REAL ESTATE, B.S.B.A.

Learning Outcomes

- Students will understand the importance and role of real estate in local and national economies.
- Students will be able to identify key driving forces of the real estate market.
- Students will be able to analyze real estate investment cash flows and make real estate investment decisions based on net present value or the internal rate of return.
- Students will understand and be able to analyze mortgage contracts taking the perspective as a borrower, a lender, and an investor.
- Students will be able to understand the basic trade-off in debt versus equity finance in real estate.
- Students will be able to understand the basics of securitization and be able to analyze simple mortgage-backed securitization deals.

Internationalization Requirement

The program also requires 9 hours of course work with international content that may be used to fulfill other degree requirements. Three hours must be taken from an approved list of courses offered by the Moore School of Business which contain international business or international economics content. The following course options can also be used to satisfy the 3 credit hours of this requirement: approved course work containing international business or international economics content, taken at a semester abroad program; an approved Maymester or summer overseas course containing international business or international economics content; an approved internship course in international business wherein a student would obtain discipline-related work experience in a foreign country; or an approved service-learning component. Students may choose from one of the following options to complete the remaining 6-hour requirement:

- **Language:** Two language courses at the 200 level or above
- **Electives:** Two approved courses with international content taken either inside or outside the Moore School of Business from a list available in the undergraduate office.

Admissions

Entrance Requirements

In addition to the academic admission requirements of the Moore School of Business stated below, a limit on admission to the program may be imposed. An enrollment limit would become necessary if enrollment levels exceed school staffing capabilities and resources. The Undergraduate Admissions Committee, in consultation with the dean of the school, shall be responsible for adjusting undergraduate enrollment levels to ensure the quality of the undergraduate program. A student who meets admissions criteria will be favorably considered, but because of space limitations admission cannot be guaranteed. Once minimum criteria are met, all qualified applicants are placed into an admissions group and are ranked by academic credentials. Based on the number of available seats, students are admitted in ranked order until capacity is reached. The Moore School only considers new applicants for Fall Term admission. Freshmen applicants will only be considered for Fall Term admission.

**Students from other UofSC campuses** who have no work from colleges outside of UofSC must have a minimum cumulative Institution GPA of 3.25, must have taken at least 15 UofSC credit hours, and have completed calculus with a minimum grade of C. Additionally, those students who have fewer than 30 semester hours from colleges outside UofSC must also meet Columbia campus freshman admission requirements. Change of campus applicants will only be considered for Fall Term admission.

**Students enrolled in other colleges on the Columbia campus** must have a minimum cumulative Institution GPA of 3.25, must have taken at least 15 UofSC credit hour, and have completed calculus with a minimum grade of C. Internal transfers will only be considered for admission in the fall term.

**Transfer students from other institutions** must present a minimum cumulative GPA of 3.25 on all college work taken and have completed calculus with a minimum grade of C. Students who have taken fewer than 30 semester hours of college work must also meet Columbia campus freshman admission requirements. External transfers will only be considered for Fall Term admission.

Degree Requirements (122 hours)

See Darla Moore School of Business ([https://academicbulletins.sc.edu/undergraduate/business/](https://academicbulletins.sc.edu/undergraduate/business/)) for progression requirements and other regulations.

Program of Study

<table>
<thead>
<tr>
<th>Requirements</th>
<th>Credit Hours</th>
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</thead>
<tbody>
<tr>
<td>1. Carolina Core</td>
<td>31-43</td>
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<tr>
<td>2. College Requirements</td>
<td>40</td>
</tr>
<tr>
<td>3. Program Requirements</td>
<td>27-36</td>
</tr>
<tr>
<td>4. Major Requirements</td>
<td>15</td>
</tr>
</tbody>
</table>

Founding Documents Requirement

All undergraduate students must take a 3-credit course or its equivalent with a passing grade in the subject areas of History, Political Science, or African American Studies that covers the founding documents including the United State Constitution, the Declaration of Independence, the Emancipation Proclamation and one or more documents that are foundational to the African American Freedom struggle, and a minimum of five essays from the Federalist papers. This course may count as a requirement in any part of the program of study including the Carolina Core, the major, minor or cognate, or as a general elective. Courses that meet this requirement are listed here ([https://academicbulletins.sc.edu/undergraduate/founding-document-courses/](https://academicbulletins.sc.edu/undergraduate/founding-document-courses/)).

1. Carolina Core Requirements (31-43 hours)

**CMW – Effective, Engaged, and Persuasive Communication: Written (6 hours)**

*must be passed with a grade of C or higher*

- ENGL 101
- ENGL 102
ARP – Analytical Reasoning and Problem Solving (6-7 hours)

must be passed with a grade of C or higher

- MATH 122 or MATH 141
- STAT 206

SCI – Scientific Literacy (7 hours)

- Any approved Carolina Core Scientific Literacy course

CMS – Effective, Engaged, and Persuasive Communication: Spoken Component (0-3 hours)

- Any overlay or stand-alone CC-CMS course

INF – Information Literacy (0-3 hours)

- Any overlay or stand-alone CC-INF course

GHS – Global Citizenship and Multicultural Understanding: Historical Thinking (3 hours)

- Any approved CC-GHS course

GSS – Global Citizenship and Multicultural Understanding: Social Sciences (3 hours)

- Any approved CC-GSS course

AIU – Aesthetic and Interpretive Understanding (3 hours)

- Any approved CC-AIU course

GFL – Global Citizenship and Multicultural Understanding: Foreign Language (0-6 hours)

Students shall demonstrate in one Foreign Language the ability to comprehend the topic and the main ideas in written and, with the exception of Latin and Ancient Greek, spoken texts on familiar subjects. This ability can be demonstrated by achieving a score of two or better on a USC foreign language test. Those failing to do so must satisfactorily complete equivalent study of foreign language at USC.

- CC-GFL courses

MATH 111 (Principles of College Algebra)

MATH 115 (Pre-Calculus)

MATH 117 (College Algebra)

MATH 122 (Calculus I)

MATH 141 (Calculus I)

MATH 142 (Calculus II)

MATH 150 (Calculus I for Business and Economics)

MATH 226 (Calculus III)

MATH 227 (Calculus IV)

MATH 231 (Linear Algebra)

MATH 241 (Calculus II for Applied Science and Engineering)

STAT 110 (Introduction to Statistics)

STAT 111 (Introduction to Statistical Methods)

STAT 206 (Introduction to Statistical Methods)

STAT 215 (Introduction to Probability)

STAT 225 (Introduction to Probability and Statistics)

STAT 230 (Introduction to Probability and Statistics)

3. Program Requirements (27-36 hours)

Upper-Level Business Electives: Students with a single major in Real Estate must complete additional upper level (300-level or above) business/economics course work (in ACCT, ECON, FINA, IBUS, MGMT, MGSC, or MKTG) for a total of 21 hours of Upper-Level Business courses, which include major hours. Students must meet prerequisites to take the business elective of their choosing. Students may choose to double major or pursue a business analytics concentration in place of Upper-Level Business Electives.

Minor or Directed Coursework (minimum of 18 hours)

Minors (non-business) may be selected from a University-wide list of approved minors. The minor is normally a minimum of 18 hours of prescribed courses in one subject area. Students not selecting such a minor may submit an alternative program of study to satisfy the directed coursework requirement. All alternative programs of study are subject to approval by the Undergraduate Program Faculty Committee in coordination with the Undergraduate Division. All minor courses or directed coursework must be passed with a grade of C or better.

Electives (3-12 hours)

All students must complete 3 hours of electives, not to include coursework in PEDU or MATH/STAT below the Moore School minimum requirements (ex. MATH 111 or STAT 110). Students are strongly encouraged to take a business section of UNIV 101 to fulfill this elective. Additional electives may be needed if a student exempts the foreign language requirement or fulfills Carolina Core requirements with overlay
courses. Those credit hours must be replaced with additional elective credits.

4. Major Requirements (15 hours)

*a minimum grade of C is required in all major courses*

**Major Courses (9 hours)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 366</td>
<td>Introduction to Real Estate and Urban Development</td>
<td>3</td>
</tr>
<tr>
<td>FINA 466</td>
<td>Real Estate Investment Fundamentals</td>
<td>3</td>
</tr>
<tr>
<td>FINA 467</td>
<td>Real Estate Finance</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credit Hours**

9

**Major Electives (6 hours)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Select one of the following:</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>FINA 365</td>
<td>Corporate Financial Analysis</td>
<td></td>
</tr>
<tr>
<td>FINA 465</td>
<td>Commercial Bank Practice and Policy</td>
<td></td>
</tr>
<tr>
<td>FINA 469</td>
<td>Investment Analysis and Portfolio Management</td>
<td></td>
</tr>
<tr>
<td>Select one of the following:</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>FINA 367</td>
<td>Real Estate Market Analysis</td>
<td></td>
</tr>
<tr>
<td>FINA 468</td>
<td>Real Estate Appraisal</td>
<td></td>
</tr>
<tr>
<td>FINA 480</td>
<td>Global Real Estate Capital Markets</td>
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</tr>
</tbody>
</table>

**Total Credit Hours**

6

**Business Analytics Concentration (12 hours) optional**

Please consult with your Academic Advisor or department on the courses recommended for individual majors. The analytics concentration must be taken in conjunction with a major. The department may add additional electives to the Business Analytics Concentration, subject to the approval of the Business Analytics Task Force.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGSC 394</td>
<td>Data Analytics for Business</td>
<td>3</td>
</tr>
<tr>
<td>Select nine hours of the following:</td>
<td></td>
<td>9</td>
</tr>
<tr>
<td>ACCT 404</td>
<td>Accounting Information Systems I</td>
<td></td>
</tr>
<tr>
<td>ECON 436</td>
<td>Introductory Econometrics</td>
<td></td>
</tr>
<tr>
<td>FINA 444</td>
<td>Corporate Risk Management</td>
<td></td>
</tr>
<tr>
<td>FINA 469</td>
<td>Investment Analysis and Portfolio Management</td>
<td></td>
</tr>
<tr>
<td>FINA 472</td>
<td>Student-Managed Investments</td>
<td></td>
</tr>
<tr>
<td>IBUS 430</td>
<td>Research in International Business</td>
<td></td>
</tr>
<tr>
<td>MGMT 425</td>
<td>Analytics for the Human Resources Professional</td>
<td></td>
</tr>
<tr>
<td>MGSC 390</td>
<td>Business Information Systems</td>
<td></td>
</tr>
<tr>
<td>MGSC 486</td>
<td>Service Operations Management</td>
<td></td>
</tr>
<tr>
<td>MKTG 352</td>
<td>Principles of Marketing Research</td>
<td></td>
</tr>
<tr>
<td>MKTG 447</td>
<td>Pricing Strategy and Analytics</td>
<td></td>
</tr>
</tbody>
</table>

**Total Credit Hours**

12

**Major Map**

A major map is a layout of required courses in a given program of study, including critical courses and suggested course sequences to ensure a clear path to graduation.