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## Proposal to the Senate Educational Policy Committee

*Please replace all text in italic with appropriate information before submitting your proposal.  
Your entries should be in regular (not italic) font.*

**PROPOSAL TITLE:** Establish a new Graduate Concentration in Real Estate

**SPONSOR:** Louis K.C. Chan, Professor of Finance, Department Chair of Department of Finance, and Hoeft Professor of Business; 333-6391; [l-chan2@illinois.edu](mailto:l-chan2@illinois.edu)

**COLLEGE CONTACT:**

Shelley Campbell, [scampbe2@illinois.edu](mailto:scampbe2@illinois.edu), 244-3309

Roger Cannaday, [rcannada@illinois.edu](mailto:rcannada@illinois.edu), 333-2278

**BRIEF DESCRIPTION:** We are proposing a new Graduate Concentration in Real Estate for our MBA and MAS students in the College of Business. We have eight real estate courses that MBA and MAS students can take for graduate credit and our undergraduate real estate program is consistently ranked in the top ten by U.S. News & World Report. The requirement for the concentration would be that students would need to take the following courses for a total of at least 12 graduate credit hours: FIN 541 Real Estate Economics (concurrent proposal to change name to Real Estate Fundamentals), and two of the following courses: FIN 544 Urban Real Estate Valuation, FIN 545 Real Estate Investment, FIN 546 Real Estate Financial Markets, FIN 443 Legal Aspects of Real Estate, FIN 447 Real Estate Development, 4 hours each; of which at least one must be FIN 545 or FIN 546.

**JUSTIFICATION:** Approximately 20 MBA students have formed an MBA Real Estate Club and have requested that we offer a Concentration in Real Estate for MBA students. Many real estate firms, especially in the Chicago area, are already recruiting our students and the MBA students feel that having an official concentration in real estate will help them in their pursuit of real estate jobs. MBA students already take many of our real estate courses and if Real Estate was an official concentration, we would attract even more to the real estate courses; we have the capacity to add more students to each course.

The availability of the concentration is expected to help accommodate an increased enrollment in the 5-year BS/MS program offered by the Department of Accountancy (Master of Science in Accountancy MAS). The Department of Accountancy has specifically requested this graduate concentration as a way of enhancing their program, and

meet the recruiting requirements of accounting firms many of whom have significant real estate divisions.

**BUDGETARY AND STAFF IMPLICATIONS:** *(Please respond to each of the following questions.)*

1) Resources

- a. How does the unit intend to financially support this proposal? No additional financial support will be needed; we are already offering the courses and there is additional capacity in each course to add more MBA students.
- b. How will the unit create capacity or surplus to appropriately resource this program? Sufficient capacity in terms of courses already exist. If applicable, what functions or programs will the unit no longer support to create capacity? Not applicable
- c. Will the unit need to seek campus or other external resources? No. If so, please provide a summary of the sources and an indication of the approved support. N.A.
- d. Please provide a letter of acknowledgment from the college that outlines the financial arrangements for the proposed program. No such letter is needed.

2) Resource Implications

- a. Please address the impact on faculty resources including the changes in numbers of faculty, class size, teaching loads, student-faculty ratios, etc. No additional faculty will be needed; class sizes may increase for real estate courses but we have sufficient capacity to accommodate expected increases.
- b. Please address the impact on course enrollment in other units and provide an explanation of discussions with representatives of those units. No impact on other units.
- c. Please address the impact on the University Library No impact on the University Library.
- d. Please address the impact on technology and space (e.g. computer use, laboratory use, equipment, etc.) No such impact expected.

For new degree programs only:

- 3) Briefly describe how this program will support the University's mission, focus, and/or current priorities. Include specific objectives and measurable outcomes that demonstrate the program's consistency with and centrality to that mission.
- 4) Please provide an analysis of the market demand for this degree program. What market indicators are driving this proposal? What type of employment outlook should these graduates expect? What resources will be provided to assist students with job placement?
- 5) If this is a proposed graduate program, please discuss the programs intended use of waivers. If the program is dependent on waivers, how will the unit compensate for lost tuition revenue?

**DESIRED EFFECTIVE DATE:** Fall Semester 2016

**STATEMENT FOR PROGRAMS OF STUDY CATALOG:**

**Graduate Concentration in Real Estate:**

The concentration in Real Estate is designed to prepare MBA/MAS students for jobs in real estate or real estate related fields. In addition to learning the “language” of real estate, most of the courses will emphasize analytical techniques for evaluating potential investments in real estate, with the emphasis on commercial real estate. Students will be prepared for entry level and more advanced jobs in a variety of areas related to real estate: for example, working as an analyst for Real Estate Investment Trusts, real estate investment divisions of major insurance companies, real estate valuation divisions of major accounting firms, major international real estate firms such as CBRE, Colliers International and Jones Lang LaSalle, real estate development firms, etc. The concentration requires 12 hours of graduate credit in real estate courses within the Department of Finance. There are no prerequisites. Courses taken for this concentration cannot also be counted toward another concentration.

Admission to the concentration requires enrollment in the MBA or MAS programs and approval by the Department of Finance.

|   |                               |           |
|---|-------------------------------|-----------|
| FIN 541   | Real Estate Economics         | 4         |
| Pick two of the following (*at least one of these courses must be Fin 545 or 546) |                               |           |
| FIN 443   | Legal Aspects of Real Estate  | 8         |
| FIN 447   | Real Estate Development       |           |
| FIN 544   | Urban Real Estate Valuation   |           |
| FIN 545 *   | Real Estate Investment        |           |
| FIN 546 *   | Real Estate Financial Markets |           |
| <b>Total Hours</b>  |                               | <b>12</b> |



**From:** [McKinney, Allison Ann](#)  
**To:** [Martensen, Kathy](#)  
**Subject:** Proposal from the College of Business  
**Date:** Friday, November 11, 2016 3:58:07 PM  
**Attachments:** [Proposal Grad Concentration in Real Estate.pdf](#)

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Dear Kathy,

Please see attached for a proposal from the College of Business to "Establish a Graduate Concentration in Real Estate". The proposal was received in the Graduate College on October 4, 2016 and was reviewed by the Graduate College Executive Committee on October 18, 2016. The committee approved the proposal pending receipt of the following revisions:

1. Revised program of study statement to include a table for the course listings.
2. Include statement clarifying double counting across other concentrations available to MBA students. If students take a course intended for this concentration, can it also apply towards another concentration?
3. Confirmation on which business programs this concentration will be available for.

Those revisions and points of clarifications have been received and we find that this proposal meets the standards of Graduate Education at Illinois. We now forward for your review.

Sincerely,

Allison McKinney  
Director  
Academic Programs, Policy and Academic Services  
Graduate College

UNIVERSITY OF ILLINOIS  
AT URBANA-CHAMPAIGN

College of Business  
Office of the Dean  
260 Wohlers Hall  
1206 South Sixth Street  
Champaign, IL 61820-6980



TO: Allison McKinney  
Graduate College  
204 Coble Hall, MC-32

FROM: Mark Peecher *mg*

DATE: July 19, 2016

RE: Approval of Finance Department Proposal

The College of Business requests approval of the enclosed Masters concentration in Real Estate from the Finance Department.

The appropriate committees at the department and college levels have reviewed the proposal and approval has been recommended. I also recommend approval. If you have questions, please call 333-2747.

/vgf  
Enclosures.

Cc: VG France; Shelley Campbell; Louis Chan

UNIVERSITY OF ILLINOIS  
AT URBANA-CHAMPAIGN

EP.17.35

Office of the Provost and Vice Chancellor  
for Academic Affairs

Swanlund Administration Building  
601 East John Street  
Champaign, IL 61820



November 11, 2016

Bettina Francis, Chair  
Senate Committee on Educational Policy  
Office of the Senate  
228 English Building, MC-461

Dear Professor Francis:

Enclosed is a copy of a proposal from the College of Business to establish a graduate concentration in Real Estate.

Sincerely,

A handwritten signature in cursive script that reads "Kathryn A. Martensen".

Kathryn A. Martensen  
Assistant Provost

Enclosures

c: A. McKinney  
S. Campbell  
R. Cannaday  
L. Chan  
M. Peecher  
A. Edwards