

Real Estate Emphasis (BREF)



Real Estate Emphasis

- **Goal:** Prepare students to real estate careers with a flexible, **hands-on** curriculum
- Leverages complementarities between non-real estate business electives and dedicated real estate courses.

Course Requirements

Required Course:

FBE 391: Real Estate Finance and Investments

Real Estate Finance Electives: 8-12 units

FBE 427 Real Estate Law (4 units)

FBE 465 Real Estate Analysis and Computer Modeling (2 units)

FBE 466 Management of Real Estate Development: Feasibility Studies (4 units)

FBE 467 Real Estate Investment Trust (REIT) Analysis*

FBE 470 Advanced Real Estate Analysis (4 units)

FBE 489 Real Estate Capital Markets (4 units)

FBE 491 Real Estate Finance Colloquium (2 units)

(+ potential new real estate courses)

Course Requirements

Non-Real Estate Electives: 0-4 units

BAEP 423 Management of Small Businesses

DSO 455 Project Management

FBE 421 Financial Analysis and Valuation

FBE 423 Introduction to Venture Capital and Private Equity

FBE 435 Applied Finance in Fixed Income Securities

FBE 437 Entrepreneurial Finance: Financial Management for Developing Firms

FBE 441 Investments

FBE 459 Financial Derivatives

MOR 469 Negotiation and Persuasion

Career Paths

Real estate

- investments (acquisitions, asset management, portfolio management)
- development
- financing
- brokerage (buying, selling, or leasing real estate, debt and equity placement)
- consulting

Positions at the intersection of finance and real estate (REITs, real estate private equity, debt funds – overlaps with categories above)

Leadership & Networking

- **MREFA:** Marshall Real Estate Finance Association
- **TREA:** Trojan Real Estate Association

- Strong Industry Relations
- Vibrant USC Alumni Network

QUESTIONS?