

The Real Estate Portfolio in the MBA program emphasizes a multi-disciplinary, integrated approach to the study of real estate. The integrated process of preparing real estate students for careers in real estate will include: analysis of real estate opportunities from a development perspective; exploration of the link between real estate and the capital markets through examination of financial institutions and instruments used to finance real property; structuring the debt and equity portions of real estate acquisitions; estimating real property value; understanding the laws governing the practice of real estate; and development of skills in real estate decision-making whereby teams design, complete, and present real estate projects in a competition forum. For interested students, the program offers an overview of issues dealing with sustainable real estate.

The multi-disciplinary focus of the program takes place both within and outside the Leeds School of Business. In addition to core courses stressing key functional areas of business, students can choose from a variety of electives offered within the School. Non-business electives outside the School are available and real estate students are encouraged to take one or more real estate-related courses available in the College of Architecture and Planning and the Construction Management program within the College of Engineering and Applied Science.

The Leeds School of Business, in partnership with the College of Engineering & Applied Science, recently launched the Dan and Laurie Ivanoff MBA track in Real Estate Development Management. This track gives students the opportunity to take three elective courses in the Department of Civil, Environmental, and Architectural Engineering in addition to the Real Estate electives offered in the Leeds School. This program of study prepares students for jobs in real estate development management.

### ***Real Estate Finance***

This portfolio of courses will give you the tools to effectively evaluate, manage and recognize opportunities in real estate from a financial perspective. Opportunities exist within real estate development firms, financial institutions, real estate investment trusts (REITs), mutual fund companies, hedge funds, consulting firms and financial analysis positions within non-real estate companies who have real estate.

#### *These courses are highly recommended for a real estate finance portfolio:*

- MBAX 6600 Real Estate Principles
- MBAX 6610 Real Estate Finance and Investment Analysis
- MBAX 6630 Real Estate Economics
- MBAX 6640 Real Estate Law
- MBAX 6620 Real Estate Project Competition
- MBAX 6110 Entrepreneurial Finance
- MBAX 5605 Real Estate Investment & Risk Management

### ***Entrepreneurial Real Estate***

Real Estate is essentially entrepreneurship. Many real estate companies are small and dynamic and always inventing new opportunities in the marketplace. Opportunities exist within all areas of real estate, including but not limited to development, finance, brokerage, and title companies.

**Be innovative. Be challenged. Be here.**

## REAL ESTATE PORTFOLIO

*These courses are highly recommended for an entrepreneurial real estate portfolio:*

- MBAX 6600 Real Estate Principles
- MBAX 6610 Real Estate Finance and Investment Analysis
- MBAX 6630 Real Estate Economics
- MBAX 6640 Real Estate Law
- MBAX 6620 Real Estate Project Competition
- MBAX 6110 Entrepreneurial Finance
- MBAX 6101 Entrepreneurship
- MBAX 6170 Business Plan Execution

***Real Estate Development Management***

The Real Estate Development Management track prepares students for careers in real estate development management. In addition to taking real estate electives in the Leeds School of Business, graduate students take three elective courses in the Department of Civil, Environmental and Architectural Engineering in CU-Boulder's College of Engineering & Applied Science. The engineering courses focus on construction engineering, construction management, and construction law.

*These courses are highly recommended for a real estate development Portfolio:*

- MBAX 6600 Real Estate Principles
- MBAX 6610 Real Estate Finance and Investment Analysis
- MBAX 6630 Real Estate Economics
- MBAX 6640 Real Estate Law
- MBAX 6620 Real Estate Project Competition
- CVEN 5836 Construction Engineering & Management Fundamentals
- CVEN 5246 Legal Aspects of Construction **OR** BADM 6940 Land Use Law & Planning
- CVEN 5206 Design Development

***Sustainability & Real Estate***

Sustainable real estate development is increasingly important within the real estate industry. This focus will give you the tools to effectively evaluate, manage and recognize opportunities in real estate from a sustainable development perspective.

Opportunities exist in real estate development firms, REITs, environmental agencies and other companies with an interest in sustainable business practices.

*These courses are highly recommended for a sustainability & real estate portfolio:*

- MBAX 6600 Real Estate Principles
- MBAX 6610 Real Estate Finance and Investment Analysis
- MBAX 6630 Real Estate Economics
- MBAX 6640 Real Estate Law
- MBAX 6620 Real Estate Project Competition
- MBAX 6815 Sustainable Real Estate

Please visit the CU Real Estate Center website at  
<http://realestate.colorado.edu/>

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