

BUSINESS: REAL ESTATE AND URBAN LAND ECONOMICS, MBA

REQUIREMENTS

MINIMUM GRADUATE SCHOOL REQUIREMENTS

Review the Graduate School minimum academic progress and degree requirements (<http://guide.wisc.edu/graduate/#policiesandrequirements>), 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. Details can be found in the Graduate School's Minimum Graduate Coursework (50%) policy (https://policy.wisc.edu/library/UW-1244).

Overall	3.00 GPA required.
Graduate GPA Requirement	This program follows the Graduate School's GPA Requirement policy (https://policy.wisc.edu/library/UW-1203 (https://policy.wisc.edu/library/UW-1203/)).
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 three 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
Required Core Courses		
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
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 Management	2
OTM 732	Economics for Managers	2

Required 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
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Total Credits **52**

Path II - Applied Real Estate Investment

Code	Title	Credits
Required Core Courses		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT IS 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	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 Management	2
OTM 732	Economics for Managers	2
Required Specialization Courses		
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
Total Credits		52

Path III - Private Equity Investment

Code	Title	Credits
Required Core Courses		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT IS 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	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 Management	2
OTM 732	Economics for Managers	2
Required Specialization Courses		
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
Total Credits		52

Path IV - Affordable Housing and Sustainable Development

Code	Title	Credits
Required Core Courses		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
ACCT IS 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	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 Management	2
OTM 732	Economics for Managers	2
Required 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/ 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 611	Residential Property Development	3
REAL EST 651	Green - Sustainable Development	3
REAL EST 765	Contemporary Topics ¹	6
Approved Electives (see list below for possible course options)*		9
Total Credits		52

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Students will need to take REAL EST 765 Contemporary Topics twice for three credits to meet this requirement.

Code	Title	Credits
* Approved Electives		
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	2-3
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