Real Estate

A SELF-ADVISING GUIDE

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Real Estate Programs: A bird’s-Eye View

CSUSB offers a range of programs in real estate: BA in Real Estate, BS in Real Estate, and Minor in Real Estate.

A bachelor’s degree at CSUSB has two components: General education (GE) and the major. GE advising is provided by Advising and Academic Services, located in UH 380 (Phone 909-537-5034).

The courses that belong to the second component—the major—are divided into two groups. The first is the core, a set of courses that every student doing a business degree must take and pass with a grade of “C” or better. They are subdivided into Lower Division (LD) and Upper Division (UD). The LD core consists of six 4-unit courses (32 units), listed below.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 211</td>
<td>Introductory Accounting I</td>
</tr>
<tr>
<td>ACCT 212</td>
<td>Introductory Accounting II (Prerequisite: ACCT 211)</td>
</tr>
<tr>
<td>ECON 200</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>ECON 202</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>IST 101</td>
<td>Introduction to Information Technology</td>
</tr>
<tr>
<td>MGMT 230</td>
<td>Business Law</td>
</tr>
<tr>
<td>SCM 210</td>
<td>Applied Business Statistics</td>
</tr>
<tr>
<td>One course chosen from: MATH 110, MATH 120, MATH 192, MATH 211</td>
<td></td>
</tr>
</tbody>
</table>

The UD core includes the following nine 4-unit courses.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 313</td>
<td>Business Finance (Prerequisites: ACCT 212 and SCM 210)</td>
</tr>
<tr>
<td>FIN 314</td>
<td>Corporate Financial Management (Prerequisite: FIN 313)</td>
</tr>
<tr>
<td>IST 309</td>
<td>Information Management (Prerequisite: IST101)</td>
</tr>
<tr>
<td>MGMT 302</td>
<td>Management and Organizational Behavior</td>
</tr>
<tr>
<td>MGMT 330</td>
<td>Legal Environment of Business (Prerequisite: MGMT 230)</td>
</tr>
<tr>
<td>MGMT 490</td>
<td>Strategic Management (Prerequisite: completion of the UD core courses (one course may be taken concurrently) and the UD writing requirement,</td>
</tr>
<tr>
<td>MKTG 305</td>
<td>Marketing Principles (Prerequisite: Junior standing)</td>
</tr>
<tr>
<td>PA 315</td>
<td>Government-Business Relations</td>
</tr>
<tr>
<td>SCM 304</td>
<td>Principles of Supply Chain Management (Prerequisite: SCM 210)</td>
</tr>
</tbody>
</table>

Courses in concentrations are divided into required and electives and are outlined below.

So, students who enter CSUSB as freshmen will follow this general path:

- First year: LD GE
- Second year: LD GE and LD core
- Third year: UD GE, UD core, and concentration courses
- Fourth year: UD GE, UD core, and concentration courses
BA in Real Estate (24 units)

Beyond the courses in the core, BS in Financial Planning requires 24 units of coursework. 24 units are required and 4 units are electives. The required courses are the following:

- FIN 380  Principles of Real Estate (Prerequisite: FIN 313)
- FIN 432  Financial Institutions & Capital Formation (Prerequisite: FIN 314)
- FIN 480  Real Estate Appraisal (Prerequisite: FIN 313)
- FIN 481  Real Estate Practice
  OR
- FIN 485  Legal Aspects of Real Estate
- FIN 585  Real Estate Finance (Prerequisite: FIN 313)

The 4 units of electives are chosen from the following:

- ACCT 347  Management Accounting and Decision Making. (Prerequisite: ACCT 212)
- ACCT 372  Intermediate Accounting (Prerequisite: ACCT 212)
- ACCT 373  Problem Areas in Intermediate Accounting (Prerequisite: ACCT 372)
- ACCT 426  Introduction to Taxation (Prerequisite: ACCT 211)
- ACCT 536  Corporate & Partnership Taxation (Prerequisite: ACCT 426)
- ECON 410  Money and Banking
- FIN 355  Business and Asian Culture
- FIN 360  Financial Planning & Insurance (Prerequisite: FIN 313)
- FIN 433  International Business Finance (Prerequisite: FIN 313)
- FIN 435  Investment Analysis (Prerequisite: FIN 430)
- FIN 445  Financial Analysis and Decision-Making (Prerequisite: FIN 430)
- FIN 460  Retirement Planning (Prerequisite: FIN 360)
- FIN 481  Real Estate Practice
- FIN 482  Real Estate Development
- FIN 485  Legal Aspects of Real Estate
- FIN 523  Security Trading and Analysis (Prerequisite: FIN 503 or equivalent)
- FIN 546  Student Managed Investment Fund (2 units, requiring department consent)
- FIN 575  Internship in Finance (Contact CBPA internship coordinator.)
- MKTG 430  Professional Selling and Sales Management (Prerequisite: UD Writing)

The following figure represents the requirements for the entire BA in Real Estate Concentration.
BA in Real Estate at a glance

Advising tips for BA in Real Estate students

1. Prerequisites are strictly enforced: You cannot enroll in a class unless you have taken its prerequisites. The blue arrows in the figure above show the prerequisites for courses in the core and the concentration. See Catalog for prerequisites for other courses.

2. Once you reach junior standing, take courses in the concentration as soon as you can. Delaying them will delay your graduation.

3. The general rule of thumb for each quarter is: Select concentration courses first (the red box), then the business core courses (the green box). Fill in remaining time slots with UD General Education courses (the purple box).

Thus, students are advised to follow the road map of courses below.
Road map for BA in Real Estate (junior and senior years)

<table>
<thead>
<tr>
<th>Quarter 1</th>
<th>Quarter 2</th>
<th>Quarter 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FIN 313 (1)</td>
<td>FIN 380</td>
</tr>
<tr>
<td>2</td>
<td>MGMT 306</td>
<td>FIN 314 (4)</td>
</tr>
<tr>
<td>3</td>
<td>Business Core (2)</td>
<td>Business Core (5)</td>
</tr>
<tr>
<td>4</td>
<td>Business Core (3)</td>
<td>UD GE</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quarter 4</th>
<th>Quarter 5</th>
<th>Quarter 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FIN 585</td>
<td>FIN 432</td>
</tr>
<tr>
<td>2</td>
<td>Business Core (7)</td>
<td>MGMT 490 (9)</td>
</tr>
<tr>
<td>3</td>
<td>Business Core (8)</td>
<td>UD GE as needed</td>
</tr>
<tr>
<td>4</td>
<td>UD GE Capstone</td>
<td>Others as needed</td>
</tr>
</tbody>
</table>

BS in Real Estate (44 units)

Beyond the courses in the core, BS in Financial Planning requires 44 units of coursework. 24 units are required and 20 units are electives. The required courses are the following:

- FIN 380 Principles of Real Estate (Prerequisite: FIN 313)
- FIN 430 Financial Theory and Practice (Prerequisite: FIN 314)
- FIN 432 Financial Institutions and Capital Formation (Prerequisite: 314)
- FIN 480 Real Estate Appraisal (Prerequisite: FIN 313)
- FIN 481 Real Estate Practice
- OR
- FIN 485 Legal Aspects of Real Estate
- FIN 585 Real Estate Finance (Prerequisite: FIN 313)

20 units of electives are chosen from:

- ACCT 347 Management Accounting and Decision Making. (Prerequisite: ACCT ACCT 212)
- ACCT 372 Intermediate Accounting (Prerequisite: ACCT 212)
- ACCT 373 Problem Areas in Intermediate Accounting (Prerequisite: ACCT 372)
- ACCT 426 Introduction to Taxation (Prerequisite: ACCT 211)
- ACCT 536 Corporate & Partnership Taxation (Prerequisite: ACCT 426)
- ECON 410 Money and Banking
- FIN 355 Business and Asian Culture
- FIN 360 Financial Planning & Insurance (Prerequisite: FIN 313)
- FIN 433 International Business Finance (Prerequisite: FIN 313)
- FIN 435 Investment Analysis (Prerequisite: FIN 430)
The following figure represents the requirements for the entire BS in Real Estate Concentration.

**BS in Real Estate at a glance**

- **FIN 445** Financial Analysis and Decision-Making (Prerequisite: FIN 430)
- **FIN 460** Retirement Planning (Prerequisite: FIN 360)
- **FIN 481** Real Estate Practice
- **FIN 482** Real Estate Development
- **FIN 485** Legal Aspects of Real Estate
- **FIN 523** Security Trading and Analysis (Prerequisite: FIN 503 or equivalent)
- **FIN 546** Student Managed Investment Fund (2 units, requiring department consent)
- **FIN 575** Internship in Finance (Contact CBPA internship coordinator.)
- **MKTG 430** Professional Selling and Sales Management (Prerequisite: UD Writing)
Advising tips for BS in Real Estate students

1. Prerequisites are strictly enforced. The blue arrows in the figure above show the prerequisites for courses in the core and the concentration. Therefore, once you reach junior standing, take courses in the concentration as soon as you can. Delaying them will delay your graduation.

2. The general rule of thumb for each quarter is: Select concentration courses first (the red box), then the business core courses (the green box). Fill in remaining time slots with UD General Education courses (the purple box).

Thus, students are advised to follow the road map of courses below.

Road map for BS in Real Estate majors (junior and senior years)

<table>
<thead>
<tr>
<th>Quarter 1</th>
<th>Quarter 2</th>
<th>Quarter 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 FIN 313 (1)</td>
<td>FIN 380</td>
<td>FIN 480</td>
</tr>
<tr>
<td>2 Business Core (2)</td>
<td>FIN 430</td>
<td>FIN 432</td>
</tr>
<tr>
<td>3 Business Core (3)</td>
<td>FIN 314 (4)</td>
<td>Business Core (6)</td>
</tr>
<tr>
<td>4 MGMT 306</td>
<td>Business Core (5)</td>
<td>UD GE</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quarter 4</th>
<th>Quarter 5</th>
<th>Quarter 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 FIN 481 or 485</td>
<td>FIN 585</td>
<td>RE Elective</td>
</tr>
<tr>
<td>2 RE Elective</td>
<td>RE Elective</td>
<td>RE Elective</td>
</tr>
<tr>
<td>3 RE Elective</td>
<td>Business Core (8)</td>
<td>MGMT 490 (9)</td>
</tr>
<tr>
<td>4 Business Core (7)</td>
<td>UD GE</td>
<td>UD GE</td>
</tr>
</tbody>
</table>

Minor in Real Estate (28 Units)

The Minor in Real Estate requires 28 units of course work, 20 units of which are required, as seen below:

ACCT 211  Introductory to Accounting I
ACCT 212  Introductory to Accounting II  (Prerequisite: ACCT 211)
FIN 313   Business Finance  (Prerequisite: ACCT 212 and SCM 210)
FIN 314   Corporate Financial Management (Prerequisite: FIN 313)
FIN 380   Principles of Real Estate (Prerequisite: FIN 313)

And 8 units are electives, chosen from:

FIN 355   Business and Asian Culture
FIN 432   Financial Institutions and Capital Formation (Prerequisite: FIN 314)
FIN 480   Real Estate Appraisal (Prerequisite: FIN 314)
FIN 481   Real Estate Practice
FIN 485   Legal Aspects of Real Estate
FIN 585   Real Estate Finance  (Prerequisite: FIN 313)