



# Major in Real Estate

**CSUN NAZARIAN**  
COLLEGE OF BUSINESS & ECONOMICS

*The Department of Business Law  
David Nazarian College of Business and Economics*

California State University, Northridge  
Northridge, CA 91330-8378

## OVERVIEW

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The option in Real Estate covers both theoretical and practical aspects of real estate and provides an academic foundation for careers in real estate. California State University, Northridge has one of the most extensive real estate programs among the 23 California State University campuses and is represented on California's Real Estate and Land Use Institute

board. Our mission is to equip students with the academic knowledge, problem-solving, analytical, and professional skills needed to achieve their personal and professional goals. Students completing the option in Real Estate will have satisfied most of the educational requirements for the California Real Estate Broker's license and the Real Estate Appraiser's license.

## FACULTY

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The Real Estate faculty are committed to excellence in teaching and research. They have real world experience and scholarly expertise in diverse areas such as real estate market analysis and development, finance, sales, investment and appraisal, and real estate law. The faculty have been consistently recognized for their teaching excellence.

## CAREERS IN REAL ESTATE

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The Real Estate option is designed for students with career interests in the various functional fields of real estate, including brokerage, appraisal, finance, investment, development and asset management, and service areas such as escrow and title insurance. The skills with which students in the option will become familiar are applicable in virtually all business fields.

# PROGRAM REQUIREMENTS

**Total Units in the Major/Option: 70-71**  
**General Education Units: 33**  
**Additional Units: 16-17**

**Total Units Required for  
the B.S. Degree: 120**

## 1. Common Lower Division Business Core (27-28 units)

### **ACCT 220**

Introduction to Financial Accounting (3)

### **ACCT 230**

Introduction to Managerial Accounting (3)

### **BLAW 280**

Business Law I (3)

### **ECON 160**

Principles of Microeconomics (3)

### **ECON 161**

Principles of Macroeconomics (3)

### **ENGL 205**

Business Communication in its Rhetorical Contexts (3)

### **IS 212**

Information Systems for Business Users (3)

### **MATH 103**

Mathematical Methods for Business (3)\*

### **SOM 120**

Basic Business Statistics (3)\*\*

\*MATH 103 or a higher-level mathematics course (e.g., Calculus: MATH 150A or MATH 255A) must be completed with a grade of "C" or better.

\*\*The 4-unit MATH 140BUS course also satisfies this requirement.

## 2. Common Upper Division Business Core (19 units)

### **BUS 302**

The Gateway Experience (3)

### **BUS 302L**

The Gateway Experience Laboratory (1)

### **BUS 497A or BUS 497B**

Capstone (3)

### **FIN 303**

Financial Management (3)

### **MGT 360**

Management and Organizational Behavior (3)

### **MKT 304**

Marketing Management (3)

### **SOM 306**

Operations Management (3)

## 3. Required Upper Division Courses, Option in Real Estate (24 units)

### **BLAW 308**

Business Law II (3)

### **BLAW 481**

Real Estate Law (3)

### **RE 412**

Real Estate Practice (3)

### **RE 414**

Real Estate Principles (3)

### **RE 416**

Real Estate Appraisal (3)

### **RE 418**

Real Estate Market and Development Analysis (3)

### **RE 420**

Real Estate Finance (3)

Select 3 units from the following:

### **BLAW 368**

Law, Business and Ethics (3)

### **BLAW 453**

Negotiation (3)

### **MGT 456**

Negotiation and Conflict Management (3)

## 4. General Education Units (48 units)

Undergraduate students must complete 48 units of general education as described in this catalog, including 3 units of coursework meeting the Ethnic Studies (ES) graduation requirement.

Fifteen units are satisfied by the following courses in the major: **MATH 103** satisfies Basic Skills B4 Mathematics/Quantitative Reasoning; **FIN 303** satisfies B5 Scientific Inquiry and Quantitative Reasoning; **ECON 160** and **ECON 161** satisfy D1 Social Sciences, and **IS 212** satisfies E Lifelong Learning and fulfills the Information Competence requirement.

If taken, **BLAW 391** satisfies three upper division F Comparative Cultural Studies units.





## FURTHER READINGS

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For the latest articles about careers in the field of real estate, visit:

<https://www.csun.edu/blaw/real-estate>

For more information, please contact:

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