

## The Real Estate & Urban Development

**Concentration (30 hours)** The curriculum for the concentration in Real Estate and Urban Development is designed for those students who are interested in fields concerning the allocation of urban land resources. Accordingly, students are trained for employment in both the private and public sectors. Fields of study include real estate brokerage, appraisal, law, finance, marketing, property management, land-use planning and development, and public and private policies applicable to real estate and urban development. The curriculum is structured to provide students with an understanding of (1) the specific activities involved in urban land development, (2) the forms of economic, social, physical, and legal services that arise from land use activities, (3) the optimum distribution of residential, commercial, industrial and other specialized land uses, (4) the activities in which real estate business people are engaged, and (5) public and private policies and actions that are designed to improve our urban environment.

### What is Real Estate?

- Economists define real estate as a volume of space for a period of time.
- The law defines real estate as land and improvements permanently attached to the land.
- Students will study many uses of urban land and major influences affecting the use of the land.
- Students will learn the importance of global influences on real estate markets & properties.

### Curriculum

Bachelor of Business Administration (BBA) degree with the concentration in Management requires:

1. General education courses (54 Hours);
2. Business core courses (36 Hours);
3. Management (30 Hours);



### Why Study Real Estate & Urban Development?

#### Planning for organizations, jobs and people:

- Location Analysis
- Feasibility Analysis
- Market Analysis

#### Acquiring Land Resources:

- Zoning
- Building Codes
- Financing
- Transfer of ownership

#### Influences on the Use of Land:

- Social
- Cultural
- Environmental
- Legal
- Economic

#### Principles of Value:

- Demand
- Utility
- Scarcity
- Transferability

#### Developing & Managing Real Property

- Residential
- Commercial
- Industrial

### Job Availability

There is a growing opportunities for knowledgeable real estate specialists within many professions including law, finance, development, management, marketing, valuation, portfolio management, valuation assessment, and urban planning.

### Professional Development

National & international real estate professional trade associations offering professional career development programs include:

- Appraisal Institute
- Building Owners & Managers Association
- Certified Commercial Investments Members
- American Society of Real Estate Counselors
- American Society of Commercial Real Estate Women
- Hotel & Motel Brokers of America
- International Council of Shopping Centers
- Institute if Real Estate Management
- Mortgage Banker's Association
- International Association of Corporate Real Estate Executives
- National Association of Industrial & Office Properties
- National Association of Realtors
- National Network of Commercial Real Estate Women
- The Royal Institution of Chartered Surveyors (RICS 120,000 members world wide)
- Society of Industrial Realtors
- Urban Land Institute



### **Business Core Courses**

#### Lower Division

ECON 2010: Macroeconomics  
ECON 2020: Microeconomics  
ECON 2040: Statistical Methods I  
ECON 2050: Statistical Methods II  
ACCT 2010: Accounting I  
ACCT 2020: Accounting II

#### Upper Division

BISE 3150: Business Communications  
BISI 3230: Management Information System  
BLAW 3000: Legal Environment of Business  
FINA 3300: Business Finance  
MGMT 3010: Management and Org Behavior  
MGMT 3020: Operations Management  
MKTG 3010: Basic Marketing  
MGMT 4500: Business Strategy and Policy

### **Real Estate Concentration**

REUD 3130 Principles of Real Estate & Urban Development  
REUD 3200 Urban Land Resource Analysis  
REUD 3300 Real Estate Finance  
REUD 3400 Real Estate Law  
REUD 3500 Real Estate Appraisal  
REUD 4400 Real Estate Investment Analysis  
MGMT 4250 Leadership  
REUD Elective  
REUD Elective  
Business Elective

The College of Business regular full-time faculty members at TSU are all doctorally qualified, holding PhD's from well known institutions such as Case Western Reserve University, Georgia State University, Northwestern University, Michigan State University, Ohio State University, Virginia Tech, the University of Arkansas, the University of Texas, and Clemson University.

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**For more information, please visit:**

<http://www.tnstate.edu/busadmin>

What we now call Tennessee State University was established in 1912 in Nashville, Tennessee. The University has grown to an enrollment of over 8,000 students and is a comprehensive urban state institution consisting of seven Colleges and Schools. The College of Business is among the largest academic units on campus, with 1400 undergraduate and over one hundred graduate students.

Tennessee State University



## **REAL ESTATE AND URBAN DEVELOPMENT**



## **DEPARTMENT OF BUSINESS ADMINISTRATION**

[www.tnstate.edu/busadmin](http://www.tnstate.edu/busadmin)

Bachelor of Business Administration (BBA) degree with a concentration in Real Estate and Urban Development at the College of Business Administration at Tennessee State University (TSU).

The College of Business at TSU is fully accredited by the Association to Advance Collegiate Schools of Business (AACSB-International). Among undergraduate business schools in the U.S. today, only about 25% are AACSB accredited.

