

# ACCELERATED MBA IN REAL ESTATE

## Overview

The Miami Herbert Business School offers an accelerated MBA program with a concentration in real estate highlighted by two internship opportunities. Bringing together the School's strengths in management education with the strengths of the UM School of Architecture in new urbanism, the program prepares students to succeed in commercial real estate market careers. This program is designed to meet the needs of the student with an undergraduate degree in business. Applicants must demonstrate successful completion of the core business courses: Financial and Managerial Accounting, Microeconomics, Macroeconomics, Statistics, Calculus, Organizational Behavior, Operations Management, Marketing, and Finance.

To obtain detailed program admission information, please reference the program brochure which can be requested by contacting Graduate Business Admissions at 305-284-2510, by email at [mba@miami.edu](mailto:mba@miami.edu) or visiting the Miami Herbert Business School website (<https://herbert.miami.edu/graduate/find-and-compare-programs/real-estate-mba/>).

## Admission Requirements

The following is a list of the required conditions as well as the required documents for your application for admission.

- Completed application for admission submitted through BusinessCAS.
- A baccalaureate degree from an accredited institution.
  - Official academic transcripts from all previously attended post-secondary institutions must be submitted directly to BusinessCAS.
  - Academic transcripts from institutions outside of the United States must be verified by an approved international credentialing evaluation service such as World Education Services to confirm degree equivalency and GPA calculation.
- Successful completion of business prerequisite courses in areas of accounting, economics, statistics, finance, marketing, organizational behavior, and operations management. Please see below for complete list of pre-requisite courses:
  - Managerial Accounting - must have completed equivalent of ACC 212 (3 credits)
  - Economics - Must have completed equivalent of ECO 212 (3 credits)
  - Finance - no background necessary
  - Marketing - must have completed the equivalent of MKT 201 (3 credits)
  - Organizational Behavior - must have completed the equivalent of MGT 304 (3 credits)
  - Operations Management - must have completed the equivalent of MGT 303 (3 credits)
  - Statistics - must have completed the equivalent of MAS 201 (3 credits) and MAS 202 (3 credits)
- A current resume outlining your professional and academic achievements is required. For the Accelerated MBA in Real Estate, at least one year of full-time experience prior to enrollment is required. For dual-degree applicants, experience gained through internships, projects, and leadership roles may be considered.
- Personal statement (up to 600 words) and a short-essay response to the program-related question in BusinessCAS.
- At least one letter of recommendation is required. Up to three may be submitted.
- GMAT/GRE score report – A valid test score (less than 5 years old) is optional.
  - GMAT Institution Code: 7NV-S1-96 (or the locator code specific to your program of interest)
  - GRE Institution Code: 5815
- Duolingo English Test (DET), IELTS and TOEFL score report – A valid score (less than 2 years old) is required as proof of English proficiency for international applicants who did not receive a degree in the United States or a foreign country where English is the primary language. The following minimum score is required for admission to a graduate business degree program.
  - TOEFL - 94 or above; Institution code: 5815
  - IELTS - 7.0 or above; Institution code: 4861
  - DET – 125 or above

If you do not yet have a GMAT or GRE test score and/or a TOEFL or IELTS score (international candidates only), you may complete and submit your application prior to taking the exam by indicating your approximate date within the Standardized Tests tab in the Academic History section. Select "Add Test Score" by the relevant test, then indicate that you have not yet taken the exam and add your estimated test date in the section provided.

We encourage candidates to upload unofficial transcripts and test scores with their BusinessCAS application in order to expedite the review of their file while official documents are processed.

## QUESTIONS?

Connect with Miami Herbert Business School's graduate enrollment advisors at (305) 284-2510, by email at [mba@miami.edu](mailto:mba@miami.edu), or visit the Miami Herbert Business School website. (<https://herbert.miami.edu/graduate/find-and-compare-programs/real-estate-mba/>)

## Curriculum Requirements

Code	Title	Credit Hours
<b>Required Courses</b>		
ACC 670	Financial Reporting and Analysis	2
BSL 690	Responsible Business	2
BUS 610	Communicating for Career Success	2
BTE 610	Digital Transformation	2
BUS 801	Introduction to Commercial Real Estate: Analysis and Field Experience	3
BUS 802	Commercial Real Estate Field Experience	3
ECO 643	Firms, Institutions, Stakeholders	2
FIN 641	Valuation and Financial Decision Making	2
FIN 642	The Financial Environment	2
FIN 645	Real Estate Finance (Full Semester)	3
FIN 648	Advanced ARGUS	1
FIN 659	Real Estate Capital Markets	2
MAS 632	Management Science Models for Decision Making	2
MGT 609	Leading with Introspection	2
MGT 677	Corporate Strategy and Organization	2
MKT 650	Strategic Marketing	2
RED 601	Introduction to Real Estate Development and Urbanism	3
RED 630	Real Estate Economics and Market Analysis	3
<b>Total Credit Hours</b>		<b>40</b>

## Plan of Study

Code	Title	Credit Hours
<b>Year One</b>		
Summer		
BUS 801	Introduction to Commercial Real Estate: Analysis and Field Experience	3
Fall		
BUS 802	Commercial Real Estate Field Experience	3
Spring		
ACC 670	Financial Reporting and Analysis	2
BTE 610	Digital Transformation	2
BUS 610	Communicating for Career Success	2
ECO 643	Firms, Institutions, Stakeholders	2
FIN 641	Valuation and Financial Decision Making	2
FIN 645	Real Estate Finance	3
FIN 648	Advanced ARGUS	1
FIN 659	Real Estate Capital Markets	2
MAS 632	Management Science Models for Decision Making	2
RED 630	Real Estate Economics and Market Analysis	3
<b>Year Two</b>		
Fall		
BSL 690	Responsible Business	2
FIN 642	The Financial Environment	2
MGT 609	Leading with Introspection	2
MGT 677	Corporate Strategy and Organization	2
MKT 650	Strategic Marketing	2

RED 601	Introduction to Real Estate Development and Urbanism	3
<b>Total Credit Hours</b>		<b>40</b>

## Mission

To develop innovative ideas and principled leaders that transform global business and society.

## Student Learning Outcomes

- The Accelerated MBA in Real Estate students will demonstrate the ability to integrate business information and knowledge within the strategies and perspectives of an organization with a special emphasis on applications within the commercial real estate industry.
- The Accelerated MBA in Real Estate students will demonstrate the ability to understand and utilize the process of critical and analytical thinking in diverse business settings to solve problems and make decisions with a focus on problems and decisions pertaining to commercial real estate investment and use.
- The Accelerated MBA in Real Estate students will demonstrate the ability to gain an awareness of and a sensitivity to issues in business decision-making from an ethical and social perspective (principled leaders).
- The Accelerated MBA in Real Estate students will demonstrate an understanding of business operations and decision-making in a global environment, especially as it pertains to operations and decisions that involve the ownership or the provision of credit to commercial real estate.