

Real Estate and Land Use 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. *(Prerequisite courses are noted in parentheses.)*

REQUIRED COURSES:

- RELU 140 Real Estate Development
- RELU 142 Real Estate Finance *(RELU 19 or RELU 140 or ACCY 121 or FIN 101 or ENGR 140)*
- RELU 143 Market Analysis and Feasibility Studies *(RELU 19 or RELU 140 or ACCY 121 or FIN 101 or ENGR 140)*
- RELU 145 The Land Use Regulatory Environment *(RELU 140)*
- RELU 149 Current Topics in Real Estate and Land Use *(Completion of 9 units of required real estate courses including RELU 140)*

ELECTIVE COURSES:

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

- CM 10 The Construction Industry (1 unit only)
- CM 110 Legal Aspects of Construction *(MGMT 101, CM 22)*
- CM 111 Construction Labor Relations
- ECON 180 Urban Economics *(ECON 1B)*
- ENGR 140 Engineering Economics (2 units only) *(ENGR 17, 30 or CSC 130)*
- ENTR 187 Entrepreneurship
- ENVS 122 Environmental Impact Analysis: The Procedure and the Statement
- FIN 136 Modern Portfolio Management *(FIN 101)*
- FIN 137 Financial Institutions and Markets *(FIN 101)*
- FIN 138 Principles of Risk Management and Insurance
- GEOG 109 Geographic Information Systems
- GEOG 141 Geography of Economic Activity
- GEOG 147 Urban Geography
- GEOG 181 Spatial Analysis
- GEOG 193A Field Geography: Urban-Metropolitan
- GOVT 180 California State and Local Government
- HROB 151 Management of Human Resources
- HROB 155 Conflict Management and Negotiation
- HROB 196 Experimental Offerings in Business Problems *(Senior standing or instructor permission)*
- MGMT 117 Business, Ethics and Society *(passing score on WPE)*
- MIS 173 Microcomputers for Managers
- RELU 19 Real Estate Principles
- RELU 141 Managerial Real Estate Law *(RELU 19)*

Career Opportunities

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

Academic Advising for Business Majors

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