

3 November 2020

TO: Faculty Senate

FROM: Paul Loikith, Chair, Graduate Council

RE: Graduate Certificate in Real Estate Investment and Finance

The following proposal has been approved by the Graduate Council and is recommended for approval by the Faculty Senate.

You may read the full text of the program proposal, as well as Budget Committee comments, at the [Online Curriculum Management System \(OCMS\) Curriculum Dashboard](#).

## **PROPOSAL SUMMARY FOR School of Business**

### **Graduate Certificate in Real Estate Investment and Finance**

#### **Certificate Type**

Graduate certificate: Admission to graduate status required

#### **Effective Term**

Fall 2021

#### **Overview of the Program**

The Graduate Certificate in Real Estate Investment and Finance will provide students specialized knowledge concerning analyzing real estate investments, including core finance concepts, pro-forma modeling, valuation of real estate assets, and assessment of market demand. The Certificate will prepare students for careers in corporate real estate, underwriting, investment analysis, and appraisal or valuation.

The Certificate is designed to serve both as a stand-alone degree as well as a complement to other Master degrees, including Master of Real Estate Development, Master of Science in Finance, and the Master of Business Administration. Students will acquire skillsets in terms of Critical Thinking, Communication, and Data Analysis.

#### **Evidence of Need**

PSU Center for Real Estate's Advisory Board was asked to gather data from their employees as to the skillsets desired in the marketplace. Through informal conversations as well as a survey of 54 respondents from these firms, it was clear that real estate finance is the most desired body of knowledge, with 27 respondents indicating they wanted additional education in real estate finance.

Many professionals in commercial real estate have contacted the Center looking for this kind of training. The focus of the majority of real estate graduate level programs nation-wide is in the area of real estate finance, so this proposal would allow our graduate real estate program to have more comparability to other programs.

While the classes in the certificate can be obtained through PSU's MRED degree, we have been told by many prospective students that they would be interested in a shorter degree focused just on real estate finance fundamentals. This degree is geared toward working professionals who may not have the time or funds to pursue the 55 credit MRED degree, but who need real estate finance fundamentals for their daily jobs in fields such as commercial brokerage, finance,

lending, investment, property management, asset management, corporate real estate, or jobs in affordable housing

### **Course of Study**

Students will complete the Graduate Certificate by taking the following courses for a minimum of 18 credits:

Requirements (15 credits):

- RE 521 Real Estate Finance I (4 credits)
- RE 522 Real Estate Finance II (4 credits)
  - MRED students must find a 4-credit substitute for RE 522.
- RE 539 Real Estate Valuation I (4 credits)
- RE 548 Real Estate Market Analysis (3 credits)

3-4 elective credits from the following:

- RE 523 Real Estate Investment Analytics (4)
- USP 596 Affordable Housing Finance (3)
- RE 533 Commercial Property and Asset Management (4)
- ACTG 511 Financial Reporting (4)
- ACTG 550 Advanced Financial Reporting (4)