Real Estate MBA Electives: Not only for Realtors

Did you know that as an Evening UST MBA student, you may take up to six courses from the MS in Real Estate program as MBA electives? These electives can be great additions to your degree, especially if you currently are employed or want to work in finance, lending, retail, own investment properties, are considering starting your own business, or have an interest in learning more about best practices for real estate related decisions. Learn more below about the real estate courses and their relevance to various business roles and industries.

Banking/Lending/Investment

- **As a professional in this area, it is important to understand your client’s perspective when borrowing money to fund a real estate related transaction.**
- **Real Estate Decision Making** (REAL 600, offered spring and fall terms) provides insights on evaluating investment opportunities and making commercial real estate lending decisions. REAL 600 is also a prerequisite for all other REAL courses.
- **Commercial Real Estate Valuation** (REAL 750, offered fall term) examines how to analyze the appraisal reports associated with properties. This course does not cover how to write an appraisal report, but rather how to understand the report and assess its comprehensiveness and accuracy.
- **Investment Property Analysis** (REAL 760, offered fall term) takes you through the financial and investment analysis so that you can differentiate a solid investment from a poor one.

Retail

- **Whether you work in a corporate environment or for a small retail-related company, real estate likely plays a major role in the way your company does business. Understanding why your store locations are situated where they are, how census data is used to identify the customer base surrounding a retail location, and the approaches for corporate real estate decisions are critical components of your company’s strategy.**
- **Real Estate Decision Making** (REAL 600, offered spring and fall terms) will provide a solid background in a variety of areas including real estate terminology, leasing and pricing, legal issues, and regulations. REAL 600 is also a prerequisite for all other REAL courses.
- **Urban Land Economics** (REAL 743, offered spring term) will explain why cities are built the way they are. Understanding the economics behind decisions such as where to build mass transit and how real estate development changes as cities grow will help you to make a more educated decision about where to purchase or lease real estate for your company.
- **Market Analysis and Feasibility** (REAL 746, offered spring term) will help you to better evaluate your location decision based on supply and demand in the area as well as population demographic and preference changes.
- **Corporate Real Estate** (REAL 740, offered spring term) trains students to evaluate real estate decisions through the corporate lens. Companies handle their real estate assets differently, and this course will help you discover how and why.
Personal Investment

- If you own investment property or want to invest in real estate, whether it is residential or commercial, real estate electives will give you the chance to learn options for financing, how to forecast investment income and expenses, and how to make good decisions with this investment.
- **Real Estate Decision Making** (REAL 600, offered spring and fall terms) will provide a solid background to understand the regulations, legal issues, lease and rent structure, and basic financial analysis. REAL 600 is also a prerequisite for all other REAL courses.
- **Investment Property Analysis** (REAL 760, offered fall term) will give you a solid foundation for evaluating the financial situation of the property from ownership structure to financial analysis and forecasting.

Entrepreneurs

- Whether you are deciding on an office location, a retail location, or a warehouse space, real estate decisions can be a big part of launching and expanding your business.
- **Real Estate Decision Making** (REAL 600, offered spring and fall terms) will provide a solid background in a variety of areas including real estate terminology, leasing and pricing, legal issues, and regulations. REAL 600 is also a prerequisite for all other REAL courses.
- **Market Analysis and Feasibility** (REAL 746, offered spring term) will help you to better evaluate your location decision based on supply and demand in the area as well as population demographic and preference changes.
- **Investment Property Analysis** (REAL 760, offered fall term) takes you through the financial and investment analysis so that you can better differentiate a solid investment from a poor one, and back up your real estate decisions with solid financial forecasts.

If you would like to learn more about how real estate electives could help you to meet your current and future career goals, please contact the UST MS degree in Real Estate staff, Herb Tousley or Jessica Kluntz at 651-962-4289 or msrealestate@stthomas.edu.