

# REAL ESTATE DEVELOPMENT MINOR

**Banner Code:** REAL

## Academic Advising

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## Administration

- Jeremy Plotnick, Director of Minor Programs

Real estate is a dynamic multifaceted industry that is a significant part of the local, national, and global economies. The Real Estate Development Minor provides students with a range of courses that delve into core aspects of the real estate industry including finance, urban planning, negotiations and selling, and construction. In addition to the required course, students can select from multiple elective courses offered by several schools. The electives are divided into three primary tracks, which are: Real Estate Development, Entrepreneurship, and Urban Planning. In addition to their coursework, students in this minor can take advantage of programs offered by GMU's Center for Real Estate Entrepreneurship including valuable networking opportunities with leaders in the regional real estate industry.

## Admissions & Policies

### Policies

At least eight credits must be unique to the minor and not applied toward any other major, minor, or concentration. Students must achieve a grade of C or better in each course that is applied toward the minor.

For policies governing all minors, see AP5.3.4 Minors (<http://catalog.gmu.edu/policies/academic/undergraduate-policies/#ap-5-3-4>). The School of Business residency requirement for this minor supersedes the university requirement: at least nine credits must be earned at Mason.

## Requirements

### Minor Requirements

Total credits: 15

#### Required Courses

Code	Title	Credits
FNAN 351	Principles of Real Estate	3
Total Credits		3

#### Electives

Code	Title	Credits
Select four courses from the following: <sup>1</sup>		12

#### Real Estate Development Track

BUS 492	Internship in Business
CEIE 370	Construction Systems
FNAN 451	Real Estate Finance
FNAN 454	Real Estate Development
GGG 357	Urban Planning

MGMT 463	Negotiations in Organizations	
MKTG 310	Consultative Selling	
<b>Entrepreneurship Track</b>		
BUS 492	Internship in Business	
MGMT 451	Introduction to Entrepreneurship	
MGMT 453	Starting a Business	
MGMT 463	Negotiations in Organizations	
MGMT 464	Teamwork and Interpersonal Skills	
MKTG 310	Consultative Selling	
<b>Urban Planning Track</b>		
BUS 492	Internship in Business	
GGG 357	Urban Planning	
or GOVT 357	Urban Planning	
GGG 463	RS: GIS Analysis and Application	
GOVT 464	Issues in Public Policy and Administration	
Total Credits		12

<sup>1</sup> Students may select three elective courses from one track, or from a combination of tracks.