

FINANCE MAJOR

Real Estate Concentration

FIR 1220 - Personal Financial Management is recommended for all finance majors during the Freshman year.

WHAT YOU CAN DO WITH IT

- Buying, selling or leasing property for residential, commercial or industrial uses
- Managing, financing or evaluating residential, commercial and industrial properties
- Developing subdivisions, shopping centers and other properties

CAREER OPPORTUNITIES

Opportunities in leasing, property management, mortgage lending, corporate real estate analysis, real estate development, appraisal, and brokerage (residential or commercial).

SCHOLARSHIPS AND INTERNSHIPS

- Scholarships are available (from \$250 to \$2000) to a number of students
- Campus and off-campus opportunities through area internship programs, and industry introductory position
- **A maximum of 3 credit hours of internship may be used in the major.**

REAL ESTATE FRATERNITY

Rho Epsilon/Lambda Alpha, our professional real estate fraternity, meets with top real estate professional at a variety of presentations and field trips. Employment opportunities are realized through the fraternity's Career Night and its resume service.

Course Requirements (24 hours)

Valid Catalog: 2019

A minimum 2.25 GPA is required in the major.

Required Courses: (15 hours)

FIR 3310 (3)	Real Estate Principles
FIR 3710 (3)	Investments (Prerequisite: FIR 3410)
FIR 3720 (3)	Financial Markets (Prerequisite: FIR 3410)
FIR 4320 (3)	Real Estate Finance
FIR 4350 (3)	Real Estate Investment Principles

Choose 3 courses from: (9 hours)

FIR 1220 (3)	Personal Financial Management
FIR 4310 (3)	Real Estate Law
FIR 4340 (3)	Real Estate Appraisal
FIR 4440 (3)	Managerial Finance (Prerequisite: FIR 3410)
FIR 4710 (3)	Commercial Banking (Prerequisite: FIR 3410)
FIR 4720 (3)	Management of Financial Institutions (Prerequisite: FIR 3410)
FIR 4911 (3)	Internship in Finance (Prerequisite: FIR 3410, 2.75 GPA, 15 hours completed in UD business, 6 hours completed in major)
ESCI 4515 (3)	Geographic Information Science (Prerequisite: ESCI 1010 or 1020)

Certificate programs: Financial Analyst Certificate, Financial Planner Certificate, Professional Real Estate Certificate and Bloomberg Certification available. Contact the FIR Department or academic advisor for more information

Minor for Business majors: FIR 3310, plus six hours from FIR 1220, 4310, 4320, 4340, 4350, 4911

Minor for Non-Business majors: ACCT 2010, ECON 2020, FIR 3310, 3410, plus nine hours from FIR 1220, 4310, 4320, 4340, 4350, 4911

Real Estate Program Coordinator: Dr. Mark Sunderman, (901) 678-5930, msndrman@memphis.edu

FINANCE MAJOR
REAL ESTATE Concentration Typical 4 year sequence

FRESHMAN Year

	Hours		Hours
ENGL 1010 ¹	3	ENGL 1020 ¹ (ENGL 1010)	3
FIR 1220 or Elective ²	1-3	History ¹	3
Humanities ¹	3	Humanities ¹	3
MIS 2749	3	ECON 2010	3
MATH 1710 (if needed) ²	3	MATH 1830 (MATH 1710)	3
Semester Total	13-15	Semester Total	15

SOPHOMORE Year

	Hours		Hours
ACCT 2010	3	ACCT 2020 (ACCT 2010, MATH 1710 or 1830)	3
ENGL 2201 or 2202 ¹ (ENGL 1010, 1020)	3	History ¹	3
Natural Science with lab ¹	4	Natural Science with lab ¹	4
COMM 2381 ¹	3	ECON 2020	3
SCMS 2710 (MATH 1830) or MATH 1530	3	Elective ²	3
Semester Total	16	Semester Total	16

JUNIOR Year

	Hours		Hours
FIR 3410 (ACCT 2010; ECON 2020; SCMS 2710 or MATH 1530)	3	Major elective	3
ACCT 3130	3	FIR 3720 (FIR 3410)	3
SCMS 3711 (SCMS 2710 or MATH 1530)	3	SCMS 3510 (SCMS 3711)	3
MIS 3210 (LD business core completed)	3	MGMT 3510 (MIS 2749)	3
MGMT 3110	1-3	FIR 3310	3
Semester Total	13-15	Semester Total	15

SENIOR Year

	Hours		Hours
FIR 3710 (FIR 3410)	3	FIR 4350	3
FIR 4320 (FIR 3410)	3	MKTG 3010	3
Major elective	3	International Business ³	3
Major elective	3	MGMT 4710 (MGMT 3110, 3510, graduating senior)	3
Elective ²	3	Elective ²	3
Semester Total	15	Semester Total	15

(Prerequisites)

Effective catalog: 2019

TOTAL Hours: 120-122

Total hours required for graduation: 120

¹General Education Requirements

²Electives can be any lower or upper division course offered by the University. Any course specific prerequisites must be met. Student may apply no more than two semester hours of physical activity courses to the minimum degree requirements of 120 hours

³Student must select one of the following: ACCT 4625; ECON 4350, 4351; FIR 4550; MIS 4310, 4321; MGMT 4510, 4810; MKTG 4530. Course will satisfy both the Major Elective Requirement and the International Business Requirement in the Upper Division Core if selected course is within the student's designated major. If the student uses this course for both the International Business Requirement in the UD Core and a major elective, the student may need an additional 3 hour elective to meet the minimum 120 hours for graduation.