

# REAL ESTATE FINANCE AND INVESTMENTS (MINOR)

<https://paulcollege.unh.edu/business-administration/program/minor/real-estate-finance-investments>

## Description

The Minor in Real Estate Finance and Investments will prepare students from various backgrounds for a career in the real estate industry. The curriculum is practice-oriented and will develop students' analytical and problem-solving skills, especially as pertains to finance and real estate. Further, the coursework and related training will enhance a students' ability to communicate financial information. The Minor is designed to be aligned with the real estate industry's trends and demands, and it will provide students with exposure to the many aspects of real estate, including investing, financing, appraisal, law, regulation, development, property management, and local and regional real estate rules and regulations.

Coursework for the minor provides students with the foundation required for more advanced study of real estate finance, including critical concepts of time value of money and capital budgeting. Required coursework is additionally aimed at preparing students for the New Hampshire real estate licensing exam and directly related to functional areas of the real estate industry (property development, law, and internship). Students select the final course to complete the minor from a list of approved elective courses offered in a variety of interest areas.

Real estate is relevant to individual lives and practically all aspects of our society. The Minor is intended for undergraduate students from all majors of UNH to develop a strong acumen of real estate finance. In addition, certain majors may have strong synergies with this course of study. This Minor can be particularly beneficial for students majoring in Business Administration, Hospitality Management, Economics, Geography, History, Sociology, Civil and Environmental Engineering, Community and Environmental Planning, and Environmental Sciences to gain valuable knowledge and skills and prepare them for their chosen career path, including in the real estate industry.

## Requirements

Academic policies related to minors.

## Minor Requirements

- Students must complete five courses for a total of 20 credits with a grade of C- or better and a 2.0 GPA.
- Students are responsible for checking and fulfilling any prerequisites for courses listed.
- No more than 8 credits used to satisfy Major requirements may be used for the Minor.
- No more than 8 credits may be from transfer coursework.
- Courses taken on a pass/fail basis may not be used for a Minor.

Code	Title	Credits
<b>Required Courses</b>		
ADMN 570	Introduction to Financial Management	4
or FIN 501	Survey of Finance	
or HMGD 655	Hospitality Finance and Development	

FIN 608	Real Estate Finance	4
CEP 672	Fundamentals of Real Estate	4
FIN 620	Topics in Finance I (Real Estate Development and Law) <sup>1</sup>	4
or FIN 695	Real Estate Internship	
Select one additional course from the following:		4
FIN 620	Topics in Finance I (Real Estate Development and Law) <sup>1</sup>	
FIN 695	Real Estate Internship	
ACC 501	Survey of Accounting	
ADMN 502	Financial Accounting	
ECON 653	Law and Economics	
ECON 706	Economics of Climate Change	
HMGD 681	Contemporary Resort Development and Management	
HMGD 798	Topics (Hospitality Asset and Financial Management) <sup>1</sup>	
CEE 520	Environmental Pollution and Protection: A Global Context	
CEP 508	Applied Community Development	
CEP 673	Green Real Estate	
NR 784	Sustainable Living - Global Perspectives	
GEOG 405	There Is No Planet B	
GEOG 582	Global Trade and Local Development	
GEOG 591	Making Maps: GIS Fundamentals	
HIST 511	History of New Hampshire	
HIST 618	American Environmental History	
SOC 693	Global Change and Social Sustainability	
SOC 730	Communities and the Environment	
<b>Total Credits</b>		<b>20</b>

<sup>1</sup> If a course is listed with "Topics" in the title, students must take the specified section of the course matching the title noted in parenthesis for the course to count towards the minor.

*Students may petition to substitute one course on the list by a course of choice approved by the Minor Program Coordinator, provided that university policy for minors is followed.*

## Student Learning Outcomes

## Program Learning Outcomes

- Students will demonstrate knowledge of basic areas of finance and investments as they are related to real estate.
- Students will demonstrate familiarity in subjects pertaining to national and regional real estate, such as types of property ownership, financing, contracts, appraisal, brokerage, property listings, commissions, and property management.
- Students will demonstrate analytical skills in real estate property budgeting and valuations.
- Students will demonstrate the ability to review and analyze real estate capital markets, mortgages, and investments.
- Students will demonstrate an understanding of the development process, product assessment, and legal considerations in the real estate industry.