

# REAL ESTATE ANALYSIS AND DEVELOPMENT, CERTIFICATE

Requirements for an undergraduate certificate may be completed at any campus location offering the specified courses for the certificate.

## Program Description

The Real Estate Analysis and Development (RLESAD\_UCT) certificate is designed to prepare students for a variety of careers in the real estate industry. It specifies coursework in advanced real estate analysis and investments. Students pursuing this certificate will be encouraged and better prepared to seek careers in commercial real estate development, analysis, investment, valuation, banking, and brokerage. They will be positioned to enter the financial management training programs of leading corporations. Strong demand exists from corporate recruiters for well-prepared graduates to enter these post-graduation training programs.

## What is Real Estate Analysis and Development?

The Real Estate Analysis & Development Certificate is designed to prepare students for opportunities to interact with the real estate industry in an intimate way. Students will gain an understating of the complexities of real estate resources, which will assist them in both personal and professional investment decisions. Skills that will be enhanced include negotiations, investment analysis, enhanced financial techniques and institutional knowledge of the real estate sector. By completing the READ Certificate, students will be given opportunities to participate in the Real Estate Boot Camp, which offers site visits, special guest lecture series, a REIT Case Competition and other special opportunities unique to the commercial real estate sector.

## Entrance to Certificate

The RLESAD\_UCT certificate is only open to students enrolled in a Smeal College of Business major. The RLESAD\_UCT certificate is not open to students enrolled in the Risk Management major - Real Estate option.

## Program Requirements

To earn an undergraduate certificate in Real Estate Analysis and Development, a minimum of 9 credits is required.

Code	Title	Credits
<b>Required Courses</b>		
RM 303	Real Estate Fundamentals	3
RM 450	Contemporary Issues in Real Estate Markets	3
Select one of the following:		3
RM 424	Real Estate Law	
RM 460	Real Estate Financial Analysis	
RM 470	Real Estate and Capital Markets	
RM 475	Quantitative Analysis for Business	

### Non-Course Requirements

Extracurricular Activities - While not a RLESAD\_UCT requirement, students who enroll in the certificate are encouraged to participate in the extra-curricular Real Estate Boot Camp offered by the Institute for Real Estate Studies (IRES) which is housed in the Smeal College of Business. Students are also encouraged to join the Real Estate Society club while at Penn State.

## Certificate Learning Objectives

- Analytical and Critical Thinking: Students will develop analytical and critical thinking skills needed to excel in today's business environment.
- Foundation Concepts: Students will demonstrate competency in Real Estate and Financial concepts.
- Value System: Students will be able to evaluate the ethical and societal implications of real estate investment and development decisions.

## Academic Advising

The objectives of the university's academic advising program are to help advisees identify and achieve their academic goals, to promote their intellectual discovery, and to encourage students to take advantage of both in-and out-of class educational opportunities in order that they become self-directed learners and decision makers.

Both advisers and advisees share responsibility for making the advising relationship succeed. By encouraging their advisees to become engaged in their education, to meet their educational goals, and to develop the habit of learning, advisers assume a significant educational role. The advisee's unit of enrollment will provide each advisee with a primary academic adviser, the information needed to plan the chosen program of study, and referrals to other specialized resources.

READ SENATE POLICY 32-00: ADVISING POLICY (<https://senate.psu.edu/policies-and-rules-for-undergraduate-students/32-00-advising-policy/>)

## University Park

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## Contact

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