BUSINESS REAL ESTATE (BR)

BR-298 Special Topics in Real Estate **Credits: 1-3**
Term Offered: Fall Term
Course Type(s): None
An intensive study of a particular subject or problem in real estate to be announced prior to registration. May be conducted on either a lecture-discussion or a seminar basis. If a prerequisite is required it will be announced in the course schedule.

BR-301 Real Estate Law **Credits: 3**
Term Offered: All Terms
Course Type(s): None
Legal issues as they apply to the acquisition, financing, and sale of real estate.

BR-303 Real Estate Finance Investment and Taxation **Credits: 3**
Prerequisite(s): BF-301 passed with a minimum grade of C.
Term Offered: Spring Term
Course Type(s): None
Designed to introduce students to the world of real estate finance, including debt and equity issues, securitization and taxation.

BR-304 Real Estate Lease Analysis **Credits: 3**
Prerequisite(s): BR-301
Term Offered: All Terms
Course Type(s): None
Examines concerned leasehold transactions, including office, industrial, retail, and general leases, while focusing on the respective roles of all relevant parties to the lease.

BR-305 Real Estate Data Analysis **Credits: 3**
Prerequisite(s): BR-301 and BR-303 or BR-310
Term Offered: All Terms
Course Type(s): None
Develop an understanding of real estate markets, proforma financial modeling and data visualization currently used by real estate professionals in evaluating acquisition feasibility and development. Excel, Argus and GIS will be used to generate Decision Making Artifacts commonly used to evaluate risk and feasibility in the real estate industry. Prerequisites: BR-301 and BR-303 or BR-310

BR-310 Real Estate Appraisal **Credits: 3**
Prerequisite(s): BF-301 passed with a grade of C or higher
Term Offered: Fall Term
Course Type(s): None
Principles and processes of real estate valuation. The sales comparison, cost, and income approaches to value will be examined in depth.

BR-389 Internship in Real Estate **Credits: 1-3**
Term Offered: Summer Term
Course Type(s): None
An opportunity to apply classroom theory in practice through actual work experience; including both academic and experiential learning. The experiential portion involves fifteen to twenty hours of work experience per week for three credit hours, and the academic aspect includes reading assignments and a term paper. Students are limited to nine credits of internship electives. Repeatable twice for credit. Departmental approval is required to take this course, along with Junior standing, and a minimum G.P.A. of 3.0

BR-398 Special Topics in Real Estate **Credits: 1-3**
Term Offered: Fall Term
Course Type(s): None
An intensive study of a particular subject or problem in real estate to be announced prior to registration. May be conducted on either a lecture-discussion or a seminar basis. If a prerequisite is required it will be announced in the course schedule.

BR-405 Real Estate Development **Credits: 3**
Prerequisite(s): BR-301 and BR-303 or BR-310
Term Offered: All Terms
Course Type(s): None
Designed to introduce students to the world of real estate development, including the regulatory environment, which must be navigated to successfully gain municipal and other governmental approvals for a land use project. Prerequisites: BR-301 and BR-303 or BR-310

BR-489 Internship in Real Estate **Credits: 3**
Course Type(s): None
An opportunity to apply classroom theory in practice through actual work experience; including both academic and experiential learning. The experiential portion involves fifteen to twenty hours of work experience per week for three credit hours, and the academic aspect includes reading assignments and a term paper. Students are limited to nine credits of internship electives. Repeatable twice for credit. Departmental approval is required to take this course. Junior standing, a minimum G.P.A. of 2.00, and instructor consent are required to register for this course.

BR-498 Special Topics in Real Estate **Credits: 1-3**
Term Offered: All Terms
Course Type(s): None
An intensive study of a particular subject or problem in real estate to be announced prior to registration. May be conducted on either a lecture-discussion or a seminar basis. If a prerequisite is required it will be announced in the course schedule.

BR-499 Independent Study in Real Estate **Credits: 1-3**
Term Offered: All Terms
Course Type(s): None
Independent study on a Business Administration topic not substantially treated in a regular course; work will include scheduled conferences with sponsoring professor and written reports. Prior permission of the directing professor and department chair is required to take this course.