



## MBA Concentration in Real Estate

### From Asset Management to Development and everything in between

Real estate is a universal part of our daily lives; it's where we live, where we work, where we shop, where we eat, and where we gather with friends and family. Making informed decisions about the use, acquisition and development of real estate is essential to both financial prosperity and personal well-being. The **Real Estate MBA** at Rutgers Business School prepares students to be leaders in the real estate industry by offering a creative and innovative curriculum that combines rigorous academic training with real world insights; providing the skills necessary for a successful career in real estate.

MBA students pursuing a concentration in real estate must take six courses in total, four required courses and two electives. The required courses focus on real estate finance, law, and real estate development. Electives, such as capital markets, negotiations, and economic analysis, allow students to acquire specialized knowledge within a particular area of interest.

Students can choose to concentrate in real estate whether they enter the full-time or the part-time MBA program.

[business.rutgers.edu/mba-real-estate](http://business.rutgers.edu/mba-real-estate)

## Curriculum

Our curriculum is built on four core courses -- Aggregate Economic Analysis, Real Estate Finance, Real Estate Law and Real Estate Development -- each designed to give you a profound understanding of issues touching all aspects of the real estate industry. Innovative electives let you zero in on particular parts of the real estate industry that interest you.

### Career Advantages

With an MBA in Real Estate, you'll have access to industry leaders through the newly created Center for Real Estate, which will help provide mentoring, internships and career opportunities in the real estate profession.

The Center is supported by a 70-member advisory board made up of the most influential and innovative real estate firms in the New York/New Jersey metropolitan area who will serve as guest speakers and hire Rutgers graduates. Members of the Advisory Board include CEOs and senior executives at top-tier firms.

#### Careers:

- Investment analysis
- Asset management
- Development
- Commercial and residential brokerage
- Appraisal
- Commercial and investment banking
- Property management
- Mortgage brokerage



*This program is offered in Newark and New Brunswick*



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## Sampling of Courses

### Core Requirements

- Aggregate Economic Analysis
- Real Estate Finance
- Real Estate Law
- Real Estate Development

### Electives

- Real Estate Capital Markets
- Market Analysis and Valuations
- Advanced Financial Management
- Negotiations
- Property Management and Real Estate Investment Management



Get ahead with a career in  
Real Estate at Rutgers



## Faculty Profile



**Professor Davis**, PhD, is the Paul V. Profeta Chair of Real Estate and Academic Director of the Center for Real Estate.

Previously, Davis was the James A. Graaskamp Chair of Real Estate in the

Department of Real Estate at the University of Wisconsin-Madison and was the Academic Director of the James A. Graaskamp Center for Real Estate. Dr. Davis is a Fellow of the Lincoln Institute of Land Policy, is an adjunct scholar at the American Enterprise Institute, and is an independent director of the American Capital Agency Corporation (ticker: AGNC).

Earlier in his career, Dr. Davis was an economist at the Federal Reserve Board where he routinely briefed Alan Greenspan on housing and macroeconomics. Dr. Davis holds a Ph.D. in Economics from the University of Pennsylvania.

## Contact

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*“The Real Estate program at Rutgers provided the knowledge and skills necessary to move from a career in more traditional project/construction management roles into a new career in the Corporate Global Real Estate department of a Fortune 1000 firm.”*

*– Michael Sobocienski,  
MBA Alumnus, Global Corporate Real Estate, NASDAQ*

