



The Real Estate Major

at the Darla Moore School of Business

Real estate majors learn to:

- Understand the importance and role of real estate in national and international economies
- Understand the legal foundations of real estate and conveyance of real estate interest
- Apply basic present value and future value analysis to real estate decisions
- Understand the basic concepts of real estate finance
- Value real estate, including residential and income-producing properties

Potential career pathways include:

- Real estate broker
- Real estate sales agent
- Appraiser
- Financial examiner
- Lawyer

USC real estate graduates are eligible to immediately sit for the South Carolina Real Estate Broker's Licensing Exam, exempting three years of otherwise required professional experience and 150-160 hours of mandated course work. Reciprocity of licensure is available with other states.

Companies that have recently hired Moore School real estate majors include **CB Richard Ellis**, **ERA Wilder Realty** and **Continental Realty Corporation**.

According to a recent USC Career Center survey, the average starting salary for Moore School real estate graduates is **\$52,500**.

Major Requirements:

Students pursuing a real estate degree must complete 15 hours. All students take **FINA 366**: Introduction to Real Estate and Urban Development

Students then select three of the following courses:

- **ECON 500**: Urban Economics
- **FINA 367**: Real Estate Market Analysis
- **FINA 466**: Real Estate Investment Fundamentals
- **FINA 467**: Real Estate Finance
- **FINA 468**: Real Estate Appraisal

- **GEOG 344**: Geography of American Cities
- Students choose one of the following courses:
- **FINA 365**: Corporate Financial Analysis
 - **FINA 469**: Investment Analysis and Portfolio Management
 - **FINA 470**: Financial Statement Analysis

Students also select a minor or a program of approved directed course work.

Note that these are the 2017-18 major requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.



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Real Estate Beyond the Classroom

Extracurricular areas to enhance your real estate degree include:

- **Community Service** — Moneythink, CFIA, Gamma Iota Sigma, Alpha Kappa Psi
- **Diversity and Social Advocacy** — Moneythink, Diversity and Inclusion Council
- **Global Learning** — Some finance courses (FINA 341, IBUS 401) include international components in the curriculum
- **Peer Leadership** — CFIA, Gamma Iota Sigma, Moore School Student Ambassadors, Beta Gamma Sigma business honor fraternity
- **Professional Practice** — South Carolina Organization for Real Estate, Beta Alpha Psi, Alpha Kappa Psi
- **Research** — Some finance courses (FINA 365, FINA 470) include research components in the curriculum

Work in many of these extracurricular areas can contribute to one or more of the paths to Graduation with Leadership Distinction. Find out more at http://sc.edu/about/initiatives/usc_connect

Real Estate Business Analytics Concentration

Students may add the real estate business analytics concentration to their degree. This concentration requires four additional analytics courses, which are specified by the finance department.

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