

# REAL ESTATE

The Master of Real Estate specializes in the theory and practice of commercial real estate in Canada. Commercial real estate takes numerous forms, including office buildings, retail facilities, residential rental properties, restaurants, warehouses and a long list of specialty property types. The growing complexity of the industry requires a workforce which can combine relevant technical skills with the high-level understanding needed to identify and implement opportunities. The coursework integrates traditional real estate topics (such as finance, market analysis, property management, asset management, development) with emerging issues that will dominate the next decades. The capstone project enables students to identify a topic of personal interest and to start to establish personal expertise in it.

## Administrative Staff

### Graduate Program Coordinator

Diana Mok

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### Graduate Program Assistant

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## Graduate Faculty

*This list may include Regular Graduate Faculty, Associated Graduate Faculty and/or Graduate Faculty from other universities.*

### Rogier Holtermans

B.Sc., M.Sc., PhD Maastricht - Professor

Graduate Faculty

### Diana Mok

B.Math., BES Waterloo, M.PI. (Urban Planning) Queen's, PhD Toronto - Associate Professor

Graduate Faculty

### Jian Zhou

BA, MA Renmin (China), PhD UI Chicago - Professor

Graduate Faculty

## Admission Requirements

To be considered for admission to the Master of Real Estate program, applicants must:

1. Be qualified graduates of a four-year honour's undergraduate degree from a recognized university (minimum B- average) or equivalent; and
2. Have a minimum of two years of work experience that is relevant to the real estate industry, as evaluated by the admissions committee. Applicants must clearly demonstrate the relevance of their work experience in the statement of intent, resume and referee assessments submitted with their application.

Applicants should ensure that at least one of their references is provided by an academic referee (e.g., a university professor) and at least one is provided by a professional referee (e.g., a supervisor) in order to speak to applicant's academic and professional competencies, respectively.

Additionally, all applicants must meet the University of Guelph's English Language Proficiency requirements for admission. If an applicant's first language is not English, or their undergraduate degree was not taught at

an English-language institution, an English Language Proficiency test will be required.

## Learning Outcomes

By the end of the Master of Real Estate program, graduates will be able to:

1. Evaluate the financial, investment, and valuation implications and feasibility of real estate projects.
2. Critique complex situations, recognizing that many people with competing interests are active in real estate situations and that a situation may cover a long period of time.
3. Develop potential solutions related to real estate development and investment that inform decision-making and strategy.
4. Evaluate and interpret research findings and apply them to current issues in real estate.
5. Combine numerical evidence with professional judgment to make decisions and provide advice in accordance with professional standards.
6. Compare various perspectives on real estate management while maintaining an ethical approach and an awareness of personal biases.
7. Demonstrate the ability to effectively communicate real estate information and solutions with a variety of stakeholders clearly and persuasively.

## Program Requirements

The Master of Real Estate program requires successful completion of 4.00 credits, consisting of:

Code	Title	Credits
BUS*6440	Business Analytics	0.50
REAL*6000	Fundamentals of Real Estate	0.50
REAL*6100	Commercial Real Estate Finance and Investment	0.50
REAL*6200	ESG and Real Assets	0.50
REAL*6300	Real Estate Development	0.50
REAL*6400	Property and Asset Management	0.50
REAL*6500	Trends and Current Practices in Real Estate I	0.25
REAL*6510	Trends and Current Practices in Real Estate II	0.25
REAL*6800	Capstone Project	0.50