

## Course Plan for Real Estate Management

The following course of study is recommended to students preparing for careers emphasizing Real Estate Management:

- Complete all general University course requirements for the B.S. degree
- Complete all of the required College of Business core courses
- Complete the required courses in the Finance core
- Complete the following electives:  
FIL 260, FIL 360, and two\* from FIL 250, 318, 343, 381, 398,\*\* or other approved Finance electives

\* The course of study described here reflects requirements under the 2006 – 07 and later Illinois State University Undergraduate Catalogs. Requirements are slightly different for students following earlier catalogs; for example, only one other Finance elective must be completed.

\*\*A student may choose only one non-traditional Finance elective for major credit. Non-traditional electives include Internship and Business Study Abroad experiences.

At this time the department offers only two courses devoted fully to real estate topics. They are FIL 260, Real Estate Principles and FIL 360, Real Estate Investment and Financing. The 260 course is a prerequisite to the 360 course, and the 360 course is offered only in the Spring semester of each year, so any student wishing to take FIL 360 should plan accordingly. (In an unusual case the department chair may grant a student permission to take the 260 and 360 courses concurrently.) Other dedicated real estate courses may at some point be offered; for example, the FIL Department has considered the creation of a Real Estate Law class.

A student hoping to build a career in Real Estate Management should select other finance electives that are suitable to the desired field of endeavor. Prospective mortgage lenders might consider FIL 318: Management of Financial Institutions; those hoping to work in securitization, appraisal, or other real estate investment applications might consider FIL 343: Security Analysis and Portfolio Management; and those looking toward careers in property management or real estate brokerage might consider FIL 250: Introduction to Risk and Insurance. An especially useful elective choice can be a real estate-related experience through FIL 398: Professional Practice Finance Internship. A student interested in a sales-oriented real estate career might also consider taking additional Marketing courses as University-wide electives.