

# REAL ESTATE (RFD)

## Real Estate (RFD) Courses

### RFD 3523. Real Estate Law. (3-0) 3 Credit Hours.

Topics may include the legal environment of real property ownership and transfer and legal brokerage; estates in land; sales contracts; mortgage transactions; title conveyances; landlord and tenant; restrictions and zoning; eminent domain; and negotiations. (Same as BLW 3523. Credit cannot be earned for both RFD 3523 and BLW 3523.) Generally offered: Fall. This course has Differential Tuition. Course Fee: DL01 \$75.

### RFD 3533. Principles of Construction for Real Estate Professionals. (3-0) 3 Credit Hours.

Prerequisites: Real Estate Finance Development major or consent of instructor. The principles of construction methods and management with application to sustainable real estate development and adaptive reuse, facility and property management, real estate brokerage and real estate lending. Topics include building code requirements, AIA forms, assembling and interpreting construction documents, construction materials and methods, LEED construction requirements, tenant improvements, construction cost estimating and project cost tracking, and construction project management. This course has Differential Tuition. Course fee: DL01 \$75.

### RFD 3571. Real Estate Seminar. (1-0) 1 Credit Hour.

Prerequisite: Declared Real Estate Finance and Development major or minor. Weekly presentations of current topics in real estate. This seminar may be repeated one time for a total of two semester credit hours. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41; LRB1 \$15.41.

### RFD 4303. Facility and Property Management Policies and Procedures. (3-0) 3 Credit Hours.

Prerequisite: MGT 3013. The implementation of professional policies, standards, practices, and procedures for the leasing, operation and maintenance of facilities. Topics include the facility management profession, leasing, and the acquisition, installation, operation, maintenance and disposition of building systems, furniture and fixtures, and grounds and exterior elements. (Formerly FM 4303 and MGT 4303. Credit cannot be earned for more than one of the following: FM 4303, MGT 4303, or RFD 4303.) This course has Differential Tuition.

### RFD 4313. Facility and Property Management Practices. (3-0) 3 Credit Hours.

Prerequisite: MGT 3013. The application of management practices to the operation of facilities. Topics include the study of human and environmental factors, building safety, building audits, building technology, emergency preparedness, the use and changing uses of facilities, and continuous quality improvement. (Formerly FM 4313 and MGT 4313. Credit cannot be earned for more than one of the following: FM 4313, MGT 4313, or RFD 4313.) This course has Differential Tuition.

### RFD 4733. Principles of Sustainable Real Estate Development. (3-0) 3 Credit Hours.

Prerequisites: FIN 4713, FIN 4723, and RFD 3533. The examination of the principles involved in creating value through the real estate development process. Economic, regulatory, planning, sustainability, financing, management and disposition issues are considered in the marketing and financial analyses of development prospects. Generally offered: Fall, Spring. This course has Differential Tuition. Course fee: DL01 \$75.

### RFD 4743. Real Estate Decision Making. (3-0) 3 Credit Hours.

Prerequisite: FIN 3433. This course introduces students to real estate market and investments analysis. Topics may include real estate market analysis, commercial research resources and processes, Excel modeling, and Argus Enterprise. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41; LRB1 \$15.41.

### RFD 4753. Real Estate Contracts. (3-0) 3 Credit Hours.

Prerequisite: FIN 3433. This course introduces students to real estate contracts. Topics may include common law contract and statutory contract law elements, types and forms of common law contracts and leases, residential and commercial contract/lease review, understanding contract terms and clauses, negotiation, and any other legal or regulatory issues related to contracts or leases. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41; LRB1 \$15.41.

### RFD 4763. Real Estate Marketing. (3-0) 3 Credit Hours.

Prerequisite: MKT 3013. Focuses on the processes involved in professionally marketing and selling real estate. Emphasis is on integrating the four elements of a marketing mix—promotion, place, product, and price—and showing how they are used within the real estate industry to create marketing strategies. Formerly MKT 4763, credit cannot be earned for both MKT 4763 and RFD 4763. This course has Differential Tuition.

### RFD 4773. Real Estate Data Analysis. (3-0) 3 Credit Hours.

Prerequisite: Declared Real Estate Finance and Development major or minor. Study of applications and quantitative real estate market data to support business decision making. This course has Differential Tuition.

### RFD 4853. Real Estate Appraisal. (3-0) 3 Credit Hours.

Prerequisite: FIN 3013 and FIN 3433. Functions and methods of property valuation, including comparable sales analysis, cost depreciation analysis, and income capitalization; residential and income property appraisal techniques and reporting. (Same as FIN 4853. Credit cannot be earned for both RFD 4853 and FIN 4853. Real Estate Finance and Development majors cannot take FIN 4853 to meet degree requirements.) This course has Differential Tuition.

### RFD 4911. Independent Study. (0-0) 1 Credit Hour.

Prerequisite: A 3.0 Carlos Alvarez College of Business grade point average (see academic advisor for required forms). Independent reading, research, discussion, and/or writing under the direction of a faculty member. May be repeated for credit, but not more than 6 semester credit hours of independent study, regardless of discipline, will apply to a bachelor's degree. This course has Differential Tuition.

### RFD 4912. Independent Study. (0-0) 2 Credit Hours.

Prerequisite: A 3.0 Carlos Alvarez College of Business grade point average (see academic advisor for required forms). Independent reading, research, discussion, and/or writing under the direction of a faculty member. May be repeated for credit, but not more than 6 semester credit hours of independent study, regardless of discipline, will apply to a bachelor's degree. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41.

### RFD 4913. Independent Study. (0-0) 3 Credit Hours.

Prerequisites: A 3.0 Carlos Alvarez College of Business grade point average (see academic advisor for required forms). Independent reading, research, discussion, and/or writing under the direction of a faculty member. May be repeated for credit, but not more than 6 semester credit hours of independent study, regardless of discipline, will apply to a bachelor's degree. This course has Differential Tuition.

**RFD 4923. Internship in Real Estate. (0-0) 3 Credit Hours.**

Prerequisites: Declared major in Real Estate Finance and Development and 6 semester credit hours of upper-division real estate or finance courses, a 2.5 UTSA grade point average, and approval in writing from the instructor, the Department Chair, and the Associate/Assistant Dean of Undergraduate Studies in the Carlos Alvarez College of Business. Directed internship of at least 200 hours of work under the supervision of a real estate professional providing students with opportunities to apply concepts, principles, and techniques learned in the classroom. Written report required. A proposal form must be completed and approved prior to registration. Internship may be repeated once for a total of 6 semester credit hours. (Formerly FIN 4923. Credit cannot be earned for both FIN 4923 and RFD 4923.) Generally offered Fall, spring, and summer. This course has Differential Tuition.

**RFD 4951. Special Studies in Real Estate. (1-0) 1 Credit Hour.**

Prerequisite: Declared Real Estate Finance and Development major or minor. An organized course offering the opportunity for specialized study not normally or not often available as part of the regular course offerings. Special Studies may be repeated for credit when the topics vary, but not more than 6 semester credit hours, regardless of discipline, will apply to a bachelor's degree. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41; LRB1 \$15.41.

**RFD 4952. Special Studies in Real Estate. (2-0) 2 Credit Hours.**

Prerequisite: Declared Real Estate Finance and Development major or minor. An organized course offering the opportunity for specialized study not normally or not often available as part of the regular course offerings. Special Studies may be repeated for credit when the topics vary, but not more than 6 semester credit hours, regardless of discipline, will apply to a bachelor's degree. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41; LRC1 \$15.41.

**RFD 4953. Special Studies in Real Estate. (3-0) 3 Credit Hours.**

Prerequisite: Declared Real Estate Finance and Development major or minor. An organized course offering the opportunity for specialized study not normally or not often available as part of the regular course offerings. Special Studies may be repeated for credit when the topics vary, but not more than 6 semester credit hours, regardless of discipline, will apply to a bachelor's degree. This course has Differential Tuition. Course Fee: BISP \$10; BTSI \$15.41; LRB1 \$15.41.