The real estate sector represents a substantial share of the capital assets and savings of businesses and households in the economy. All businesses involved in building and managing these assets require graduates with high level of skills in understanding the economic and financial factors and policies which influence real estate markets and an understanding of the operation of the finance and capital markets which are integral to the sector. Governments at all levels are also heavily involved in the real estate market, both as investors in their own right but also in terms of public policy.

This major was developed specifically in response to substantial expressions of interest by industry for graduates with specialist economic/finance knowledge in the area of real estate. It is a cross disciplinary major with the UNSW Business School areas of Economics, Finance, Taxation and Business Law and the Faculty of Built Environment. The major is suitable if you would like to work in real estate investment management or research, in public policy, or more generally in the financial or corporate sectors.

OUTSTANDING CAREER OPPORTUNITIES
BCommerce and BEconomics at UNSW opens up opportunities in a great variety of occupations, some utilising specific skills and others generic skills. A significant number of organisation and public sector bodies are engaged in real estate related activities and the specific skills and knowledge in the Real Estate major are valued by a wide range of prospective employers.

Graduate positions exist in public policy, industry research, investment management, in the finance and credit departments of banks and large corporations and in the financial sector in general. There are a number of businesses which specialise in real estate research and transactions, e.g. IPD/MSCI, Jones Lang LaSalle, CBRE, Colliers International, BIS-Schrapnel, Corelogic RP data, and Australian Property Monitors. Developers include Mirvac and Stockland. There are a large number of institutions which operate as specialist real estate fund managers, e.g. Abacus Property Group and Folkestone, while the larger general funds have specialist units for real estate assets, e.g. AMP Capital Investors and Colonial First State Global Asset Management.

Opportunities are also available in government departments interested in public policy, for example the NSW Department of Planning and Infrastructure, while Treasury, Finance, Premier and Cabinet oversee/advise on real estate related policy.
TAKING THE FIRST STEP

The Real Estate Studies major is designed for students who would like to work in real estate investment management or research, or more generally in the financial or corporate sectors. The major aims to develop specialist economic/finance knowledge in the area of real estate and can complement studies in Accounting, Business Law, Economics, Finance and Marketing.

BACHELOR OF COMMERCE

Compulsory core courses
ACCT1501 Accounting and Financial Management 1A
ECON1101 Microeconomics 1
ECON1203 Business and Economic Statistics
MGMT1001 Managing Organisations and People

Flexible core courses
Students choose four courses from the following list:
ACCT1511 Accounting and Financial Management 1B
COMM1000 Creating Social Change
ECON1102 Macroeconomics 1
MGMT1101 Global Business Environment
TABL1710 Business and the Law

REAL ESTATE MAJOR

Compulsory courses
ECON1202 Quantitative Analysis
ECON2101 Microeconomics 2
BENV2985 Land Economics and Valuation
TABL2792 Real Property Law
FINS2624 Portfolio Management
FINS3633 Real Estate Finance and Investment
ECON3130 Real Estate Economics and Public Policy

Electives
ECON3107 Economics of Finance
ECON3206 Financial Econometrics
FINS3616 International Business Finance
FINS3635 Options, Futures and Risk Management
FINS3636 Interest Rate Risk Management
FINS3640 Investment Management Modelling

STUDY OPTIONS

The Real Estate Studies major is offered in the BCommerce, BCommerce (International) and BEconomics (as a 2nd major option).

Plus dual degree options BCommerce with:
BArts, BAviation Management, BDesign (Hons), BEngineering (Hons), BFine Arts, BInformation Systems, B Laws, BMedia (PR and Advertising), BMusic, BScience, BScience (Advance Mathematics), BScience (Advance), BScience (Computer Science).

For further details on your chosen program and major(s), visit handbook.unsw.edu.au