

# BUSINESS: REAL ESTATE AND URBAN LAND ECONOMICS, MBA

## REQUIREMENTS

### MINIMUM GRADUATE SCHOOL REQUIREMENTS

Review the Graduate School minimum degree requirements (<https://guide.wisc.edu/graduate/#requirementstext>) and policies (<https://guide.wisc.edu/graduate/#policiestext>), in addition to the program requirements listed below.

### MAJOR REQUIREMENTS

#### MODE OF INSTRUCTION

Face to Face	Evening/ Weekend	Online	Hybrid	Accelerated
Yes	No	No	No	No

#### Mode of Instruction Definitions

**Accelerated:** Accelerated programs are offered at a fast pace that condenses the time to completion. Students typically take enough credits aimed at completing the program in a year or two.

**Evening/Weekend:** Courses meet on the UW–Madison campus only in evenings and/or on weekends to accommodate typical business schedules. Students have the advantages of face-to-face courses with the flexibility to keep work and other life commitments.

**Face-to-Face:** Courses typically meet during weekdays on the UW–Madison Campus.

**Hybrid:** These programs combine face-to-face and online learning formats. Contact the program for more specific information.

**Online:** These programs are offered 100% online. Some programs may require an on-campus orientation or residency experience, but the courses will be facilitated in an online format.

### CURRICULAR REQUIREMENTS

#### Requirement Detail

Minimum Credit Requirement	52 credits
Minimum Residence Credit Requirement	46 credits
Minimum Graduate Coursework Requirement	26 credits must be graduate-level coursework. Refer to the Graduate School: Minimum Graduate Coursework (50%) Requirement policy: <a href="https://policy.wisc.edu/library/UW-1244">https://policy.wisc.edu/library/UW-1244</a> ( <a href="https://policy.wisc.edu/library/UW-1244/">https://policy.wisc.edu/library/UW-1244/</a> ).

Overall	3.00 GPA required.
Graduate GPA Requirement	Refer to the Graduate School: Grade Point Average (GPA) Requirement policy: <a href="https://policy.wisc.edu/library/UW-1203">https://policy.wisc.edu/library/UW-1203</a> ( <a href="https://policy.wisc.edu/library/UW-1203/">https://policy.wisc.edu/library/UW-1203/</a> ).
Other Grade Requirements	Students may be required to retake a course in which they receive a grade lower than a C.
Assessments and Examinations	No required assessments or examinations beyond course requirements.
Language Requirements	No language requirements.

### REQUIRED COURSES

This degree allows students to select one or more areas of focus as they pursue their degree. The paths are as follows:

- Path I - Core
- Path II - Applied Real Estate Investment
- Path III - Private Equity Investment
- Path IV - Affordable Housing and Sustainable Development

These pathways are internal to the program and represent different curricular paths a student can follow to earn this degree. Pathway names do not appear in the Graduate School admissions application, and they will not appear on the transcript.

#### Path I - Core

Code	Title	Credits
<b>Core Courses</b>		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
GEN BUS 732	Economics for Managers	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations and Supply Chain Management	2

#### Specialization Courses

REAL EST 411	Real Estate Excel Modeling	1
REAL EST 412	Real Estate ARGUS Modeling	1
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/URB R PL 720	Urban Economics	3
REAL EST 750	Commercial Property Development	3
REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	3

or REAL EST 425 Real Estate Law

Approved Electives (see list below for possible course options)*	18
--	----

**Total Credits** **52**

**Path II - Applied Real Estate Investment**

<b>Code</b>	<b>Title</b>	<b>Credits</b>
<b>Core Courses</b>		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
GEN BUS 732	Economics for Managers	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations and Supply Chain Management	2
<b>Specialization Courses</b>		
REAL EST 411	Real Estate Excel Modeling	1
REAL EST 412	Real Estate ARGUS Modeling	1
REAL EST 540	Public Real Estate Equity Investment	3
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/ URB R PL 720	Urban Economics	3
REAL EST 750	Commercial Property Development	3
REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	3
or REAL EST 425	Real Estate Law	
REAL EST 841	Applied Real Estate Investment Track (AREIT) I	6
REAL EST 842	Applied Real Estate Investment Track (AREIT) II	3
Approved Electives (see list below for possible course options)*		6
<b>Total Credits</b>		<b>52</b>

**Path III - Private Equity Investment**

<b>Code</b>	<b>Title</b>	<b>Credits</b>
<b>Core Courses</b>		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
GEN BUS 732	Economics for Managers	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations and Supply Chain Management	2
<b>Specialization Courses</b>		
REAL EST 411	Real Estate Excel Modeling	1
REAL EST 412	Real Estate ARGUS Modeling	1

REAL EST 550	Private Real Estate Equity Investment I: Analysis and Structures	3
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/ URB R PL 720	Urban Economics	3
REAL EST 750	Commercial Property Development	3
REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	3
or REAL EST 425	Real Estate Law	
REAL EST 851	Private Real Estate Equity Investment II: Underwriting and Investment Processes	6
REAL EST 852	Private Real Estate Equity Investment III: Guidelines, Governance, and Portfolios	3
Approved Electives (see list below for possible course options)*		6
<b>Total Credits</b>		<b>52</b>

**Path IV - Affordable and Sustainable Housing Development**

<b>Code</b>	<b>Title</b>	<b>Credits</b>
<b>Core Courses</b>		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
GEN BUS 732	Economics for Managers	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations and Supply Chain Management	2
<b>Specialization Courses</b>		
REAL EST 411	Real Estate Excel Modeling	1
REAL EST 412	Real Estate ARGUS Modeling	1
REAL EST 560	Affordable Housing	3
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/ URB R PL 720	Urban Economics	3
REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	3
or REAL EST 425	Real Estate Law	
REAL EST 651	Green - Sustainable Development	3
REAL EST 765	Contemporary Topics	3
Approved Electives (see list below for possible course options)*		12
<b>Total Credits</b>		<b>52</b>

**\*Approved Electives**

<b>Code</b>	<b>Title</b>	<b>Credits</b>
REAL EST 425	Real Estate Law	3
REAL EST 530	Real Estate Investment Analysis	3
REAL EST 540	Public Real Estate Equity Investment	3
REAL EST 550	Private Real Estate Equity Investment I: Analysis and Structures	3
REAL EST 611	Residential Property Development	3
REAL EST 640	Real Estate Capital Markets	3
REAL EST 651	Green - Sustainable Development	3
REAL EST 661	Real Estate Investment Analysis and Presentation	3
REAL EST 750	Commercial Property Development	3
REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	3
REAL EST 765	Contemporary Topics	1-3
REAL EST 799	Reading and Research-Urban Land Economics	1-6
ACCT IS 603	Financial Statement Analysis	3
CIV ENGR 451	Architectural Design	3
CIV ENGR 498	Construction Project Management	3
CIV ENGR 571	Urban Transportation Planning	3
FINANCE 635	Business Valuation	3
FINANCE 757	Entrepreneurial Finance	2-3
PUB AFFR 820	Community Economic Analysis	3
PUB AFFR 891	State and Local Government Finance	3
M H R 706	Leading and Working in Teams	1
M H R 728	Bargaining, Negotiating and Dispute Settlement for Managers	3
OTM 752	Project Management	1-3
OTM 770	Sustainable Approaches to System Improvement	4
R M I 660	Risk Analytics and Behavioral Science	3
URB R PL 411	Marketplaces and Entrepreneurship	3
URB R PL 512	Gentrification and Urban Restructuring	3
URB R PL 601	Site Planning	3
URB R PL/ C&E SOC/SOC 617	Community Development	3
URB R PL/LAW 830	Land Use Controls	3
URB R PL 844	Housing and Public Policy	3