

REAL ESTATE DEVELOPMENT MINOR

Banner Code: REAL

Academic Advising

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Administration

- Jeremy Plotnick, Director of Minor Programs

Real estate is a dynamic multifaceted industry that is a significant part of the local, national, and global economies. The Real Estate Development Minor provides students with a range of courses that delve into core aspects of the real estate industry including finance, urban planning, negotiations and selling, and construction. In addition to the required course, students can select from multiple elective courses offered by several schools. The electives are divided into three primary tracks, which are: Real Estate Development, Entrepreneurship, and Urban Planning. In addition to their coursework, students in this minor can take advantage of programs offered by GMU's Center for Real Estate Entrepreneurship including valuable networking opportunities with leaders in the regional real estate industry.

MGMT 463	Negotiations in Organizations
MKTG 310	Consultative Selling
Entrepreneurship Track	
BUS 492	Internship in Business
MGMT 451	Introduction to Entrepreneurship
MGMT 453	Starting a Business
MGMT 463	Negotiations in Organizations
MGMT 464	Teamwork and Interpersonal Skills
MKTG 310	Consultative Selling
Urban Planning Track	
BUS 492	Internship in Business
GGG 357	Urban Planning
or GOVT 357	Urban Planning
GGG 463	RS: GIS Analysis and Application
GOVT 464	Issues in Public Policy and Administration

Total Credits 12

- ¹ Students may select three elective courses from one track, or from a combination of tracks.

Admissions & Policies

Policies

At least eight credits must be unique to the minor and not applied toward any other major, minor, or concentration. Students must achieve a grade of C or better in each course that is applied toward the minor.

For policies governing all minors, see AP5.3.4 Minors (<http://catalog.gmu.edu/policies/academic/undergraduate-policies/#ap-5-3-4>). The School of Business residency requirement for this minor supersedes the university requirement: at least nine credits must be earned at Mason.

Requirements

Minor Requirements

Total credits: 15

Required Courses

Code	Title	Credits
FNAN 351	Principles of Real Estate	3
Total Credits		3

Electives

Code	Title	Credits
Select four courses from the following: ¹		12

Real Estate Development Track

BUS 492	Internship in Business
CEIE 370	Construction Systems
FNAN 451	Real Estate Finance
FNAN 454	Real Estate Development
GGG 357	Urban Planning