

## UCF Degree Programs

### 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 AACSB 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 consideration for re-admittance into the College or major by submitting a letter indicating the reasons for academic difficulties and positive plans for achieving the required GPA. Readmission is not automatic or guaranteed and as an exception to College policy is rarely granted.

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

#### A: Communication Foundations (9 hrs)

Prefer	SPC 1608 Fundamentals of Oral Communication	3 hrs
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#### B: Cultural & Historical Foundations (9 hrs)

#### C: Mathematical Foundations (6 hrs)

Required	CGS 2100C Computer Fundamentals for Business	3 hrs
Required	MAC 1105C College Algebra	3 hrs

#### D: Social Foundations (6 hrs)

#### Select 1: (3 hrs)

Required	ECO 2013 Principles of Macroeconomics	3 hrs
Required	ECO 2023 Principles of Microeconomics	3 hrs

#### Select 1: (3 hrs)

Suggested	ANT 2000 General Anthropology or	3 hrs
Suggested	PSY 2012 General Psychology or	3 hrs
Suggested	SYG 2000 Introduction to Sociology	3 hrs

#### E: Science Foundations (6 hrs)

#### 2. Common Program Prerequisites (CPP) (18 hrs)

- Must be completed with a "C" (2.0) or better.

ACG 2021	Principles of Financial Accounting	3 hrs
ACG 2071	Principles of Managerial Accounting	3 hrs
ECO 2013	Principles of Macroeconomics	3 hrs
ECO 2023	Principles of Microeconomics	3 hrs
CGS 2100C	Computer Fundamentals for Business	3 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
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or

<sup>1</sup> MAC 2233	Concepts of Calculus and	3 hrs
STA 2023	Statistical Methods I	3 hrs

<sup>1</sup> Or MAC 2311C and MAC 2312

#### 3. Core Requirements: Basic Level

- None

#### 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 3006	Introduction to Career Development and Financial Planning	2 hrs
GEB 3003	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)

<sup>1</sup> FIN 3414	Intermediate Corporate Finance	3 hrs
<sup>1</sup> FIN 4243	Debt and Money Markets	3 hrs
<sup>1</sup> 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
<sup>2</sup> REE 4941	Internship	1 hr
<sup>3</sup> REE 4903H	Honors Directed Readings I	1 hr
<sup>3</sup> REE 4970H	Undergraduate Honors Thesis	1 hr
REE 4933	Advanced Topics in Real Estate	3 hrs
REE 4312	Real Estate Market Analysis	3 hrs

<sup>1</sup> Restricted to students who meet finance major admission qualifications.

<sup>2</sup> Internship course requires an overall GPA of 2.75 and a 3.0 GPA in the major.

<sup>3</sup> Must be in the UCF Honors in the Major Program. See <http://www.honors.ucf.edu/> for details.

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**Business Elective** **3 hrs**  
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:

**Honors in Major Credit Requirements** **6 hrs**

**Required Honors Reading Course** **3 hrs**  
REE 4903H Honors Directed Readings I 1 hr

**Required Honors Thesis** **3 hrs**  
REE 4970H Undergraduate Honors Thesis 1 hr

**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 residence 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** **15 hrs**

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** **15 hrs**

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** **15 hrs**

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** **15 hrs**

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** **2 hrs**

GEB 3006	Introduction to Career Development and Financial Planning	2 hrs
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**Junior Year - Fall** **14 hrs**

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** **13 hrs**

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

## UCF Degree Programs

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### Senior Year - Fall **16 hrs**

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 **13 hrs**

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.oas.ucf.edu/alc/academic\\_learning\\_compacts.htm](http://www.oas.ucf.edu/alc/academic_learning_compacts.htm)

### Equipment Fees

- Part-Time Student: \$25.00 per term
- Full-Time Student: \$50.00 per term