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.

1. UCF General Education Program (GEP) (36 hrs)
A: Communication Foundations (9 hrs)
Prefer SPC 1608 Fundamentals of Oral Communication
B: Cultural & Historical Foundations (9 hrs)

C: Mathematical Foundations (6 hrs)
Required CGS 2100C Computer Fundamentals for Business
Required MAC 1105C College Algebra

D: Social Foundations (6 hrs)
Select 1:
Required ECO 2013 Principles of Macroeconomics or ECO 2023 Principles of Microeconomics

Select 1:
Suggested ANT 2000 General Anthropology or PSY 2012 General Psychology or SYG 2000 Introduction to Sociology

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
ACG 2071 Principles of Managerial Accounting
ECO 2013 Principles of Macroeconomics
ECO 2023 Principles of Microeconomics
CGS 2100C Computer Fundamentals for Business

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

1 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
ECO 3411 Quantitative Business Tools II
FIN 3403 Business Finance
MAN 3025 Management of Organizations
MAR 3023 Marketing

Secondary Core 15 hrs
GEB 3006 Introduction to Career Development and Financial Planning
GEB 3003 Career Research & Planning
BUL 3130 Legal and Ethical Environment of Business
GEB 3375 Introduction to International Business
MAR 3203 Supply Chain and Operations Management
GEB 4223 Business Interviewing Techniques
GEB 4004 Executing Your Career Plan

Required Courses for Major 9 hrs
FIN 2100 Personal Finance and Investments
REE 3043 Fundamentals of Real Estate
REE 3433 Real Estate Law

5. Restricted Electives (18 hrs)
Select 5: 15 hrs
1 FIN 3414 Intermediate Corporate Finance
2 FIN 4243 Debt and Money Markets
1 FIN 4504 Equity and Capital Markets
3 MAR 3391 Professional Selling
REE 3614 Environmental Issues for Real Estate
REE 4103 Real Estate Appraisal and Valuation
REE 4203 Commercial Real Estate Finance
REE 4204 Residential Real Estate Finance
REE 4303 Real Estate Investment Analysis
REE 4732 Real Estate Development
REE 4941 Internship
1 REE 4903H Honors Directed Readings I
3 REE 4970H Undergraduate Honors Thesis
REE 4933 Advanced Topics in Real Estate
REE 4312 Real Estate Market Analysis

1 Restricted to students who meet finance major admission qualifications.
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.
<table>
<thead>
<tr>
<th>Business Elective</th>
<th>3 hrs</th>
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<tbody>
<tr>
<td>Choose any upper level business course</td>
<td>3 hrs</td>
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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 4907H 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 2071 Principles of Managerial Accounting 3 hrs
- ECO 3401 Quantitative Business Tools I 3 hrs
- CGS 2100C Computer Fundamentals for Business 3 hrs
- Science 3 hrs
- Elective 3 hrs

Sophomore Year - Spring 15 hrs
- ACG 2021 Principles of Financial Accounting 3 hrs
- SPC 1608 Fundamentals of Oral Communication 3 hrs
- Historical Foundation I 3 hrs
- Elective 3 hrs
- Elective 3 hrs

Sophomore Year - Summer 2 hrs
- GEB 3006 Introduction to Career Development and Financial Planning 2 hrs

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

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.oeas.ucf.edu/alc/academic_learning_compacts.htm

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