

Real Estate and Land Use Affairs Concentration (21 units)

The Real Estate and Land Use Affairs concentration prepares students for careers in the real estate industry, such as governmental and private positions relating to planning, environmental regulation, and finance; positions with lending institutions; positions in public and private corporations concerned with investment, site location, eminent domain; and positions related to the marketing or sales and brokerage of real estate.

REQUIRED COURSES:

- OBE 140Real Estate Development
- OBE 142Real Estate Finance (*OBE 19 or OBE 140 or ACCY 121 or MGMT 133 or ENGR 140*)
- OBE 143Market Analysis and Feasibility Studies (*OBE 19 or OBE 140 or ACCY 121 or MGMT 133 or ENGR 140*)
- OBE 145The Land Use Regulatory Environment (*OBE 140*)
- OBE 149Current Topics in Real Estate and Land Use (*Completion of 9 units of required real estate courses including OBE 140*)

ELECTIVE COURSES:

Select **two** courses from the following (for a minimum of 6 units):

- OBE 19Real Estate Principles
- OBE 117Business, Ethics and Society (*passing score on WPE*)
- OBE 141Managerial Real Estate Law (*OBE 19*)
- OBE 153Management of Human Resources
- OBE 155Conflict Management and Negotiation
- OBE 196Experimental Offerings in Business Problems (*Senior standing or instructor permission*)
- MGMT 136Modern Portfolio Management (*MGMT 133*)
- MGMT 137Financial Institutions and Markets (*MGMT 133*)
- MGMT 138Principles of Risk Management and Insurance
- MGMT 187Entrepreneurship
- MIS 173Microcomputers for Managers
- CM 10The Construction Industry (1 unit only)
- CM 110Legal Aspects of Construction (*OBE 118, CM 22*)
- CM 111Construction Labor Relations
- ECON 180Urban Economics (*ECON 1B*)
- ENGR 140Engineering Economics (2 units only) (*ENGR 17, 30 or CSC 130*)
- ENVS 122Environmental Impact Analysis: The Procedure and the Statement
- GEOG 109Geographic Information Systems
- GEOG 141Geography of Economic Activity
- GEOG 147Urban Geography
- GEOG 181Spatial Analysis
- GEOG 193AField Geography: Urban-Metropolitan
- GOVT 180California State and Local Government
- GOVT 185Problems of Urbanization (*GOVT 1 or equivalent*)

Career Opportunities

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| Appraiser | Mortgage Loan Counselor |
| Asset Manager | Planning Commissioner |
| Assessor | Property Manager |
| Commercial Brokerage | Real Estate Broker |
| Contractor / Builder | Real Estate Lending Officer (Residential or Commercial) |
| Escrow Officer | Real Estate Market Research Analyst |
| Investment Analyst | Real Estate Securities Analyst |
| Land Developer | Real Estate Syndicator |
| Land Use Planner | Right of Way Agent |
| Leasing Manager | Site Feasibility Consultant |
| Leasing Representative | Title Officer |
| Lease Negotiator / Site Selection | |

Academic Advising for Business Majors

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