Facilitating Professionalism in the Real Estate Industry

Established in 1993, Guelph’s Bachelor of Commerce, Real Estate program is one of the oldest such programs in Canada. This program focuses on developing the analytical, conceptual, and managerial skills required for professional careers (including appraisal, brokerage, development, investing/financing and property/asset management, etc.) for a variety of property types (including residential, office, retail, and industrial, etc.).

University of Guelph Advantage

The Real Estate & Housing program combines core business education and liberal studies electives with real estate-specific courses, which include Property Management, Real Estate Appraisal, Real Estate Finance, Real Estate Development, Real Estate Market Analysis and Urban and Regional Planning. The core business courses include economics, accounting, information management, marketing and human resources management.

Graduates receive exemption from two of the courses required to complete the Accredited Appraiser Canadian Institute (AACI) designation. The sequence of courses also provides context and a depth of understanding which allows our students to excel in any other real estate designation.

Our co-op process responds to your needs. Employers can post, hire and interview throughout the semester and our students are available for 4 or 8 month work terms. The Experience Guelph hiring tool makes hiring Guelph co-op students easy!

Student Strengths

- Strong analytical skills, developed as students complete extensive research projects
- The ability to work effectively in teams, developed as a result of group assignments
- Highly effective leadership and communication skills, developed through education, extra-curricular involvement and work experiences
# Real Estate Course Sequencing

<table>
<thead>
<tr>
<th>YEAR</th>
<th>FALL (SEPT-DEC)</th>
<th>WINTER (JAN-APRIL)</th>
<th>SUMMER (MAY-AUG)</th>
</tr>
</thead>
</table>
| ONE  | • INTRODUCTION TO BUSINESS  
      • INTRODUCTORY MICROECONOMICS  
      • REAL ESTATE AND HOUSING  
      • 1 ELECTIVE  
      • INTRODUCTORY MARKETING  
      • INTRODUCTORY MACROECONOMICS  
      • INTRODUCTORY FINANCIAL ACCOUNTING  
      • BUSINESS MATHEMATICS  
      • 1 ELECTIVE |  | OFF |
| TWO  | • MANAGEMENT ACCOUNTING  
      • SERVICE LEARNING IN HOUSING  
      • INTERMEDIATE MICROECONOMICS  
      • INTRODUCTION TO CO-OPEATIVE EDUCATION  
      • ONE OF: ECONOMIC STATISTICS OR STATISTICS FOR BUSINESS DECISIONS  
      • 1 ELECTIVE  
      • INTERMEDIATE MACROECONOMICS  
      • REAL ESTATE FINANCE  
      • INTRODUCTION TO FINANCE  
      • INDIVIDUALS AND GROUPS IN ORGANIZATIONS  
      • 1 ELECTIVE | WORK TERM ONE |  |
| THREE| WORK TERM TWO | • OPERATIONS MANAGEMENT  
      • MONEY, CREDIT AND THE FINANCIAL SYSTEM  
      • PROPERTY MANAGEMENT  
      • INFORMATION MANAGEMENT  
      • 1 ELECTIVE | WORK TERM THREE |  |
| FOUR | • CORPORATE SOCIAL RESPONSIBILITY  
      • FINANCIAL MANAGEMENT  
      • HOUSING AND REAL ESTATE LAW  
      • REAL ESTATE APPRAISAL  
      • 1 ELECTIVE | WORK TERM FOUR | WORK TERM FIVE |
| FIVE | • STRATEGIC MANAGEMENT  
      • URBAN ECONOMICS  
      • REAL ESTATE MARKET ANALYSIS  
      • SUSTAINABLE REAL ESTATE  
      • 1 ELECTIVE  
      • URBAN AND REGIONAL PLANNING  
      • REAL ESTATE DEVELOPMENT PROJECT  
      • LOCAL GOVERNMENT IN ONTARIO  
      • 1 ELECTIVE |  |  |

Based on the 2022/23 Undergraduate Calendar
Please see the current Undergraduate Calendar for more information.

Gordon S. Lang  
School of Business and Economics  
AACSB Accredited  
uoguelph.ca/coop