



PAMPLIN COLLEGE OF BUSINESS  
**REAL ESTATE**  
 VIRGINIA TECH.

**Bachelor of Science in Real Estate (BSRST)**  
**Real Estate for Residential Properties Major**  
 Blackwood Program in Real Estate

For students entering under UG Catalog 2023-2024

**I. BS Real Estate Requirements (21 credits)**

#REAL 1004 Discovering Real Estate	2__
#REAL 1014 Careers in Real Estate (Co: 2004 or UAP 2004)	1__
#REAL/UAP 2004 Principles of Real Estate	3__
ACIS 2115 Principles of Accounting (Sophomore standing)	3__
#REAL 2044 Professional Development in Real Estate (Pre: 1014)	3__
#REAL 3024 Applied Real Estate Development <sup>1</sup>	3__
(Pre: (2004 or UAP 2004), (REAL 2034 or BIT 2405), (ECON2005 or AAEC 1005))	
#REAL/FIN 3044 Financing Real Estate Projects <sup>1</sup>	3__
(Pre: (2034 or BIT 2404), (AAEC 1005 or ECON 2005))	
#AAEC 4754 Real Estate Law (Junior standing)	3__

**II. Real Estate for Residential Properties Major Requirements (21-24 credits)**

COMM 2004 Public Speaking <sup>2</sup> (Sophomore standing)	3__
#PM 2664 Introduction to Property Management	3__
#ENGL 3764 Technical Writing	3__
(Junior standing. Pre: 1106 or 1204H or COMM 1016)	
#REAL 2034 Real Estate Data Analysis	3__
(Pre: (UAP 2004 or REAL 2004), (REAL 2014 or REAL 1014))	
#REAL 4064 Real Estate Appraisal (Senior standing. Pre: 3044 or FIN 4154)	3__
#REAL 4074 Residential Real Estate Studio <sup>1</sup>	3__
(Pre: 3024, (3044 or FIN 3044), MKTG 4734)	
#MKTG 4734 Real Estate Marketing <sup>1</sup> (Junior standing. Pre: 3104 or 3104H))	3__
<b><i>Students must choose one of the following:</i></b>	3__
AAEC 2104 Personal Financial Planning or	
CONS 2304 Consumer and Family Finances <sup>3</sup>	
BC 2014 Construction Principles (Pre: 1224)	
MGT 2064 Foundations of Entrepreneurship	
UAP 3014 Urban Policy and Planning (Pre: 1024)	
REAL 3954 Study Abroad (must be 3-credit course)	

**III. Real Estate Electives (18-21 hours; at least 9 credits at the 3000 or 4000 level):**

Students must choose one of the following minors by the start of the fall of their third year.

- Entrepreneurship – New Venture Growth (ENVG) (18 Credits)
- Housing and Society (Data Analysis Track or Sustainability Track) (HOSO) (18 credits)
- Professional Sales (PRFS) (21 credits)
- Property Management (PM) (18 credits)
- Smart and Sustainable Cities (SSC) (18 credits)

<sup>1</sup> Graduation requirement: Students must achieve a grade of C- or higher in MKTG 4734, REAL 3024, REAL 3044 and REAL 4074.

<sup>2</sup> COMM 2004 is only required if students do not take COMM 1015-6 for Pathways Concept 1f.

<sup>3</sup> Students cannot take both AAEC 2104 and CONS 2304 for credit.

**IV. Pathways to General Education (36-45 credits):**

The total number of credits will vary depending on whether the Pathways courses are used to meet departmental requirements, but the credits may not be counted twice. (36 credits with REAL requirements ENGL 3764 satisfying Concept 1a and REAL 2034 satisfying one Concept 5f course, and a Pathways course is selected that satisfies Concepts 2 and 7.)

Concept 1 – Discourse (9 credits)		
1f – Foundational (6 credits)(COMM 1015-6 recommended)	3	3
1a – Advanced/Applied (3 credits) (ENGL 3764 required)	3	
Concept 2 – Critical Thinking in the Humanities (6 credits)		
(1 course should double count with Concept 7) <sup>4</sup>	3	3
Concept 3 – Reasoning in the Social Sciences (6 credits)		
(ECON 2005-6 or AAEC 1005-6 are required)	3	3
Concept 4 – Reasoning in the Natural Sciences (6 credits)		
3	3	
Concept 5 – Quantitative and Computational Thinking (9 credits)		
5f – Foundational (6 credits)	3	3
(MATH 1524 satisfies and REAL 2034 required)		
5a – Advanced/Applied (3 credits) (SPIA 2104 recommended)	3	
Concept 6 – Critique and Practice in Design and the Arts (6 credits)		
6a – Arts (3 credits)	3	
6d – Design (3 credits) (MGT 2064 satisfies)	3	
Concept 7 – Critical Analysis of Identity and Equity in the United States (3 credits) <sup>4</sup>		
	3	

**V. Free Electives (Remaining credits required to complete 120 credits required for degree)  
 (9-24 hours needed to reach 120 hours depending on courses taken to satisfy sections I-IV)**

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**GENERAL INFORMATION**

- A total of 120 credits is required for graduation. Any exceptions to this curriculum must be approved by the student’s department head and Associate Dean for Pamplin Undergraduate Programs.
- Foreign Language Requirement: Students who did not successfully complete at least two years of a single foreign, classical, or sign language during high school must successfully complete six credits of a single foreign, classical, or sign language at the college level. Courses taken to meet this requirement do not count towards the minimum credits required for graduation. Please refer to the Undergraduate Catalog for details.
- Pre-requisites: Students are responsible for ensuring they have met the necessary pre-requisites for all courses. Please refer to the Undergraduate Catalog or academic advisor
- Transferring Courses: Requirements and procedures for transferring courses are available <http://pampl.in/transferecreditsteps>
- Overall and In-Major GPA: Students must have an overall GPA of 2.0 and an in-major GPA of 2.0 to graduate. Courses used to calculate the in-major GPA are noted with a # (e.g. #REAL 1004).
- Policy 91: University policy requires a student to make satisfactory academic progress towards a degree in order to remain enrolled at the institution. Students in the real estate degree program with 30 or more credits must enroll in at least one REAL course per semester. Failure to do so may result in the student’s dismissal from the real estate degree program. This policy is strictly enforced.

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<sup>4</sup> Concept 7 must be satisfied if a course is not selected that double counts for Concepts 2 and 7.