

The Real Estate & Urban Development

Concentration (30 hours) 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:

- The specific activities involved in urban land development
- The forms of economic, social, physical, and legal services that arise from land use activities.
- The optimum distribution of residential, commercial, industrial, and other specialized land uses
- The activities in which real estate business people are engaged
- 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 and properties.



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 and 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 and 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

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)

Business Core Courses

Lower Division

MGMT 1010: Intro to Bus. & Economics
ECON 2010: Principles of Economics I
ECON 2020: Principles of Economics II
ACCT 2010: Principles of Accounting I
ACCT 2020: Principles of Accounting II
ECON 2040: Statistical Analysis I

Upper Division

BISE 3150: Business Communications
BISI 3230: Business Information Systems
BLAW 3000: Legal Environment of Business
FINA 3300: Business Finance
ECON 3050: Quantitative Methods
MGMT 3010: Management and Org. Behavior
MGMT 3020: Operations Management
MKTG 3010: Basic Marketing
MGMT 4500: Business Strategy and Policy

Real Estate Concentration

MGMT 4250: Leadership
REUD 3130: Real Estate Principles
REUD 3200: Urban Land Resource Analysis
REUD 3300: Real Estate Finance
REUD 3400: Real Estate Law
REUD 3500: Real Estate Appraisals
REUD 4400: Real Estate Investment Analysis
REUD Elective (Two)
Business Elective (One)

The College of Business faculty members at TSU all are doctorally qualified, holding Ph.D.'s from well known institutions such as Case Western Reserve University, Northwestern University, Michigan State University, the University of Arkansas, the University of Texas, and Clemson University.

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For more information, please visit:
<http://www.tnstate.edu/businessadmin/>

Tennessee State University was established in 1912 in Nashville, Tennessee. The University has grown to an enrollment of more than 9,000 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 1,400 undergraduate and more than one hundred graduate students.



REAL ESTATE &

URBAN DEVELOPMENT



**DEPARTMENT OF
BUSINESS ADMINISTRATION**
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.

