REAL ESTATE, B.S.

Begin Campus: Any Penn State Campus

End Campus: University Park

Program Description
The Smeal College of Business Bachelor of Science degree in Real Estate (REST_BS) is targeted at individuals wishing to have a career in the real estate industry or related field. The major will provide students a solid foundation in the concepts associated with real estate finance, investment, and development analysis as well as quantitative research methods that are needed to solve complex problems in the real estate industry. The program will provide students with the required analytical tools necessary to analyze the real estate markets and solve problems or issues they may encounter in this growing industry. Students in the Real Estate major will also receive professional credit toward the required educational hours for the real estate appraisal designation offered through the Appraisal Qualifications Board (AQB) of the Appraisal Foundation. This organization is authorized by Congress as the Source of Appraisal Standards and Appraiser Qualifications.

Entrance to Major
To be eligible for entrance into the Real Estate (REST) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Administrative Enrollment Controls
This program currently has administrative enrollment controls. Administrative Enrollment Controls are initiated when limitations of space, faculty, or other resources in a major prevent accommodating all students who request them. Students must follow the administrative enrollment controls that are in effect for the semester that they enter the university.

First-Year Students Entering Summer 2022, Fall 2022, Spring 2023
In order to be eligible for entrance to this major, students must satisfy the following requirements:

- 36-59 graded Penn State credits (excludes transfer and AP credits)
- completed with a grade of C or better:
  - English Composition - ENGL 15 or ENGL 30H or ESL 15 or ENGL 137H or CAS 137H
  - Calculus - MATH 110 or MATH 140
  - Statistics - SCM 200 or STAT 200
- completed ECON 102
- completed at Penn State (no substitutions or transfers), in addition with a quality grade of "C" or better and no alternative or Pass/Fail (PS) grading:
  - Financial and Managerial Accounting - ACCTG 211
  - Management - MGMT 301
  - Marketing - MKTG 301
  - Finance - FIN 301
- earned a minimum cumulative grade-point average (GPA) of 3.20

Students Who Entered Prior to Summer 2022
Students who entered the University from Summer 2018 through Spring 2022 should view the administrative enrollment controls in the appropriate Undergraduate Bulletin archive (https://bulletins.psu.edu/undergraduate/archive/). Students who entered the University prior to the summer 2018 semester should consult with their academic adviser about the administrative enrollment controls in effect for the semester they entered the university.

Degree Completion

Degree Requirements
For the Bachelor of Science degree in Real Estate, a minimum of 120 credits is required:

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Education</td>
<td>45</td>
</tr>
<tr>
<td>Electives</td>
<td>14</td>
</tr>
<tr>
<td>Requirements for the Major</td>
<td>76</td>
</tr>
<tr>
<td>Total</td>
<td>120</td>
</tr>
</tbody>
</table>

15 of the 45 credits for General Education are included in the Requirements for the Major. This includes: 6 credits of GQ courses; 6 credits of GWS courses; 3 credits of GS courses.

Requirements for the Major
To graduate, a student enrolled in the major must earn a grade of C or better in each course designated by the major as a C-required course, as specified by Senate Policy 82-44 (http://senate.psu.edu/policies-and-rules-for-graduate-students/82-00-and-83-00-degree-requirements/#82-44).

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Prescribed Courses</td>
<td></td>
</tr>
<tr>
<td>BA 342</td>
<td>Socially Responsible, Sustainable and Ethical Business Practice</td>
<td>3</td>
</tr>
<tr>
<td>BA 411</td>
<td>Analyzing Business and Industry</td>
<td>3</td>
</tr>
<tr>
<td>BLAW 341</td>
<td>Business Law I: Introduction to Contracts, Liability Issues, and Intellectual Property</td>
<td>3</td>
</tr>
<tr>
<td>ECON 102</td>
<td>Introductory Microeconomic Analysis and Policy</td>
<td>3</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introductory Macroeconomic Analysis and Policy</td>
<td>3</td>
</tr>
<tr>
<td>MIS 250</td>
<td>Introduction to Problem Solving with Spreadsheet Analysis and Information Systems Management</td>
<td>3</td>
</tr>
<tr>
<td>SCM 301</td>
<td>Supply Chain Management</td>
<td>3</td>
</tr>
</tbody>
</table>

Prescribed Courses: Require a grade of C or better

<table>
<thead>
<tr>
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<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 211</td>
<td>Financial and Managerial Accounting for Decision Making</td>
<td>4</td>
</tr>
<tr>
<td>ENGL 202D</td>
<td>Effective Writing: Business Writing</td>
<td>3</td>
</tr>
<tr>
<td>FIN 301</td>
<td>Corporation Finance</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 301</td>
<td>Basic Management Concepts</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 301</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>RM 330W</td>
<td>Real Estate Risk Analysis</td>
<td>3</td>
</tr>
<tr>
<td>RM 450</td>
<td>Contemporary Issues in Real Estate Markets</td>
<td>3</td>
</tr>
<tr>
<td>RM/FIN 460</td>
<td>Real Estate Financial Analysis</td>
<td>3</td>
</tr>
<tr>
<td>RM/FIN 470</td>
<td>Real Estate and Capital Markets</td>
<td>3</td>
</tr>
<tr>
<td>RM 475</td>
<td>Quantitative Analysis for Business</td>
<td>3</td>
</tr>
</tbody>
</table>

Additional Courses
Additional Courses: Require a grade of C or better
FIN 406  Security Analysis and Portfolio Management  3
or RM/BLAW 424  Real Estate Law
MATH 110  Techniques of Calculus I  4
or MATH 140  Calculus With Analytic Geometry I
SMC 200  Introduction to Statistics for Business  4
or STAT 200  Elementary Statistics
Select 3 credits from the following:  3
ENGL 15  Rhetoric and Composition
ENGL 30H  Honors Rhetoric and Composition
ESL 15  ESL Composition for American Academic Communication II
CAS/ENGL 137H  Rhetoric and Civic Life I
Supporting Courses and Related Areas
Select 4 credits: Attainment of 12th credit level proficiency in a single foreign language. Proficiency must be demonstrated by either examination or coursework.
Select 6 credits of supporting coursework from an approved department list.

General Education
Connecting career and curiosity, the General Education curriculum provides the opportunity for students to acquire transferable skills necessary to be successful in the future and to thrive while living in interconnected contexts. General Education aids students in developing intellectual curiosity, a strengthened ability to think, and a deeper sense of aesthetic appreciation. These are requirements for all baccalaureate students and are often partially incorporated into the requirements of a program. For additional information, see the General Education Requirements (https://bulletins.psu.edu/undergraduate/general-education/baccalaureate-degree-general-education-program/) section of the Bulletin and consult your academic adviser.

The keystone symbol appears next to the title of any course that is designated as a General Education course. Program requirements may also satisfy General Education requirements and vary for each program.

Foundations (grade of C or better is required.)
- Quantification (GQ): 6 credits
- Writing and Speaking (GWS): 9 credits

Knowledge Domains
- Arts (GA): 6 credits
- Health and Wellness (GHW): 3 credits
- Humanities (GH): 6 credits
- Social and Behavioral Sciences (GS): 6 credits
- Natural Sciences (GN): 9 credits

Integrative Studies (may also complete a Knowledge Domain requirement)
- Inter-Domain or Approved Linked Courses: 6 credits

University Degree Requirements
First Year Engagement
All students enrolled in a college or the Division of Undergraduate Studies at University Park, and the World Campus are required to take 1 to 3 credits of the First-Year Seminar, as specified by their college First-Year Engagement Plan.

Other Penn State colleges and campuses may require the First-Year Seminar; colleges and campuses that do not require a First-Year Seminar provide students with a first-year engagement experience.

First-year baccalaureate students entering Penn State should consult their academic adviser for these requirements.

Cultures Requirement
6 credits are required and may satisfy other requirements
- United States Cultures: 3 credits
- International Cultures: 3 credits

Writing Across the Curriculum
3 credits required from the college of graduation and likely prescribed as part of major requirements.

Total Minimum Credits
A minimum of 120 degree credits must be earned for a baccalaureate degree. The requirements for some programs may exceed 120 credits. Students should consult with their college or department adviser for information on specific credit requirements.

Quality of Work
Candidates must complete the degree requirements for their major and earn at least a 2.00 grade-point average for all courses completed within their degree program.

Limitations on Source and Time for Credit Acquisition
The college dean or campus chancellor and program faculty may require up to 24 credits of course work in the major to be taken at the location or in the college or program where the degree is earned. Credit used toward degree programs may need to be earned from a particular source or within time constraints (see Senate Policy 83-80 (http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#83-80)). For more information, check the Suggested Academic Plan for your intended program.

Academic Advising
The objectives of the university’s academic advising program are to help advisees identify and achieve their academic goals, to promote their intellectual discovery, and to encourage students to take advantage of both in-and out-of class educational opportunities in order that they become self-directed learners and decision makers.

Both advisers and advisees share responsibility for making the advising relationship succeed. By encouraging their advisees to become engaged in their education, to meet their educational goals, and to develop the habit of learning, advisers assume a significant educational role. The advisee’s unit of enrollment will provide each advisee with a primary academic adviser, the information needed to plan the chosen program of study, and referrals to other specialized resources.

READ SENATE POLICY 32-00: ADVISING POLICY (https://senate.psu.edu/policies-and-rules-for-undergraduate-students/32-00-advising-policy/)

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Smeal College Undergraduate Education
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University Park, PA 16802
814-863-1947
SmealAdvising@smeal.psu.edu

Contact
University Park
DEPARTMENT OF RISK MANAGEMENT
355 Business Building
814-865-4172
rm@smeal.psu.edu

https://www.smeal.psu.edu/risk-management

Ask A Question: https://directory.smeal.psu.edu/contact/rm