

# 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 the Office of Recruiting and Admissions at 305-284-2510 or by visiting the Miami Herbert Business School website (<https://herbert.miami.edu/graduate/find-and-compare-programs/real-estate-mba/>).

## Admission Requirements

The MBA Admissions Committee welcomes applications from individuals with a bachelor's degree (or the equivalent of a U.S. bachelor's degree) from an accredited institution. Acceptance is based upon an evaluation of all credentials presented by the applicant.

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 contact Miami Herbert Business School for a complete prerequisite course list.
- Current resume outlining any professional and/or academic achievements
- Personal statement (up to 600 words) and a short-essay response to the program-related question in BusinessCAS
- A letter of recommendation (up to three allowed). Recommender contact(s) may be submitted through the BusinessCAS portal within the Program Materials section of the application.
- GMAT score report – A valid test score (less than 5 years old) is required. Exam waiver requests or requests to submit a GRE score in place of the GMAT are considered on a case-by-case basis.
- TOEFL or IELTS 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
  - IELTS - 7.0 or above

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>		
BSL 690	Responsible Business	2
BSL 694	Real Estate Law	2
BTE 610	Digital Transformation	2
BUS 610	Communicating for Career Success	2
BUS 801	Introduction to Commercial Real Estate: Analysis and Field Experience	3
BUS 802	Commercial Real Estate Field Experience	3
FIN 641	Valuation and Financial Decision Making	2

FIN 642	The Financial Environment	2
FIN 644	Real Estate Investment and Appraisal	2
FIN 645	Real Estate Finance (Full Semester)	3
FIN 646	Real Estate Market Analysis	2
FIN 648	Advanced ARGUS	1
FIN 649	Non-Profit Consulting Project (Full Semester)	2
FIN 698	Selected Topics in Finance (Real Estate Development)	2
MAS 632	Management Science Models for Decision Making	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>39</b>

Course	Title	Credit Hours
<b>Year One</b>		
<b>Fall</b>		
BUS 802	Commercial Real Estate Field Experience	3
<b>Credit Hours</b>		<b>3</b>
<b>Spring</b>		
BSL 690	Responsible Business	2
FIN 641	Valuation and Financial Decision Making	2
FIN 645	Real Estate Finance	3
MAS 632	Management Science Models for Decision Making	2
BTE 610	Digital Transformation	2
FIN 642	The Financial Environment	2
FIN 648	Advanced ARGUS	1
FIN 649	Non-Profit Consulting Project	2
FIN 698	Selected Topics in Finance	2
<b>Credit Hours</b>		<b>18</b>
<b>Year Two</b>		
<b>Fall</b>		
BSL 694	Real Estate Law	2
BUS 610	Communicating for Career Success	2
FIN 644	Real Estate Investment and Appraisal	2
FIN 646	Real Estate Market Analysis	2
MKT 650	Strategic Marketing	2
MGT 677	Corporate Strategy and Organization	2
RED 601	Introduction to Real Estate Development and Urbanism	3
<b>Credit Hours</b>		<b>15</b>
<b>Graduate Year</b>		
<b>Summer</b>		
BUS 801	Introduction to Commercial Real Estate: Analysis and Field Experience	3
<b>Credit Hours</b>		<b>3</b>
<b>Total Credit Hours</b>		<b>39</b>

## Sample Plan of Study

<b>Year One</b>		<b>Credit Hours</b>
<b>Summer</b>		
BUS 801	Introduction to Commercial Real Estate: Analysis and Field Experience	3
<b>Credit Hours</b>		<b>3</b>

<b>Year Two</b>		
<b>Fall</b>		
BUS 802	Commercial Real Estate Field Experience	3
<b>Credit Hours</b>		<b>3</b>
<b>Spring</b>		
Term One		
BSL 690	Responsible Business	2
BTE 610	Digital Transformation	2
FIN 641	Valuation and Financial Decision Making	2
FIN 645	Real Estate Finance	3
MAS 632	Management Science Models for Decision Making	2
Term Two		
FIN 642	The Financial Environment	2
FIN 648	Advanced ARGUS	1
FIN 649	Non-Profit Consulting Project	2
FIN 698	Selected Topics in Finance	2
<b>Credit Hours</b>		<b>18</b>
<b>Year Three</b>		
<b>Fall</b>		
BUS 610	Communicating for Career Success	2
FIN 644	Real Estate Investment and Appraisal	2
MKT 650	Strategic Marketing	2
RED 601	Introduction to Real Estate Development and Urbanism	3
Term Two		
BSL 694	Real Estate Law	2
FIN 646	Real Estate Market Analysis	2
MGT 677	Corporate Strategy and Organization	2
<b>Credit Hours</b>		<b>15</b>
<b>Total Credit Hours</b>		<b>39</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.