

BBA: REAL ESTATE CONCENTRATION

Effective for students admitted to GWSB Fall 2014 and after

Field Courses (5)	Prerequisites
Required Field Courses (2): FINA 4201 <i>Real Estate Investment (FALL & SPRING)</i> FINA 6240 <i>Real Estate Development (FALL ONLY)</i>	BADM 3501 BADM 3501; FINA 4201*
Additional Field Courses (select three from the following): FINA 4900 <i>Applied Financial Securities Analysis: Real Estate (FALL & SPRING)</i> FINA 6242 <i>Real Estate Valuation & Investment (SPRING ONLY)</i> FINA 6290 <i>Strategic Planning for Real Estate Companies (FALL ONLY)</i> FINA 6290 <i>Walkable Urban Development (SPRING ONLY)</i> AH 2154/AMST 2520 <i>American Architecture I</i> ECON 2157 <i>Urban & Regional Economics</i> GEOG 2140 <i>Cities & Societies</i> SUST 2002 <i>The Sustainable City (SPRING ONLY)</i>	BADM 3501** BADM 3501; FINA 4201* BADM 3501; FINA 4201* no prerequisite no prerequisite ECON 1011 & 1012 GEOG 1001 no prerequisite

International Field Course (1) (select one from the following)*:	Prerequisites
IBUS 3001 <i>Introduction to International Business</i> IBUS 3101 <i>Global Financial Environment</i> GEOG 2124 <i>Urban Transportation</i> GEOG 2125 <i>Transportation Systems & Networks</i> GEOG 2127 <i>Population Geography</i> GEOG 2141 <i>Cities in the Developing World</i>	ECON 1011 & 1012 ECON 1011 & 1012 GEOG 1001 no prerequisite no prerequisite GEOG 1001

Special Notes for the Concentration

- ***Graduate level courses are numbered 6000.** These require the FINA 4201 prerequisite and permission of the instructor.
- ****ACCY 3106** is also a suggested prerequisite for Applied Financial Securities Analysis, although not required.
- **Advanced Statistics Requirement:** Students who are double concentrating with either Finance or Business, Economics & Public Policy must take STAT 2118 *Regression Analysis* or ECON/STAT 2123 *Econometrics* for their Advanced Statistics requirement. All other students can take STAT 2112 *Business & Economics Statistics II*.
- **BADM 3001** *Career Management Strategy*[^] is offered with Finance-specific sections and should be completed during the sophomore year. Please register for one of the following sections according to your career interest:
 - Finance and Accounting

Suggested Minors (please note that total credit hours vary by minor)

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| • Communication | • Geography |
| • Geographic Information Systems | • Sustainability |

Career Choices

Upon successful completion of the Real Estate concentration, students can apply for professional positions such as: Real Estate Financial Analyst, Underwriter, Junior Broker, Asset Manager, Property Manager, or Portfolio Manager.

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Recommended Sequence for Real Estate Concentration Students

Freshman Year	Sophomore Year	Junior Year	Senior Year
Fall: ECON 1011; MATH 1051/1231 OR STAT 1051/1053/1111 or APSC 3115 Spring: ECON 1012; MATH 1252/1232; STAT 1051/1053/1111 or APSC 3115 (if not yet completed)	Fall: ACCY 2001; BADM 3501 ; BADM 3001; MATH 1051 (if not yet completed) Spring: ACCY 2002; FINA 4201	Fall: STAT 2112; FINA 6240 Spring: Addt'l RE Field Course	Fall: Addt'l RE Field Course Spring: Addt'l RE Field Course Either Semester: Addt'l RE Field Course (depending on remaining course requirements)

BADM 3501 Prereqs: ECON 1012; MATH 1221/1231/1252; STAT 1051/1053/1111 or APSC 3115 | Coreq: ACCY 2001

Field Overview

The Bachelor of Business Administration (BBA) with a concentration in Real Estate provides undergraduate students with the knowledge base in finance, real estate investment, development, valuation and strategic planning, which will prepare them for an entry-level position in the real estate industry. Since most of the electives in this concentration are at the graduate level, this concentration may put students who complete it at a competitive advantage vis-à-vis students from other universities' programs. Upon completing this concentration, students should:

1. Have a strong understanding of finance in order to assess the risks and returns of investment decisions and financing.
2. Understand the principles of real estate investment (including valuation, appraisal, financing and development).
3. Be prepared to immediately contribute at firms that are on the cutting edge of real estate – those that are focused on mixed-use, walkable, and sustainable projects that are in most demand throughout the country.

Suggested Student Organizations *Indicates affiliation with the Undergraduate Business Association (UBA)

- Commercial Real Estate Network (CREN)*
- Real Estate & Finance Alliance (REFA)*
- Alpha Kappa Psi (AKPsi)*
- Ascend at GW*
- Delta Sigma Pi (DSP)*
- GW Women in Business (GWWIB)*
- Multicultural Business Student Association (MBSA)*
- Women in Finance Alliance (WIFA)*

Points of Contact

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