

# REAL ESTATE MANAGEMENT (ADV CERT)

## Overview

The Advanced Certificate in Real Estate Management provides the practical, real-world knowledge and professional skills needed to plan, manage, and optimize commercial real estate properties and corporate workspace for real estate owners, businesses, and third-party management firms. This graduate-level certificate focuses on management proposals and plans, market analysis, leases, operating and capital budgets, financial management, building systems and operations, health and safety issues, insurance considerations, local laws and codes, and tenant and capital improvement projects. This advanced certificate is a 12-credit program, with students completing a 9-credit core curriculum and then 3 credits of elective coursework.

## Admissions

Admission to the Advanced Certificate in Real Estate Management is selective. Requirements include superior performance in attaining a bachelor's degree from a regionally accredited institution and 1-2 years of related professional experience. Undergraduate backgrounds in business, economics, accounting, finance, architecture, engineering, mathematics, science, management, and/or the liberal arts are appropriate with the requisite work experience for admission.

Successful candidates must demonstrate strong writing skills with the ability to effectively communicate concepts and ideas subtly and succinctly. Basic verbal, quantitative, and communications skills will be assessed prior to matriculation, and any deficiencies corrected prior to beginning the program's core courses. A GMAT/GRE is not required but may be submitted by students for consideration towards admissions. A resume and personal statement are also required.

## Requirements

The 9-credit core curriculum is designed to provide students with an in-depth mastery of the applied functional areas necessary to every real estate management professional's success. The core leaves students with essential analysis, critical thinking, and decision-making skills while creating a common student experience that fosters teamwork and community. These essential, core academic disciplines include real estate financial analysis; debt and equity finance; market analysis; lease analysis; project and property management; building systems, operations, and maintenance; and risk management.

The 3-credit elective curriculum provides students the opportunity to focus on sectors of the real estate management industry that are consistent with their career pursuits. These areas include real estate accounting, law, financial modeling, sustainability, leadership, and construction project management.

Students are permitted to apply 6 credits earned towards this advanced certificate to the Master of Science in Real Estate program or the Master of Science in Construction Management.

Course	Title	Credits
<b>Required Courses</b>		
REAL 5002	Real Estate Finance	3
REAL 6009	Commercial Leasing	1.5

REAL 6011	Building Systems, Operations, and Maintenance	1.5
REAL 6013	Real Estate Management	3
<b>Electives</b>		<b>3</b>
Complete 3 elective credits from the list below.		
<b>Total Credits</b>		<b>12</b>

## Real Estate Management Electives

*Courses in this group have the REAM attribute.*

Course	Title	Credits
REAL 5004	Real Estate Accounting and Tax	3
REAL 5006	Real Estate Legal Concepts and Contracts	3
REAL 5008	Real Estate Economics and Market Analysis	3
REAL 5014	Negotiation	1.5
REAL 5051	Advanced Construction Contracts, Claims, and Dispute Resolution	3
REAL 5052	Construction Financial Management	1.5
REAL 5054	Construction Cost Estimating and Bidding Strategies	1.5
REAL 5056	Construction Scheduling and Impact Analysis	1.5
REAL 5058	Pre-Construction Project Planning and Development	3
REAL 5060	Construction Project Delivery	3
REAL 5106	Real Estate Asset Management	3
REAL 6001	Real Estate Financial Modeling	1.5
REAL 6004	Adaptive Reuse and Sustainability	1.5
REAL 6006	Development Project Leadership, Management and Communications	1.5
REAL 6008	Affordable Housing	1.5
REAL 6021	Special Topics in Construction	1.5
REAL 6022	Special Topics in Real Estate	1.5
REAL 6051	Advanced Construction Methods and Materials	3