- Program Academic Learning Compacts (student learning outcomes) for undergraduate programs are located at: [http://www.ceas.ucf.edu/alc/academic_learning_compacts.htm](http://www.ceas.ucf.edu/alc/academic_learning_compacts.htm)

**Equipment Fees**
- Part-Time Student: $25.00 per term
- Full-Time Student: $50.00 per term